



Metro

Los Angeles County
Metropolitan Transportation Authority

One Gateway Plaza
Los Angeles, CA 90012-2952

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**OPERATIONS COMMITTEE
NOVEMBER 20, 2008**

SUBJECT: OP33442235, ANTI-GRAFFITI FILM AND WINDOW TINTING SERVICES

ACTION: AWARD A CONTRACT TO XLNT TINT OF ANAHEIM, INC. IN AN AMOUNT NOT TO EXCEED \$1,988,505

RECOMMENDATION

Authorize the Chief Executive Officer to award a five-year firm fixed unit rate contract, Contract No. OP33442235 to XLNT Tint of Anaheim, Inc., the lowest price responsive, responsible bidder, to provide anti-graffiti film and window tinting services for our transit facilities in an amount not to exceed \$1,988,505, inclusive of two, one-year options.

RATIONALE

There is approximately 60,267 square feet of glass panel surface in our transit system. These panels are mainly on elevator doors, cars and hoistways, and system map cases. These glazed surfaces are subjected to extensive vandalism in the form of etching and sprayed on graffiti. In order to protect glass panels from such abuse, this contract will provide the installation of a transparent anti-graffiti film to protect glass panels from destructive etching. The contract will also provide as-needed tinting services for transit operations facilities office windows when requested to reduce sun heat.

In 1999, Facilities Maintenance began protecting all transit facilities glass panels with anti-graffiti film and replacing it regularly when etched by vandals. The usage of this anti-graffiti film has worked very well over the years in substantially reducing damage to glass panels. Experience has shown that the installation of the film on glass panels stops nearly 90% of etched graffiti from ever reaching the glass face and damaging it. Replacing the protective film when etched is much more cost effective than replacing glass panels when defaced with etching. The cost of replacing graffiti guard film is a fraction of what it would cost to replace etched glass panels. For example, a 14" X 62" tempered laminated elevator glass panel damaged by etching will cost approximately \$742 to replace. Protecting it with anti-graffiti film and replacing the film when etched will cost only \$9 for each occurrence. This result represents a 98% savings.

This service is a major component of our efforts to combat graffiti throughout the transit system. Application of the film mitigates damage to glass panels by providing a barrier against permanent scarring of the glass face by etching. The replacement of etched film on a regular basis is necessary in order to provide an esthetically pleasing environment for system patrons and to improve the appearance of transit stations. Because of fiscal constraints, the

maximum frequency at which the film will be replaced is once per month. The existing contract expires on January 31, 2009.

FINANCIAL IMPACT

The funding of \$417,000 for this service is included in the FY09 budget in Cost Center number 3344, Contracts and Administration, under Projects 300011 (Bus Operations), 300022 (Blue Line Operations), 300033 (Green Line Operations), 300044 (Red Line Operations), 300055 (Gold Line Operations) and 301012 (Orange Line Operations). Since this is a multi-year contract, the Chief Operations Officer and cost center manager will be accountable for budgeting the amount in future years. In FY08, \$358,643 was expended on this activity.

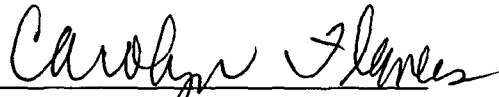
ALTERNATIVES CONSIDERED

One alternative considered is to provide the service in-house. This would require the hiring of additional personnel and the purchase of equipment and materials. Staff analysis indicates this is not a cost effective option.

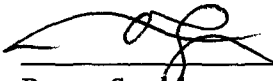
ATTACHMENT

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

Prepared by: Brady Branstetter, Director, Facilities Maintenance
Hussein Farah, Facilities Maintenance Manager
Joseph Marzano, Contract Administrator



