

**EXECUTIVE MANAGEMENT AND AUDIT COMMITTEE
SEPTEMBER 15, 2005**

**SUBJECT: CONTRACT NO OP3922-1755, SECURITY SURVEILLANCE EQUIPMENT
AJK COMMUNICATIONS, INC.**

**ACTION: RATIFY CONTRACT AWARD FOR FURNISHING SECURITY
SURVEILLANCE EQUIPMENT FOR THE METRO RAIL STATIONS.**

RECOMMENDATION

Ratify the award of a firm-fixed price Contract No. OP3922-1755 to AJK Communications, Inc. for furnishing Security Surveillance Equipment for all Metro rail stations for a Total Contract Value of \$2,073,019, inclusive of sales tax.

RATIONALE

The Board directed staff at the July 28, 2005 closed-session to accelerate the procurement of rail system security surveillance equipment enhancements and return to the Board for award ratification. To ensure public safety and security, reduce vulnerability, and avert potential damage to Metro property, the Chief Executive Officer (CEO) authorized staff to accomplish a short-turnaround, single-source, firm fixed price contract with AJK Communications, Inc to procure security surveillance equipment.

Since September 11, the Federal Transit Administration (FTA) has completed thirty-seven threat and vulnerability assessments of the largest and highest risk transit agencies in the United States. Based on these assessments, the FTA has provided specific feedback to individual agencies, including Metro, on how to improve security systems and reduce potential system vulnerabilities. Additionally with the attacks in London in July, Metro has decided to accelerate the deployment of Pan Tilt Zoom (PTZ) cameras with Digital Video Recording system (DVR) for the Metro Rail System.

Cognizant of the imminent potential for harmful incidents and the necessity to augment the forensic capabilities of law enforcement, staff identified cameras, DVRs and associated equipment designed to perform this function. This purchased equipment enhances our ability to provide early detection and recording of any and all events at Metro rail stations for potential adverse conditions that may warrant expeditious action up to the evacuation of passengers at stations. The equipment subsequently will provide First-Responders with digital video information relative to incident mitigation.

The Contract was awarded on August 19, 2005 and the equipment is being delivered. It is now being installed at all Metro rail stations by Metro Wayside staff. Upon completion of the installation of these PTZ Cameras and DVR's, a further system assessment will be conducted to determine if additional upgrades are warranted.

FINANCIAL IMPACT

Funding for this project is \$2,073,019 and is included in the FY06 budget in Cost Center 3960, Rail Operations, under Project No. 204046, Rail Security and Surveillance Systems. This action is within the approved life-of-project budget of \$3,000,000.

ALTERNATIVES CONSIDERED

An alternative is not to install security surveillance equipment on the existing Metro rail stations. This alternative is not recommended as this equipment is part of Metro's comprehensive safety and security plan to improve its surveillance and monitoring systems.

ATTACHMENTS

- A. Procurement Summary
- A-1 Procurement History
- A-2 List of Subcontractors

Prepared by: Larry Kelsey, Contract Administration Manager, Rail Fleet Acquisitions
Robert Chappell, Deputy Executive Officer, Wayside Systems



For

John B. Catoe, Jr.
Deputy Chief Executive Officer



Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

**CONTRACT NO. OP39221755, SECURITY SURVEILLANCE EQUIPMENT
AJK COMMUNICATIONS, INC.**

1.	Contract: OP 3922-1755,		
2.	Recommended Vendor: AJK Communications, Inc. 1215 E. Glenwood Place Santa Ana, CA 92707		
3.	Cost/Price Analysis Information:		
	Bid Price: \$2,073,019	Recommended Award: Firm Fixed Price \$2,073,019	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm Fixed Price		
5.	Procurement Dates:		
	A. Directed by Board: July 28, 2005		
	B. Advertised: N/A		
	C. Pre-proposal Conference: N/A		
	D. Proposals/Bids Due: Single Source August 11, 2005		
	E. Pre-Qualification Completed: Yes, August 11, 2005		
	F. Award Made to Single Source, AJK Communications, August 19, 2005		
	G. Conflict of Interest Form Submitted to Ethics: Yes, Sept 2, 2005		
6.	Disadvantaged Business Enterprise (DBE) Participation:		
	A. Bid/Proposal Goal: Single Source is a Metro DBE	Date DBE Evaluation Completed: N/A	
	A. DBE Commitment: N/A		
7.	Invitation for Bid Data:		
	Notifications Sent: 1	Bids/Proposals Sent: 1	Proposals/Bids Received: 1
8.	Evaluation Information:		
	A. Bidders/Proposers Names: AJK Communications, Inc	<u>Bid/Proposal Amount:</u> \$2,073,019	<u>Award Amount:</u> \$2,073,019
	B. Evaluation Methodology: Non-Competitive Bid		
9.	Protest Information: None Received to Date		
	A. Protest Period End Date: N/A		
	B. Protest Receipt Date: None Received To Date		
	C. Disposition of Protest Date: N/A		
10.	Contract Administration Manager: Larry Kelsey	Telephone Number: (213) 922-7321	
11.	Project Manager: Robert Chappell	Telephone Number: (213) 922-3122	

**BOARD REPORT ATTACHMENT A-1
PROCUREMENT HISTORY
CONTRACT NO. OP39221755, SECURITY SURVEILLANCE EQUIPMENT
AJK COMMUNICATIONS, INC.**

A. Background on Contractor

AJK Communications, Inc. (AJK) is an Orange County, California-based certified DBE company. AJK provides multiple products and services to the Military & Defense, Industrial, Transportation, Security and Communications markets. AJK's expertise includes designing and integration of communication systems including the education and training of client staff. They utilize local professional installers of fiber optics, copper cable systems and support hardware. AJK also was awarded the Low -Bid Fixed-Price Contract No. OP3920-1633, In-Train CCTV – Carborne DVR Systems at the August 25, 2005 Board meeting.

B. Procurement Background

At its closed-session on July 28, 2005, the Board of Directors directed staff to expedite the procurement of security surveillance equipment enhancements for the Metro rail stations. Metro staff identified cameras, DVR's and associated equipment designed to perform this function. At Metro staff's recommendation the Chief Executive Officer (CEO) authorized staff to quickly conduct and award a, single-source, firm fixed price contract with AJK to procure to necessary security surveillance equipment. Installation will be carried out by Metro wayside staff.

This digital video equipment enhances our ability to provide early detection and recording of any and all events at Metro rail stations for potential adverse conditions that may warrant expeditious action up to the evacuation of passengers at stations. The equipment subsequently will provide First-Responders with digital video information relative to incident mitigation.

The Contract was awarded on August 19, 2005 and the equipment is being delivered. It is now being installed at all Metro rail stations.

C. Evaluation of Proposals

The single bid of AJK was determined to be responsive and the contract to supply this equipment was awarded at Board direction subject to ratification by the Board of Directors.

D. Cost/Price Analysis Explanation of Variances

The recommended price of \$2,073,019 was determined to be fair based upon a sample market analysis.

**BOARD REPORT ATTACHMENT A-2
LIST OF SUBCONTRACTORS
CONTRACT NO. OP39221755, SECURITY SURVEILLANCE EQUIPMENT
AJK COMMUNICATIONS, INC.**

PRIME CONTRACTOR: AJK Communications, Inc. (METRO Certified DBE/SBE/MBE)

Small Business Commitment:
N/A (Contract is for furnishing of the equipment only.)

TOTAL DBE COMMITMENT: N/A