



**Metro**

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**EXECUTIVE MANAGEMENT AND AUDIT COMMITTEE  
AUGUST 18, 2005**

**SUBJECT: DEPARTMENT OF HOMELAND SECURITY (DHS) TRAINING  
DEVELOPMENT PROJECT**

**ACTION: AMEND LACMTA OPERATING BUDGET AND AWARD TWO  
CONTRACTS TO IMPLEMENT DHS PROJECT**

**RECOMMENDATION**

Authorize the Chief Executive Officer to:

- A. Amend the FY 06 operating budget to add expenditures and revenues for a Weapons of Mass Destruction (WMD) Training Program in an amount of \$172,387 fully funded by a U. S. Department of Homeland Security (DHS) Grant.
- B. Execute a non-competitive time and materials contract with the Los Angeles County Sheriff's Department (LASD) to manage the implementation of the DHS funded Transit Security Training Project in an amount not to exceed \$600,000 for the period covering September 1, 2005 through December 31, 2006.
- C. Execute a firm fixed-price contract with RailSecure, LLC for training system integration and development services in support of the DHS funded Transit Security Training Project in an amount not to exceed \$763,594 for the period covering September 1, 2005 through December 31, 2006.

**RATIONALE**

Los Angeles County Metropolitan Transportation Authority (LACMTA) has been awarded a U. S. Department of Homeland Security (DHS) grant in the amount of \$1,500,000 for the purpose of developing a state of the art transit security training program to be delivered to public transit systems nation-wide. This competitive grant program is fully funded by DHS and is designed to enhance homeland security by developing security capabilities and capacities for targeted segments of the national infrastructure.

The \$1.5 million awarded to LACMTA was from a \$32 million DHS, Office of Domestic Preparedness (ODP) competitive grant program for anti-terrorism focusing on preventing Weapons of Mass Destruction (WMD). LACMTA was one of 14 agencies selected out of 217 applicants nation-wide. In-fact, the \$1.5 million awarded to LACMTA was double the amount requested as the Department of Homeland Security was quite impressed by the program that was developed by LACMTA and wanted to expand this important effort.

**LASD Role**

Staff is recommending a sole source with LASD for the project management component of this grant. LASD’s role is to provide oversight for the design, development, production and distribution of the turn-key transit security learning system. In this role, they will act on behalf of LACMTA. They are uniquely qualified for this role through their partnership with LACMTA. This allows LACMTA to immediately avail itself of the best practices of a proven law enforcement agency, which has previously developed similar curriculum for first responders. Their experience and capability in delivering this type of training only requires some programmatic expansions, eliminating the need to develop the training from scratch.

**RailSecure, LLC Role**

Rail Secure will be the system integrator, under the direction of LASD, for the design, development, testing, production and delivery of the training materials. The multi-media training package will consist of a student workbook, CD ROM, DVD and VHS video as a blended learning approach. This will achieve the Department of Homeland Security – Office of Domestic Preparedness goal of a leave-behind capability and enhanced capacity to employ the training program across the nation.

American Public Transportation Association (APTA), the primary transit industry association, will provide a distribution list and promotion for this vital security training program. This will ensure that “Lessons Learned” and “Best Practices” are disseminated throughout the public transportation industry. APTA has a mature, aggressive and ongoing program for disseminating key industry information throughout the nation.

**FINANCIAL IMPACT**

Funding of \$172,387 for this project will be added to the FY 06 operating budget in cost center 2610, LACMTA Security, under project 609922, Homeland Security, account 50316 Professional and Technical Services and account 50917 Business Travel. These funds are in addition to the \$910,000 that is currently included in the FY 06 operating budget for this project for an FY 06 total of \$1,082,387. Funding of \$414,454 is projected for FY 07 to complete this project.

A total of \$3,159 was expended in FY 05 from the original grant award and FY 05 budgeted amount authorized by the Board in November 2004. The grand total of projected funds for this multi-year project is \$1,500,000 and is 100% federally funded from the U. S. Department of Homeland Security grant. The cost center manager and Deputy Chief Executive Officer will be accountable for budgeting the cost in future years.

