



**OPERATIONS COMMITTEE
AUGUST 18, 2005**

SUBJECT: SPORT UTILITY VEHICLES

ACTION: RECOMMENDATION FOR AWARD

RECOMMENDATION

Authorize the Chief Executive Officer to award a firm fixed price contract under Bid No. OP-34341695 to South Bay Ford for thirty-six sport utility vehicles for in an amount not-to-exceed \$890,390 inclusive of sales tax.

RATIONALE

This procurement is for the purchase of thirty-six Sport Utility Vehicles (SUVs). These vehicles replace an existing fleet that exceeds the FTA replacement guidelines, as well as, Metro's six-year/100,000 miles replacement model. When vehicles meet these guidelines, they are identified for replacement and disposed of through salvage per FTA requirements and Metro policy.

The SUVs will replace the current fleet assigned to the transportation divisions' Transit Operations Supervisor (TOS) field supervision efforts. Transit Operations has supervisors that work exclusively out of these vehicles in support of daily bus operations. These vehicles provide the ability to carry necessary supplies, signs and patrons when required. Metro equips these vehicles with our Advanced Transportation Management System (ATMS) linking them to the Bus Operations Control Center. The ATMS equipment requires a considerable amount of interior space to house the monitors, radios and control console thus requiring a larger type SUV. These SUVs come with a standard three-year\36,000 mile factory warranty.

FINANCIAL IMPACT

The funding of \$890,390 for this procurement included in FY06 budget of cost center 3434, Non-Revenue Operations, under project number 208004, Non-Revenue Rail replacement, line item 53106, Acquisition of Service Vehicle. Also, under project number 208003, Bus System Expansion, line item 53106, Acquisition of Service Vehicle, and under project number 208004, Bus System Replacement, line item 53106, Acquisition of Service Vehicle.

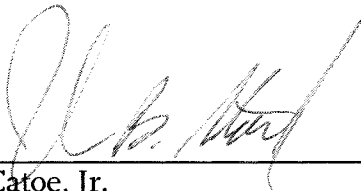
ALTERNATIVES CONSIDERED

The alternative is to not purchase these vehicles and continue using the current equipment. This alternative is not recommended due to the life and excessive mileage of the vehicles. These vehicles have experienced a heavy workload and keeping these would require Metro to invest additional monies to maintain them. Maintenance costs are already high and the investment of further monies far exceeds their value.

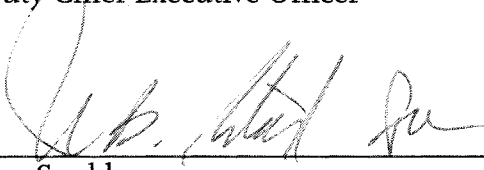
ATTACHMENTS

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

Prepared by: Kitty Jones, Senior Buyer
Harold Torres, Equipment Maintenance Supervisor



John B. Catoe, Jr.
Deputy Chief Executive Officer



Roger Snoble
Chief Executive Officer

**BOARD REPORT ATTACHMENT A
PROCUREMENT SUMMARY**

SPORT UTILITY VEHICLES

1.	Contract Number: OP-34341695		
2.	Recommended Vendor: South Bay Ford		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$890,389.80	Recommended Price: \$890,389.80	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Type: Firm-Fixed Price		
5.	Procurement Dates:		
	A. Issued: May, 19, 2005		
	B. Advertised: May 10, 2005		
	C. Pre-proposal Conference: None		
	D. Proposals Due: June 28, 2005		
	E. Pre-Qualification Completed: N/A		
	F. Conflict of Interest Form Submitted to Ethics: July 6, 2005		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0%	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: 0% Details are in Attachment A-2		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: 9	Bids/Proposals Picked up: 1	Bids/Proposals Received: 5
8.	Evaluation Information:		
	A. Bidders/Proposers Names:	<u>Bid/Proposal Amount:</u>	<u>Best and Final Offer Amount:</u>
	Burch Ford	\$ * 486,715.45	\$890,389.80
	South Bay Ford	\$ 890,389.80	
	Villa Ford	\$ 918,274.78	
	Sopp Chevrolet Truck Center	\$ 1,002,503.25	
	Reynolds Buick/GMC Truck, Inc.	\$ 980,020.80	
		*Non-compliant	
	B. Evaluation Methodology: Procurement is in compliance with Procurement policies and procedures.		
9.	Protest Information:		
	A. Protest Period End Date: August 23, 2005		
	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**

