



## Board Report

File #: 2017-0558, File Type: Contract

Agenda Number: 19.

### SYSTEM SAFETY, SECURITY AND OPERATIONS COMMITTEE OCTOBER 19, 2017

**SUBJECT: PEST AND BIRD CONTROL SERVICES**

**ACTION: APPROVE CONTRACT AWARD**

#### **RECOMMENDATION**

AUTHORIZE the Chief Executive Officer to award a firm fixed unit rate Contract No. OP852420003367 for pest and bird control services throughout Metro facilities and vehicles, with Pestmaster Services Inc., the lowest, responsive and responsible bidder, for a not-to-exceed amount of \$3,906,123.12 for the three-year base period, and \$2,727,946.08 for one, two-year option, for a combined total of \$6,634,069.20, effective January 1, 2018 through December 31, 2022; subject to resolution of protest(s), if any.

#### **ISSUE**

The existing contract to perform pest and bird control services is due to expire December 31, 2017.

To continue providing safe, quality, regularly scheduled and as-needed pest and bird control services throughout Metro facilities and vehicles, excluding buses covered under a separate maintenance contract, a new contract award is required effective January 1, 2018.

#### **DISCUSSION**

Under this new Contract, the contractor is required to provide regularly scheduled and as-needed pest and bird control services throughout Metro facilities, rail cars, non-revenue vehicles, and service vehicles, excluding buses covered under a separate maintenance contract. Services include treatment of pest infestations, pest and bird waste clean-up, installation of pest and bird deterrent applications, animal trapping and dead animal removal.

An ongoing pest and bird control service is necessary to ensure providing safe and clean facilities and vehicles for Metro employees and patrons.

#### **DETERMINATION OF SAFETY IMPACT**

The approval of this item will ensure meeting Metro maintenance standards providing the necessary regularly scheduled and as-needed pest and bird control services with prompt response time to

deliver safe, quality, on-time, and reliable services.

### **FINANCIAL IMPACT**

Funding of \$651,021 is included in the FY18 budget in cost center 3367 - Facilities Property Maintenance, account 50308, Service Contract Maintenance, under various operating projects.

Since this is a multi-year contract, the cost center manager and Sr. Executive Officer, Maintenance and Engineering will be accountable for budgeting the cost in future years.

#### **Impact to Budget**

Funding for this action will come from the Enterprise operating fund. The source of funds will be from State and local funds that are eligible for Bus and Rail Operating Projects. These funding sources will maximize fund use based on funding allocation provisions.

### **ALTERNATIVES CONSIDERED**

Staff considered providing this service through in-house staff; however, this would require the hiring, training and certification of additional personnel, purchase of additional equipment, vehicles, and supplies to support the expanded responsibility. Staff's assessment indicates that this is not a cost-effective option for Metro.

### **NEXT STEPS**

Upon Board approval, staff will execute Contract No. OP852420003367 to Pestmaster Services Inc., effective January 1, 2018, to provide the necessary pest and bird control services throughout Metro facilities, rail cars, non-revenue vehicles, and service vehicles, excluding buses covered under a separate maintenance contract.

### **ATTACHMENTS**

Attachment A - Procurement Summary

Attachment B - DEOD Summary

Prepared by: Brady Branstetter, DEO, Facilities Maintenance, (213) 922-6767  
Lena Babayan, Sr. Director, Facilities Maintenance, (213) 922-6765

Reviewed by: James T. Gallagher, Chief Operations Officer, (213) 922-4424  
Debra Avila, Chief Vendor/Contract Management Officer, (213) 418-3051



Phillip A. Washington  
Chief Executive Officer

## PROCUREMENT SUMMARY

## BIRD AND PEST CONTROL SERVICES / OP852420003367

1.	<b>Contract Number:</b> OP852420003367	
2.	<b>Recommended Vendor:</b> Pestmaster Services, Inc.	
3.	<b>Type of Procurement (check one):</b> <input type="checkbox"/> RFP <input checked="" type="checkbox"/> IFB <input type="checkbox"/> IFB-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	<b>Procurement Dates:</b>	
	<b>A. Issued:</b> May 31, 2017	
	<b>B. Advertised/Publicized:</b> May 31, 2017	
	<b>C. Pre-proposal/Pre-Bid Conference:</b> June 12, 2017	
	<b>D. Proposals/Bids Due:</b> July 12, 2017	
	<b>E. Pre-Qualification Completed:</b> August 28, 2017	
	<b>F. Conflict of Interest Form Submitted to Ethics:</b> August 23, 2017	
	<b>G. Protest Period End Date:</b> October 23, 2017	
5.	<b>Solicitations Picked up/Downloaded:</b> 13	<b>Bids/Proposals Received:</b> 5
6.	<b>Contract Administrator:</b> Rommel Hilario	<b>Telephone Number:</b> (213) 922-4654
7.	<b>Project Manager:</b> Alberto Garcia	<b>Telephone Number:</b> (213) 922-6760

