



Board Report

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Agenda Number: 30.

OPERATIONS, SAFETY, AND CUSTOMER EXPERIENCE COMMITTEE OCTOBER 20, 2022

SUBJECT: PURCHASE THIRTY-THREE METRO TRANSIT SECURITY HYBRID SUVs

ACTION: APPROVE CONTRACT AWARD

RECOMMENDATION

AUTHORIZE the Chief Executive Officer to award a firm fixed price contract under IFB No. OP87524 with Elite Auto Network Corporation, the lowest responsive and responsible bidder for thirty-three hybrid Metro Transit Security SUVs for a firm fixed price of \$2,340,195.31, inclusive of sales tax.

ISSUE

The purchase of thirty-three (33) hybrid SUVs is imperative to Metro Transit Security (MTS) operational needs. The new SUVs will provide for the replacement of nineteen (19) existing vehicles that have exceeded the Metro vehicle replacement guidelines for non-revenue service vehicles of eight years and/or 100,000 miles and add fourteen (14) new vehicles in support of enhancing response times for Metro customers and employees requesting security services. Specifically, the purchase of these vehicles is needed to effectively provide security services along Metro's transit system throughout Los Angeles County, which consists of various locations, ten (10) geographically distinct bus divisions, and seven (7) rail divisions servicing seven (7) rail lines, inclusive of the planned expansion of the K Line (Crenshaw) servicing Crenshaw, Inglewood, Westchester, and surrounding areas.

BACKGROUND

MTS's current fleet supports 197 full-time positions daily on a 24/7 basis. MTS currently operates a fleet of (26) SUVs equipped for patrol functions. Due to daily wear and tear on each of the (26) SUVs, on average 10-15 vehicles are receiving maintenance monthly rendering them out of service and unusable. This allows for only 16-11 vehicles available for use monthly to provide security services at Metro bus and rail facilities, divisions, bus stops, zones, revenue collection, and rail stations. MTS also conducts community outreach with cities throughout Los Angeles County to prevent and respond to service disruptions and criminal activity on Metro's transit system. MTS's security and outreach measures are paramount to Metro's continued success and safety. In addition to providing core security services, MTS supports Metro with security services for special events (station openings, sporting events, concerts, press events). MTS security support on average 30-40 special events every month. This requires additional personnel and vehicle support. With 10-15 vehicles receiving

maintenance monthly, 16-11 vehicles are available for MTS core functions and special event support. MTS vehicles are also required to support Metro's Respect the Ride Program on bus and rail. Due to the shortage of MTS vehicles, requests for security support outside of MTS core functions and Respect the Ride are often declined.

Nineteen of the new SUVs will replace vehicles that have been in operation since 2014 and have exceeded their useful life of 100,000 miles. In the last few years, these SUVs have experienced reduced reliability and have required significant and frequent repairs to keep them in service. The vehicles being replaced have surpassed their useful life and have been determined unreliable with excessive mechanical failures, costly repairs, and high levels of service unavailability due to frequent repairs. Fourteen additional vehicles will accommodate the expansion of the K-Line (Crenshaw), servicing Crenshaw, Inglewood, Westchester, and surrounding areas. The 2023 openings of the Regional Connector as well as the D Line Section 1 expansion requires additional MTS vehicle to provide security support.

DISCUSSION

The award of the fixed price contract with Elite Auto Network Corporation will allow for the procurement of thirty-three Metro-owned and operated MTS SUVs. These SUVs are equipped for patrol functions used to deploy security personnel for patrol, incident response, revenue services, and community engagement throughout the Metro service area. MTS personnel deployments include support of Metro facilities, revenue collection, operations bus and rail divisions, bus stops & zones, and rail stations, and are required to meet the demand for security calls for services.

The thirty-three new SUVs will be a Hybrid All-Wheel-Drive Powertrain configuration, which will significantly minimize wear on the engine due to the extensive amount of idle time these vehicles accumulate while in service. The alternative-fueled hybrid configuration is expected to reduce servicing, and repair requirements, provide improved fuel efficiency, and reduce the total cost of ownership for the MTS fleet.

The Hybrid All-Wheel-Drive Powertrain will also minimize greenhouse gas emissions (GHG) and based on published ratings, obtains a 70% improvement in city Mile Per Gallon (MPG) with a 36 MPG rating compared to the standard Toyota Highlander with 21 MPG. In addition, the Hybrid All-Wheel-Drive reduces Metro's carbon footprint within LA County and the South Coast Air Quality Management District (SCAQMD), as well as offers cost savings on fuel consumption.

Non-Revenue Electrification Transition Plan

Metro is committed to promoting and using zero-emissions vehicles across the system, including in our non-revenue fleet. While the purchase of electric vehicles has been under way for many years in our agency, the transition to electric vehicles must coincide with the pace of the charging infrastructure installation system wide.