Fiscal Year	Projected Amount
FY 05	\$3,159
FY 06	1,082,387
FY 07	414,454
Total	\$1,500,000

## **ALTERNATIVES CONSIDERED**

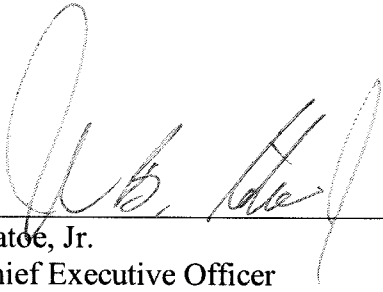
Since the Board has already approved this project and has previously accepted the DHS grant, LACMTA is obligated to implement and complete this development project within the DHS designated time frame to have all deliverables completed and disseminated to transit agencies nationwide by September 30, 2006 and technical support available from LASD and RailSecure, LLC through December 31, 2006.

- A. Implement this project using in-house security and training staff. This alternative is not recommended. Although the LASD-Transit Services Bureau will be the primary agency for this project, staff expects both LACMTA Security and the LACMTA Training staff to be involved in the development of this important training program. Therefore, the specialized talents and expertise of these in-house units will be applied to this project.
- B. Undertake a competitive procurement process. This alternative is not recommended because of time constraints related to the grant and due to the fact that LASD, LACMTA's law enforcement provider, is highly experienced in transit security policing. The department's corporate expertise in anti-terrorism issues is immediately available and will be of considerable use in the development of this program.

## **ATTACHMENT**

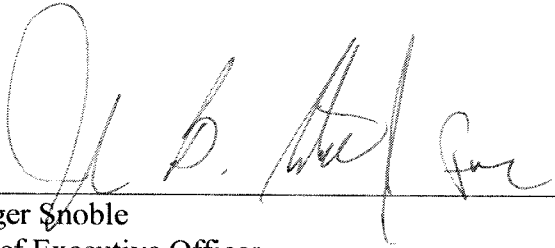
- A. Procurement Summary
- A-1 Procurement History
- A-2 List of Subcontractors

Prepared by: Carolyn Flowers, Executive Officer, Operations Administration  
Phyllis Walker, Contracts Administrator



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John B. Catoe, Jr.  
Deputy Chief Executive Officer



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Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY**

**DHS SECURITY TRAINING DEVELOPMENT PROJECT**

1.	Contract Number: a) ODP05TRNG-1; b) ODP05TRNG-2		
2.	Recommended Vendor: a) Los Angeles County Sheriff's Department b) RailSecure, LLC		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: a) \$ 600,000 b) \$ 763,594	Recommended Price: \$ 600,000 \$ 763,594	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: a) Non-Competitive-Time & Materials; b) Competitive-Firm Fixed Price;		
5.	Procurement Dates (Competitive):		
	A. Issued: Competitive RFP, June 3, 2005		
	B. Advertised: N/A; Internet search and notifications via e-mail		
	C. Pre-proposal Conference: June 14, 2005		
	D. Proposals Due: July 8, 2005		
	E. Pre-Qualification Completed: RailSecure (Prime), July 7, 2005 Moxie Media (Subcontractor) July 18, 2005		
	F. Conflict of Interest Form Submitted to Ethics: July 29, 2005		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: G-1 Non-Competitive: No DBE Goal Recommended G-2 Competitive: 10% DBE	Date Small Business Evaluation Completed: G-1 Not Applicable G-2 8/3/05 – Based on BAFO	
	B. Small Business Commitment: G-1 No Goal Recommended G-2 10.1% DBE Commitment		
7.	Invitation for Bid/Request for Proposal Data - Competitive:		
	Notifications Sent: 14	Bids/Proposals Picked up: 20	Bids/Proposals Received: 3
8.	Evaluation Information - Competitive:		
	A. Bidders/Proposers Names:  1. Brass Star 2. RailSecure, LLC 3. Comunique USA, Inc.	<u>Bid/Proposal Amount:</u> \$ 799,809 \$ 921,804 Nonresponsive	<u>Best and Final Offer Amount:</u> \$749,640 \$763,594
	B. Evaluation Methodology: Competitive RFP Best Value - Details are in Attachment A-1.C		
9.	Protest Information:		
	A. Protest Period End Date: August 25, 2005		
	B. Protest Receipt Date:		
	C. Disposition of Protest Date:		
10.	Contract Administrator: Phyllis L. Walker	Telephone Number: 213/922-1084	
11.	Project Manager: Carolyn Flowers	Telephone Number: 213/922-2170	