**A. Procurement Background**

This Board Action is to approve a contract award in support of Facilities Maintenance for pest and bird control services. Services shall include, but are not limited to, the treatment of pest infestations, bird and pest waste clean-up, installation of pest and bird deterrent measures/systems, trapping of animals, and removal of dead animals from Metro facilities, rail cars, non-revenue vehicles, and service vehicles (excluding buses) as outlined in Invitation for Bid (IFB) No. OP41535. Board approval of contract awards are subject to resolution of any properly submitted protest.

IFB No. OP41535 was issued as a competitive procurement in accordance with Metro's Acquisition Policy. The contract type is firm fixed unit rate.

Two amendments were issued during the solicitation phase of this IFB:

- Amendment No. 1, issued on June 14, 2017, provided pre-bid conference material including sign-in sheets and planholder's list.
- Amendment No. 2, issued on June 26, 2017, extended the bid due date.

A pre-bid conference was held on June 12, 2017 and was attended by 21 people. Five bids were received on the due date of July 12, 2017 as follows, in alphabetical order:

1. Innovative Pest Solutions
2. Isotech Pest Management
3. Orkin Services of California, Inc.
4. Pestmaster Services, Inc.
5. Terminix International Company, LP

**B. Evaluation of Bids**

This procurement was conducted in accordance, and complies with Metro’s Acquisition Policy for a competitive sealed bid.

Pestmaster Services, Inc. was the only bidder determined to be responsive and responsible, based on meeting the mandatory 3% DVBE goal as required by the solicitation.

**C. Cost/Price Analysis**

The bid from Pestmaster Services, Inc. has been determined to be fair and reasonable based upon price analysis that included comparison with submitted bid prices, historical pricing, and technical review by the Program Manager.

BIDDER	AMOUNT	METRO ICE	AWARD AMOUNT
Pestmaster Services, Inc	\$6,634,069.20	\$9,060,920	\$6,634,069.20
* Orkin Services of California, Inc.	\$5,049,695.76		
* Terminix International Company, LP	\$6,754,440.00		
* Isotech Pest Management	\$12,467,480.00		
* Innovative Pest Solutions	\$14,947,740.00		

\*Firms deemed non responsive for not meeting the 3% DVBE requirement.

**D. Background on Recommended Contractor**

Pestmaster Services, Inc. started as a one man operation out of a garage in Bishop, California in April of 1979 and has grown into a regional company that now includes 33 franchises covering 16 states including California. It is currently ranked number 75 on Pest Control Technology Magazine’s top 100 pest control companies in America. Pestmaster Services started to see growth during 1981 and 1982 by identifying different opportunities and expanding services beyond pest and termite control to include vegetation management including lawn applications and tree services, as well as bare ground applications to prevent growth of plants in areas like right of ways.

DEOD SUMMARY

PEST AND BIRD CONTROL SERVICES / OP852420003367

**A. Small Business Participation**

The Diversity and Economic Opportunity Department (DEOD) established a 15% goal, inclusive of a 12% Small Business Enterprise (SBE) and 3% Disabled Veteran Business Enterprise (DVBE) goal for this solicitation. Pestmaster Services, Inc. met the goal by making a 12% SBE and 3% DVBE commitment to Willow Street Enterprise, Inc. (WSEI) which is SBE and DVBE certified. Pestmaster listed WSEI to perform two distinct scopes of work and are counted separately under the SBE and DVBE commitments.

<b>Small Business Goal</b>	<b>12% SBE 3% DVBE</b>	<b>Small Business Commitment</b>	<b>12% SBE 3% DVBE</b>
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	<b>SBE Subcontractors</b>	<b>% Committed</b>
1.	Willow Street Enterprise, Inc. (Bird Control)	12%
	<b>Total Commitment</b>	<b>12%</b>

	<b>DVBE Subcontractors</b>	<b>% Committed</b>
1.	Willow Street Enterprise, Inc. (Pest Control)	3%
	<b>Total Commitment</b>	<b>3%</b>

**B. Living Wage and Service Contract Worker Retention Policy Applicability**

The Living Wage and Service Contract Worker Retention Policy is not applicable to this Contract.

**C. Prevailing Wage Applicability**

Prevailing wage is not applicable to this Contract.

**D. Project Labor Agreement/Construction Careers Policy**

Project Labor Agreement/Construction Careers Policy is not applicable to this Contract.