Carolyn Flowers
Chief Operations Officer



Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

OP33442235, ANTI-GRAFFITI FILM AND WINDOW TINTING SERVICES

1.	Contract Number: OP33442235		
2.	Recommended Vendor: XLNT Tint of Anaheim, Inc.		
3.	Cost/Price Analysis Information:		
	A. Bid Price: \$1,988,505	Recommended Price: \$1,988,505	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm Fixed Price		
5.	Procurement Dates:		
	A. Issued: August 7, 2008		
	B. Advertised: August 16, 2008		
	C. Pre-Bid Conference: August 28, 2008		
	D. Bids Due: September 17, 2008		
	E. Pre-Qualification Completed: October 2, 2008		
	F. Conflict of Interest Form Submitted to Ethics: September 29, 2008		
6.	Disadvantaged Business Enterprise Anticipated Level of Participation (DALP):		
	A. DALP Proposal Goal: 0% DBE	Date DALP Evaluation Completed: N/A	
	B. Disadvantaged Business Enterprise Anticipated Level of Participation (DALP): 0%. Details are in Attachment A-2		
7.	Request for Proposal Data:		
	Notifications Sent: 88	Proposals Picked up: 29	Proposals Received: 9
8.	Evaluation Information:		
	A. Bidders/Proposers Names:	<u>Bid Amount:</u>	<u>Best and Final Offer Amount:</u>
	XLNT Tint of Anaheim, Inc.	\$1,988,505	Not Applicable
	Royal Window Films	\$2,415,021	
	HSG, Inc.	\$2,477,190	
	Graffiti Guards	\$2,829,598	
	Tint Connection	\$2,837,578	
	Campbell Window Tint	\$3,387,213	
	Sun-Tech	\$3,491,472	
	WCS Window Films	\$4,224,965	
	Sun Control Supplies	\$8,405,397	
	B. Evaluation Methodology: Details are in Attachment A-1.C		
9.	Protest Information:		
	A. Protest Period End Date: 11/13/08		
	B. Protest Receipt Date: None		
	C. Disposition of Protest Date: N/A		
10.	Contract Administrator: Joe Marzano	Telephone Number: (213) 922-7014	
11.	Project Manager: Mary Powers, Facilities Maintenance Supervisor	Telephone Number: (213) 922-8832	

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

OP33442235, ANTI-GRAFFITI FILM AND WINDOW TINTING SERVICES

A. Background on Contractor

XLNT Tint of Anaheim, Inc. specializes in providing anti-graffiti and solar film services for residential, commercial and automotive applications. XLNT Tint of Anaheim, Inc. has been in business since 1988 and has facilities in Anaheim California and Owens Maryland. Some of their current customers include the Federal Bureau of Investigations (FBI), Anaheim Memorial Hospital, Kaiser West LA, and SBC/ATT. XLNT Tint of Anaheim, Inc. has been providing anti-graffiti and solar film services to us since 1999.

B. Procurement Background

This procurement complied with the competitive sealed bid process under IFB No. OP33442235. The base contract period is for three years with two additional one-year contract options for a total possible contract period of five years. The IFB was issued on August 7, 2008 and advertised on August 16, 2008, resulting in nine responsive, responsible bids.

A Disadvantaged Business Enterprise (DBE) participation goal was not recommended for this project. However, pursuant to the DBE Program, we encourage XLNT Tint of Anaheim, Inc. to afford maximum opportunities to disadvantaged businesses whenever possible.

C. Evaluation of Proposals

XLNT Tint of Anaheim, Inc. provided a responsive and responsible bid in accordance with our Procurement Policies and Procedures for procurement by sealed bidding. Staff determined that XLNT Tint of Anaheim, Inc. is a responsive, responsible and qualified firm to perform the required services based on the Invitation for Bid's minimum requirements, past performance, and technical evaluation by the project manager.

D. Price Analysis and Explanation of Variances

The recommended not-to-exceed price of \$1,988,505 has been determined to be fair and reasonable based on the following: the award is being made to the lowest price bidder where adequate competition was achieved; the price offered is 21% or \$426,000 lower than the next lowest bidder and 43% or \$861,000 lower than the Independent Cost Estimate (ICE). Finally, the price offered is \$2,000 lower than the previous five year contract (OP33440653) that was awarded to XLNT Tint of Anaheim, Inc. in 2003.

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

OP33442235, ANTI-GRAFFITI FILM AND WINDOW TINTING SERVICES

PRIME CONTRACTOR – XLNT Tint of Anaheim, Inc.

Disadvantaged Business Enterprise Anticipated Level of Participation (DALP):

<u>Subcontractor's Name</u>	<u>Commitment</u>
None	0%
TOTAL DALP-COMMITMENT	0%

Comments: Bidder's responsiveness to the DBE DALP established for this project is voluntary.