



Metro

Metropolitan Transportation Authority

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41

**OPERATIONS COMMITTEE
NOVEMBER 18, 2004**

SUBJECT: SECURITY VEHICLES

ACTION: AWARD CONTRACT FOR SECURITY SEDANS

RECOMMENDATION

Authorize the Chief Executive Officer to award a firm-fixed-price contract under Bid No. OP-39201540 with Villa Ford, the lowest responsive and responsible bidder for 15 Crown Victoria Security sedans for an amount not to exceed \$324,750 inclusive of sales tax.

RATIONALE

The Security department has fifteen (15) vehicles identified for replacement on this bid because these vehicles exceed the FTA replacement guidelines as well as Metro's six-year/100,000 mile replacement model. The current security vehicles are Ford Taurus and Chevy Malibu models that will be replaced with Ford Crown Victoria Police Interceptors. The change to Crown Victoria is a more suitable vehicle type for this mode of service because its larger interior space provides the driver and co-occupant added room to safely perform their daily duties. The extra room also provides more space to install the necessary electronic equipment, racks and interior lighting. The physical design of these vehicles includes a solid ladder frame construction that provides the occupants with a higher degree of safety in the event of a side or rear impact. The current Ford Taurus and Chevy Malibu vehicles are of a uni-body design that has resulted in several sub frame replacements due to their inability to keep up with the harsh service demands.

The Crown Victoria Police Interceptor is a standard vehicle used in law enforcement and security companies throughout this country. This vehicle is equipped with a police/security package designed specifically for this type of use.

The original replacement of 12 vehicles was increased to 15 to accommodate three additional vehicles that were identified for replacement.

FINANCIAL IMPACT

The funding of \$324,750 for the purchase of these 15 security sedans is included in the FY05 budget in cost center 3434, Non-revenue Administration under project number 200010 and line item 53106, task 03.21 identified in CP#3908038.

ALTERNATIVES CONSIDERED

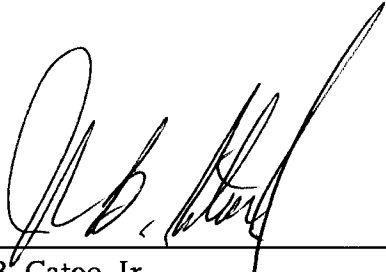
The alternative is to not purchase these vehicles and continue using the existing equipment. This alternative is not desirable due to the high mileage and mechanical condition of the existing vehicles identified for replacement. These vehicles experience the heaviest use of any vehicle within our non-revenue fleet. Two vehicles require engine exchanges and several of the others require transmission changes as well. Because there is a high service demand on these vehicles, they currently require an excessive amount of repairs to keep them operating safely and reliably. The maintenance costs are already high and the investment of further monies will far exceed their value.

To not procure these vehicles will severely impact the Security departments operation and cause further impacts to their existing duties. They currently have three vehicles out of service that cannot be repaired and future failures are eminent. Continued use will cause Non-Revenue to absorb a higher maintenance cost to maintain.

ATTACHMENTS

- A. Procurement Summary
- A-1 Procurement History
- A-2 List of Subcontractors
- A-3 Bid Tabulation

Prepared by: Milo Victoria, DEO Operations
Harold Torres, Project Manager
Kitty Jones, Senior Buyer



John B. Catoe, Jr.
Deputy Chief Executive Officer



Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

SECURITY VEHICLES

1.	Contract Number: OP-39201540		
2.	Recommended Vendor: Villa Ford		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$ 324,750	Recommended Price: \$ 324,750	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm-Fixed Price		
5.	Procurement Dates:		
	A. Issued: July 2, 2004		
	B. Advertised: July 3, 2004		
	C. Pre-proposal Conference: None		
	D. Proposals Due: October 7, 2004		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: October 13, 2004		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0%	Date Small Business Evaluation Completed: April 2, 2004	
	Small Business Commitment: 0% Details are in Attachment A-2		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 111	Bids/Proposals Picked up: 19	Bids/Proposals Received: 4
8.	Evaluation Information:		
	<i>A. Bidders/Proposers Names:</i> Villa Ford Ford West West Covina Motors, Inc Burch Ford.	<u>Bid/Proposal Amount:</u> \$324,749.84 \$325,302.08 \$330,108.38 No Bid	<u>Best and Final Offer Amount:</u> \$N/A
	B. Evaluation Methodology: Award to the lowest responsive and responsible bidder		
9.	Protest Information:		
	A. Protest Period End Date: November 23, 2004		
	B. Protest Receipt Date: TBD		
	C. Disposition of Protest Date: TBD		
10.	Senior Buyer: Kitty Jones	Telephone Number: (213) 922-1081	
11.	Project Manager: Harold Torres	Telephone Number: (562) 658-0231	