SPORT UTILITY VEHICLES

A. Background on Contractor

South Bay Ford located in Hawthorne, CA, has been in the business of selling and servicing automobiles and trucks for 12 years. South Bay Ford and Ford West are operated under common ownership and common management. Although South Bay Ford has not had prior contracts with Metro, Ford West has received and performed satisfactorily on several multiple vehicle contracts. In combination, the two locations have earned high volume contracts with the County of San Diego, the cities of Long Beach, Hawthorne, Huntington Beach, Torrance and Norwalk.

B. Procurement Background

Invitation for Bid No. OP-34341695 was issued on May 19, 2005 and advertised on May 10, 2005. Bids were opened on June 28, 2005 and 5 bids were received. The apparent low bid from Burch Ford was determined to be non-responsive because the bidder indicated it did not intend to offer the full quantities of vehicles required.

The Diversity & Economic Opportunity Department did not recommend a DBE goal for this procurement because there were no subcontracting opportunities.

C. Evaluation of Bids

In accordance with Procurement Policies and Procedures, Vehicle Technology performed a technical evaluation and Procurement an evaluation of the five bids received.

Bidder #1 Burch Ford, in the amount of \$486,715.45, is in full-compliance to the technical specifications and in non-compliance to the bid requirements.

Bidder #2 South Bay Ford, in the amount of \$890,389.80 is in full compliance to the technical specifications and bid requirements.

Bidder #3 Villa Ford, in the amount of \$918,274.78, is in full compliance to the technical specifications and bid requirements.

Bidder #4 Sopp Chevrolet Truck Center, in the amount of \$1,002,503.25 is in full compliance to the technical specifications and bid requirements.

Bidder #5 Reynolds Buick/GMC Truck, Inc., in the amount of \$980,020.80, is in full compliance to all items in the technical specifications, but bidder did not request approved equal for the model offered as per Phase 1 in bid requirements.

The low bid submitted by South Bay Ford was determined to be in full compliance with all of the bid specifications and requirements.

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

D. Cost/Price Analysis Explanation of Variances

The recommended price of \$890,389.80 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
SPORT UTILITY VEHICLES**

PRIME CONTRACTOR

South Bay Ford

Small Business Commitment

0% Bid Goal

Other Subcontractors

None

Total Commitment 0%

**BOARD REPORT ATTACHMENT A-3
 BID TABULATION**

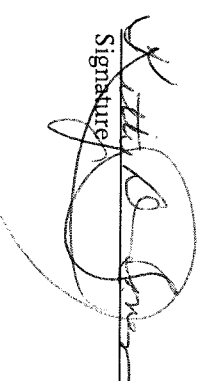
SPORT UTILITY VEHICLES

Bids Out: 05/19/05 Total 9
 Bids Opened: 06/28/05 Total 5
 No Bids:
 Advertisement Date(s): 05/10/05
 Newspaper: Daily News

Item No.	Description	Est Qty	Unit	South Bay Ford		Villa Ford		Sopp Chevrolet Truck Center		Reynolds Buick/Pontiac/GMC Trucks, Inc.		Burch Ford		
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	QTY	Unit Price	Total Price
1	Sports Utility Vehicles	36	Ea	\$22,840.00	\$822,240.00	\$23,555.55	\$847,999.80	\$25,725.00	\$926,100.00	\$25,140.00	\$905,040.00	20	\$22,473.00	\$449,460.00
			Sub Total		\$822,240.00		\$847,999.80		\$926,100.00		\$905,040.00			\$449,460.00
			Sales Tax 8.25 %		\$67,834.80		\$69,959.98		\$76,403.25		\$74,665.80			\$37,080.45
			California Tire Tax		\$315.00		\$315.00		Included		\$315.00			\$175.00
			Total Bid Price		\$890,389.80		\$918,274.78		\$1,002,503.25		\$980,020.80			\$486,715.45

I hereby certify South Bay Ford as being the lowest responsible bidder and recommend the award to them for total price, including sales tax, of \$890,389.80.

8-4-05
 Date


 Signature