

**Metro**Los Angeles County  
Metropolitan Transportation AuthorityOne Gateway Plaza  
Los Angeles, CA 90012-2952213.922.2000 Tel  
metro.net**OPERATIONS COMMITTEE  
SEPTEMBER 18, 2008****SUBJECT: ARMORED VAULT VANS****ACTION: RECOMMENDATION FOR AWARD****RECOMMENDATION**

Authorize the Chief Executive Officer to award a firm fixed price contract under IFB OP-3434-2191 with South Bay Ford, Inc. the lowest responsive and responsible bidder, for armored vault vans for an amount not-to-exceed \$275,770, inclusive of sales tax.

**RATIONALE**

This procurement is for the purchase of six armored vault vans that will be used by the Revenue Collection Department to collect generated revenue from Ticket Vending Machines (TVM) throughout our rail systems and Orange line. These are for the replacement of six existing vans due to their meeting the GEN-16 vehicle replacement guidelines of six years or 100,000 miles.

They are being replaced with armored vault vans to collect monies from the TVMs and to supply our employees with a safe vehicle in the event of robbery or hostile attack. The current vans do not have the necessary armor and require a second vehicle to follow them with an armed Security officer.

The Revenue Collection department currently has a small fleet of armored vault trucks that collect monies from our operating divisions on a daily basis. The addition of armored vault vans to our fleet continues our efforts to keep our revenues secure and most importantly provide our staff with the safest vehicles available to perform their duties.

**FINANCIAL IMPACT**

Funds for this action are included within the approved life of project budget under Cost Center 3434, Non-Revenue Operations under capital project 208007, Bus System Support Replacement, in line item 53106, Acquisition of Service Vehicle.

**ALTERNATIVES CONSIDERED**

The alternative is to not purchase these vault vans and continue using the existing vehicles. This is not recommended due to the age and mileage of the equipment. Maintenance cost

are high and the reliability of these vans has reached an undesired level. Most importantly, they do not provide our staff with the safety that the armored vans can in the event of robbery attempts.

Due to the specialty of this vehicle a hybrid version of this type of van is not available.

**ATTACHMENT(S)**

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

Prepared by: Harold Torres, Assistant Equipment Maintenance Manager  
Amy Ly, Contract Administrator

*Carolyn Flowers*

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Carolyn Flowers  
Chief Operations Officer

*Roger Snoble*

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Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY**

**ARMORED VAULT VANS**

1.	Contract Number: OP-3434-2191		
2.	Recommended Vendor: South Bay Ford, Inc.		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$275,770	Recommended Price: \$275,770	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm Fixed Price		
5.	Procurement Dates:		
	A. Issued: May 27, 2008		
	B. Advertised: May 30, 2008		
	C. Pre-bid Conference: N/A		
	D. Bids Due: July 1, 2008		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: August 15, 2008		
6.	Small Business Participation:		
	A. Bid Goal: MBE: 0% WBE: 0%	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: N/A		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 19	Bids/Proposals Picked up: 8	Bids/Proposals Received: 2
8.	Evaluation Information: See Bid Tabulation		
	<u>A. Bidders/Proposers Names:</u> South Bay Ford, Inc. The Armored Group, LLC	<u>Bid/Proposal Amount:</u> \$ 275,770 \$ 310,545	<u>Best and Final Offer Amt:</u> N/A
	B. Evaluation Methodology: Procurement is in compliance with Procurement policies and procedures.		
9.	Protest Information:		
	A. Protest Period End Date: Sept. 5, 2008		
	B. Protest Receipt Date: TBD		
	C. Disposition of Protest Date: TBD		
10.	Contract Administrator: Amy Ly	Telephone Number: 213-922-2632	
11.	Project Manager: Harold Torres	Telephone Number: 562-658-0231	

**BOARD REPORT ATTACHMENT A  
PROCUREMENT HISTORY**

**ARMORED VAULT VANS**

**A. Background on Contractor**

South Bay Ford, Inc., located in Hawthorne, CA, has been in business for 16 years and has 228 employees. It is a full service franchised automobile sales and service dealer. South Bay Ford, Inc. has been the successful bidder on one of our prior procurements, and has had contracts with other municipalities including City of Los Angeles, City of Torrance, City of Long Beach, County of San Diego and City of Gardena. This contractor's performance on our previous procurement was satisfactory.

**B. Procurement Background**

IFB OP34342191 was conducted as a two-phase "brand name or approved equal" procurement. Phase I provided potential bidders the opportunity to submit their requests for approved equals to the brand named vehicles. No request for alternate vehicles as equals was received. In Phase II, sealed bids were due with two bids received.

The Diversity and Economic Opportunity Department (DEOD) did not recommend an MBE/WBE Voluntary Anticipated Level of Participation (VALP) goal for this procurement due to lack of subcontracting opportunities.

**C. Evaluation Criteria**

In accordance with our Procurement Policies and Procedures, Non-Revenue Operations of Quality Assurance Department performed a technical evaluation. It was determined that the lowest bid submitted by South Bay Ford, Inc. for a total amount of \$275,769.56, inclusive of sales tax, is in full compliance to the specifications. South Bay Ford, Inc. was the lowest responsive responsible bidder.

**D. Cost/Price Analysis**

The recommended price of \$275,769.56 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**

**ARMORED VAULT VANS**

**PRIME CONTRACTOR**

**South Bay Ford, Inc.**

Small Business Commitment  
0%

Other Subcontractors  
None

Total Commitment 0%

ATTACHMENT A-3  
 BID TABULATION  
 OP-3434-2191 ARMORED VAULT VANS

Bids Out: 05/27/08 Total 8  
 Bids Opened: 07/01/08 Total 2  
 Advertisement Date(s): 05/30/08  
 Newspaper: Daily News, Daily Breeze and S.B. County Sun

Item No.	Description	Qty	Unit	South Bay Ford		The Armored Group, LLC	
				Unit Price	Total Price	Unit Price	Total Price
1	Armored Vault Vans	6	EA	\$42,343.33	\$254,059.98	\$47,750.00	\$286,500.00
2	Maintenance Repair, Electrical Schematics and Parts Manuals	2	SET	\$322.00	\$644.00	\$175.00	\$350.00
				<b>Sub Total</b>		<b>\$286,850.00</b>	
				<b>Sales Tax</b>		<b>\$23,665.13</b>	
				8.25%			
				California Tire Fee		\$30.00	
				<b>Total Bid</b>		<b>\$310,545.13</b>	

I hereby certify South Bay Ford as being the lowest responsive, responsible bidder and recommend the award to them for

total price, including sales tax, of \$ 275,769.56.

8/15/08 \_\_\_\_\_  
 Date Signature