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

**DHS SECURITY TRAINING DEVELOPMENT PROJECT**

**A. Background on Contractors**

1. Los Angeles County Sheriff's Department (LASD) is the largest sheriff's department in the nation and provides law enforcement services throughout Los Angeles County. LASD has been under contract with LACMTA for law enforcement services since 1997 and the sole contract provider since 2003. The security services provided cover all of LACMTA's transit system to include buses, light rail and subway.
2. RailSecure, LLC was formed in 2005 to address specialized security requirements of the rail industry and is located in Fort Lauderdale, FL with an office in Santa Ana, CA staffed by Atwell Consulting Group. The parent company, Mobius Security Group - a homeland security solutions provider, has developed security training programs for both rail and maritime operations in the US and overseas, and established RailSecure in 2005 and sister company SeaSecure in June, 2001. RailSecure has created security awareness curriculum and is currently instructing courses in security preparedness for Metrolink Commuter Rail System.

Moxie Media, Inc., (Moxie) a major subcontractor to Rail Secure for this project, is a full-service multi-media design and production company founded in 1986 in New Orleans. Moxie is one of the largest producers and distributors of transportation industry safety and security training programs in video and DVD format.

**B. Procurement Background**

Grant No. 2004-GT-TK-K017 was awarded to LACMTA in October 2004 to develop and distribute a state of the art transit security training program for non-sworn security staff for transit agencies nationwide. This project will be accomplished through a joint-venture teaming arrangement, which consists of a non-competitive contract with LASD, a competitively procured contract with the Training Systems Integrator (Rail Secure LLC), and with APTA.

The award recommendations are made in compliance with Procurement Policies and Procedures for negotiated procurements.

1. Non-competitive, LASD - provide project management for entire team

The Diversity & Economic Opportunity Department (D&EOD) did not recommend a Disadvantaged Business Enterprise (DBE) participation goal for this non-competitive procurement.

2. Competitive negotiated RFP, RailSecure, LLC - Training System Integrator

The DEOD recommended a 10% DBE goal. RailSecure identified Atwell Consulting Group to perform part of the required scope of work for this project with a commitment of 10.1% DBE Participation.

### **C. Evaluation of Proposals**

1. Non-Competitive, LASD - The hours were determined reasonable in relationship to the tasks required in the Statement of Work.
2. Competitive RFP: An RFP using the explicit factors/weighted guidelines methodology was used for the selection of the Training Systems Integrator. Three proposals were received in response to this RFP. The source selection committee (SSC), which was comprised of representatives from LACMTA's Safety and Training departments as well as a representative from the State of California's Office of Emergency Services, evaluated the three proposals in accordance with the stated evaluation criteria presented in the solicitation. The proposal submitted by Comunique USA, Inc. did not meet the evaluation criteria which required evidence of experience in developing interactive, multi-media curriculum for security, law enforcement or a related field. The two proposals that met the criteria, Brass Star and RailSecure, LLC firms, were subsequently invited to participate in interviews, clarifications and presentation of their training materials. These two proposers were asked to submit best and final offers (BAFOs) after the interview and clarification process.

Although both firms were qualified, the RailSecure team had more relevant experience related to transit and transportation security - nationally and internationally. The subcontractor, Moxie Media, has extensive experience in developing high quality video based interactive training materials. Based on the evaluations, the SSC ranked RailSecure, LLC's proposal highest overall and it was determined that RailSecure's proposal offered the best value to LACMTA.

### **D. Cost/Price Analysis Explanation of Variances**

1. LASD - Noncompetitive: The rates proposed were verified by LACMTA's Management Audit Services Department and no exceptions were taken. The rates are determined to be fair and reasonable and are consistent with those rates in LACMTA's existing Memorandum of Understanding with LASD.
2. RailSecure, LLC, Competitive - The recommended price has been determined to be fair and reasonable based upon adequate competition and the following analysis. The Best and Final Offer of the recommended firm, when compared to the originally proposed price shows a reduction of \$158,210 or approximately 17% over the term of the contract.

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

**DHS SECURITY TRAINING DEVELOPMENT PROJECT**

**PRIME CONTRACTOR – Los Angeles County Sheriff's Department (ODP05TRNG-1)**

Small Business Commitment

Other Subcontractors

No DBE Goal Recommended

Total Commitment                      0%

**PRIME CONTRACTOR – RailSecure, LLC (ODP05TRNG-2)**

Small Business Commitment

Other Subcontractors

Atwell Consulting Group (DBE)      10.1%              Moxie Media, Inc.

Total Commitment                      10.1 %