**BOARD REPORT ATTACHMENT A-1
PROCUREMENT HISTORY**

SECURITY VEHICLES

A. Background on Contractor

Villa Ford located in Orange, CA, has been doing business for 34 years. Their principal business is the sale of new automobiles and trucks, vehicle service, body repair and parts sales. Villa Ford has been the successful bidder on other LACMTA procurements and has had major contracts for similar procurements with the cities of Torrance and Santa Monica, as well as, the counties of San Bernardino and Orange. Villa Ford performance on LACMTA contracts has been satisfactory.

B. Procurement Background

In accordance with Procurement Policies and Procedures, Quality Assurance performed a technical evaluation of the four bids received. The low bid submitted by Villa Ford was determined to be in full compliance with the specifications.

Vehicles are scheduled to be delivered in early March 2005. The warranty is for a period of three years or 36,000 miles, or the manufacturer's standard warranty, whichever is greater.

C. Evaluation Criteria

Technical review and selection of the lowest responsive, responsible bidder.

Bidder #1 Villa Ford, in the amount of \$324,750 was found to be responsive and in full compliance with the technical specifications.

Bidder #2 Ford West, in the amount of \$325,302 was found to be responsive and in full compliance with the technical specifications.

Bidder #3 West Covina Ford, in the amount of \$330,108 was found to be responsive and in full compliance with the technical specifications.

Bidder #4 Burch Ford, in the amount of \$264,918 was found to be non-responsive to the bid and in full compliance with the technical specifications.

The original bid requested pricing for 12 vehicles. The Invitation for Bids was later revised to require pricing for 12 each and 15 each with a decision to be made by LACMTA at time of award. Burch Ford did not submit a revised bid for 15 vehicles. Based upon pricing for 12 each, the total pricing for 15 each would be \$331,148 including tax.

D. Cost/Price Analysis Explanation of Variances

Table 1 Analysis

Bid/Proposal Amount	MTA Estimate	Recommended Amount
\$324,750	\$365,343.75	\$324,750

Table 2 Analysis

Line Item No.	Bidder	Quantity	Type	Bid Unit	Historical Unit Price	Price Variance
1	Villa Ford	15 each	Sedans	\$19,999.99	\$22,500	(-\$2,501)
				Excluding tax		Per vehicle

The recommended price of \$324,750 has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidder.

**BOARD REPORT ATTACHMENT A-2
LIST OF SUBCONTRACTORS**

SECURITY VEHICLES

PRIME CONTRACTOR

Villa Ford

Small Business Commitment

0% Bid Goal

Total Commitment 0%

Other Subcontractors

None

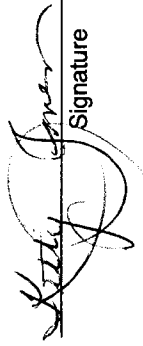
BID TABULATION

Bids Out: 07/02/04 Total 19
 Bids Opened: 10/07/04 Total 4
 No Bids: 0
 Advertisement Date(s): 07/03/04
 Newspaper: Daily News

Item No.	Description	Est. Qty	Unit	Villa Ford		Ford West		West Covina Ford		Burch Ford	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1A	Vehicles, Crown Victoria In accordance with MTA Tech. Spec. No. EE-QA-04-15	12	ea	\$19,999.99	\$239,999.88	\$20,040.00	\$240,480.00	\$20,330.00	\$243,960.00	\$20,394.00	\$244,728.00
		Sub Total			\$239,999.88		\$240,480.00		\$243,960.00		\$244,728.00
		Sales Tax 8.25 %			\$19,799.99		\$19,839.60		\$20,126.70		\$20,190.06
Total Bid Price					\$259,799.87		\$260,319.60		\$264,086.70		\$264,918.06
1B	Vehicles, Crown Victoria In accordance with MTA Tech. Spec. No. EE-QA-04-15	15	ea	\$19,999.99	\$299,999.85	\$20,034.00	\$300,510.00	\$20,330.00	\$304,950.00	No Bid	\$0.00
		Sub Total			\$299,999.85		\$300,510.00		\$304,950.00		\$0.00
		Sales Tax 8.25 %			\$24,749.99		\$24,792.08		\$25,158.38		\$25,158.38
Total Bid Price					\$324,749.84		\$325,302.08		\$330,108.38		\$0.00

I hereby certify Villa Ford as being the lowest responsible bidder and recommend the award to them for total price, including sales tax, of \$324,750.00

11-1-04
Date


Signature