In alignment with the recent Board approval of the EV Parking Strategic Plan, a plan will be finalized by February 2023 to expand the installation of EV chargers for rideshare and employee parking, and the transition of the non-revenue fleet to zero-emission vehicles.

Charging, Pilot Program, and Pricing Challenges

The operational need for the vehicles to be driven in service, from shift to shift in a 24-hour operation, cannot be supported with the current technology available in the electric vehicle market and the charging infrastructure required to maintain the vehicles in-service. Agencywide charging logistics for all Metro electric vehicles are addressed in Metro's EV Parking Strategic Plan 2023-2028.

Further, a comparative pricing analysis was conducted to examine the cost of both alternative fueled vehicles. The Hybrid SUV bid price, including tax and license, is \$70,915.00 (Seventy thousand nine hundred fifteen dollars) per vehicle. Metro researched comparable electric SUVs ranging from \$121,000.00-\$139,000.00 per vehicle. The EV SUV models reviewed to support the operation will not be available until late 2023.

SUV Ergonomics and Other Features

The vehicle's duty cycle and operational characteristics must also be considered for the transition to electric vehicles. Electric vehicle SUV options are limited, due to automobile manufacturers initially focusing on converting smaller passenger cars to electric vehicles, such as the Chevrolet Bolt. These smaller vehicles do not provide the required space for the equipment used for law enforcement activities or transit supervision vehicles. In considering proper ergonomics, injury prevention, and safety for security officers, SUVs provide:

1. Ample head room
2. Ample leg room
3. Additional space for equipment/cargo
4. Easier access to reach safety equipment/cargo

SUVs provide a slightly elevated seating position and improve officers' ability to observe their surroundings, allowing for better visibility ahead while the vehicle is in motion. SUVs' larger passenger compartment allow for the ability to modify the vehicle with aftermarket devices such as radios/radio chargers, cameras, computers, and other necessary equipment associated with security, while providing officers room to do their work efficiently and effectively. Sedans are designed for general consumers and are difficult to retrofit for security functions without compromising ergonomic considerations.

SUVs provide a larger driver and passenger sitting area allowing for more adjustability, easy access to equipment, easy view of their surroundings and enough room for movement by an officer. Ergonomic considerations also arise over equipment officers wear on their duty belts.

DETERMINATION OF SAFETY IMPACT

Metro's current MTS SUV fleet is antiquated and does not contain the most current technology, such as improved cameras, braking, and warning systems aimed to increase safety, which is now standard in the industry. The purchase of new vehicles will provide Metro with current state-of-the-art SUVs that maximize safety and performance for Metro's MTS team.

FINANCIAL IMPACT

The funding of \$2,340,195.31 for this procurement is budgeted within the LOP in Capital Projects: 208607, and 212127, respectively,

The source of funds for the procurement will come from State and local funding sources that are eligible for Bus and Rail Capital projects. The specific source of funds for this action will come from Transportation Development Act, Article 4.

Since this procurement may extend beyond the current fiscal year, the Executive Officer responsible for each funded Capital Project will be responsible for budgeting resources in future Fiscal Years.

Impact to Budget

Funding will come from State and Local sources including TDA4 that are eligible for State of Good Repair (SGR) projects. Allocating these funds to this effort maximizes project funding use given approved provisions and guidelines.

EQUITY PLATFORM

This action will provide MTS with SUVs that will ensure the effective and efficient deployment of security personnel to Metro facilities, operations bus and rail divisions, bus stops & zones, and rail stations, within the Los Angeles County Metro service area, including Downtown Los Angeles, El Monte, Long Beach, Sun Valley, and other Equity Focus Communities (EFCs). The purchase of these vehicles will meet the continued and increased demands for support services to underserved locations and communities Metro serves.

The Diversity and Economic Opportunity Department (DEOD) did not recommend an SBE or DVBE participation goal for this procurement due to a lack of subcontracting opportunities for the thirty-three SUVs.

IMPLEMENTATION OF STRATEGIC PLAN GOALS

The recommendation supports Metro Strategic Plan Goal 5) Provide responsive, accountable, and trustworthy governance within the Metro organization. New MTS SUVs will minimize vehicle maintenance needs, improve safety and security, and lower emissions by deploying Hybrid All-Wheel-Drive Powertrain vehicles with the latest emission control devices on the market.

ALTERNATIVES CONSIDERED

Staff considered leasing vehicles, but this alternative is not recommended due to the mileage and duty cycle that the MTS SUVs endure. Staff calculated that the cost of external leasing of vehicles is the least cost-effective alternative due to high mileage, high idle time, and heavy-duty cycle requirements.

The alternative of retaining the existing SUVs is also not recommended. Diminished reliability, high maintenance costs, and frequent repairs over the past several years have rendered the use of the existing MTS SUV fleet a poor alternative for continued operation.

Not purchasing the recommended SUVs will significantly reduce the ability of Metro Transit Security to ensure the safety and security necessary for Metro's continued commitment to providing world-class transportation for all.

The current generation of EVs was determined to be inadequate for the MTS fleet considering vehicle size relative to equipment worn and used, EV charging frequencies and times, and current availability of on-site LA Metro EV chargers.

NEXT STEPS

Following the authorization and execution of the contract, the vendor will initiate orders for the vehicles and provide Metro with a schedule with milestones for the delivery of the hybrid vehicles.

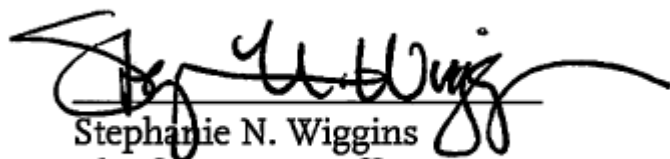
ATTACHMENTS

Attachment A - Procurement Summary

Attachment B - DEOD Summary

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Stephanie N. Wiggins
Chief Executive Officer

PROCUREMENT SUMMARY

Metro Transit Security Hybrid Vehicles OP87524000

1.	Contract Number: OP87524000	
2.	Recommended Vendor: Elite Auto Network Corp.	
3.	Type of Procurement (check one): <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: 4/27/22	
	B. Advertised/Publicized: 4/28/22	
	C. Pre-Bid Conference: 5/04/22	
	D. Bids Due: 5/25/22	
	E. Pre-Qualification Completed: 7/1/22	
	F. Conflict of Interest Form Submitted to Ethics: 5/31/22	
	G. Protest Period End Date: 8/23/22	
5.	Solicitations Picked up/Downloaded: 6	Bids Received: 1
6.	Contract Administrator: Kimberlyn Richardson	Telephone Number: 213-922-2085
7.	Project Manager: Adam Robertson	Telephone Number: 562-658-0231

A. Procurement Background

This Board Action is to approve Contract No. OP87524000 issued in support of Metro Transit Security Hybrid Vehicles. Board approval of contract awards are subject to resolution of any properly submitted protest.

IFB No. OP87524 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed price.

No amendments were issued during the solicitation phase of this IFB:

A single bid was received on May 25, 2022.

B. Evaluation of Bids

This procurement was conducted in accordance, and complies with LACMTA's Acquisition Policy for a competitive sealed bid. The 1 bid received is listed below:

1. Elite Auto Network

This bidder was determined to be fully responsive and responsible to the bid requirements.

The firm recommended for award, Elite Auto Network, the single responsive and responsible bidder was found to meet all technical requirements and is in full compliance with the IFB's requirements.

C. Market Survey

Metro received a single bid and staff conducted a market survey of other firms to determine the reasons for the lack of formal bid responses to this IFB.

Six firms downloaded the solicitation and based on staff's communication with the firms, one submitted a bid, one advised vehicles were not available for them to bid, one was unable to supply the vehicles within a prompt manner as specified in the bid, and the others did not provide a response.

D. Price Analysis

The recommended bid price from Elite Auto Network is the result of an open competitive bid process in a competitive environment. The bidder prepared its bid in the expectation of adequate price competition. Both Metro and the bidder anticipated there would be more than one acceptable bid submitted. Overall, the total bid price has been determined to be fair and reasonable based upon market conditions and selection of the single responsive and responsible bidder.

The single bid received was recommended for award even though the bid was higher than the independent cost estimate. The price variance is reflective of the Market Survey conducted and the current global market conditions which have been heavily impacted by the COVID-19 pandemic.

The market price of steel has fluctuated to almost double of what it was when the last batch of vehicles were purchased. A worldwide semiconductor supply shortage has stalled production within the automotive industry and drastically delayed the delivery timeline of vehicles. In addition, the global logistics landscape of moving goods is heavily burdened by a shortage of manpower combined with an increased cost of fuel driving up the freight cost for these units.

Bidder Name	Bid Amount	Metro ICE
Elite Auto Network	\$2,340,195.31	\$1,716,000

E. Background on Recommended Contractor

The recommended firm, Elite Auto Network located in Beverly Hills, CA, has been in business for 35 years and is a leader in the Dealership Industry. Elite Auto Network has been previously awarded contracts and has been a certified Metro contractor since 2021.

DEOD SUMMARY

PURCHASE THIRTY-THREE METRO TRANSIT SECURITY SUVS/OP87524

A. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) did not establish a Small Business Enterprise (SBE) / Disabled Veteran Business Enterprise (DVBE) goal for this solicitation due to lack of subcontracting opportunities. IT is expected that Elite Auto Network will supply vehicles with their own workforces.

B. Living Wage / 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. PLA/CCP is applicable only to construction contracts that have a construction related value in excess of \$2.5 million.