



**Metro**

**OPERATIONS COMMITTEE  
FEBRUARY 15, 2007**

**SUBJECT: MAINTENANCE OF GATEWAY HEADQUARTERS BUILDING  
MANAGEMENT SYSTEM**

**ACTION: AWARD SOLE SOURCE CONTRACT PS07643022 TO YAMAS  
CONTROLS SOUTHERN CALIFORNIA, INC.**

**RECOMMENDATION**

Authorize the Chief Executive Officer to award a sole source, ten year unit rate contract, Contract No. PS07643022 to Yamas Controls Southern California, Inc. (Yamas) for maintenance, repair, and support services for the Gateway Headquarters Building Management System (BMS) in an amount not to exceed \$640,000, effective April 1, 2007.

**RATIONALE**

The BMS is a proprietary computerized building automation and energy management system that consists of automatic devices and controls for the Gateway building's heating, ventilation, and air-conditioning units. This proprietary system consists of devices that control the temperature and air flow throughout the building while also monitoring energy usage.

The system components consist of thousands of devices that require continuous preventative maintenance. Yamas along with Metro staff have developed a most advantageous preventative and system support maintenance schedule to ensure the health and safety of all occupants and visitors to the building. Yamas provides preventative measures such as troubleshooting, performing diagnostics, monitoring, adjusting, replacing, and testing the system devices and controls. These measures also include the installation of software upgrades, database maintenance, and system application support.

Yamas has maintained and upgraded the BMS during Metro's occupancy of the Gateway Headquarters building. The BMS is a Yamas owned proprietary system and as such it is required that Yamas continue to maintain the system to its manufactured conformity and integrity. Failure of appropriate maintenance would be costly and may jeopardize the health of Gateway occupants.

After over ten years in operation, a \$10,000 per year as-needed parts replacement program will be implemented. This replacement program will cover both parts that are no longer being manufactured and out of warranty parts that may go bad during the year. This decision was based upon a review of the current status of the BMS and the aging, availability, and useful life of the BMS parts.

### **FINANCIAL IMPACT**

Funding of \$80,000 for this service is included in the FY07 budget in cost center number 6430, Building Services under project number 100030, Bus Administration, 100060, General Planning Administration, and 100080, Major Construction Program Administration. Since this is a multi-year contract, the cost center manager and Executive Officer will be accountable for budgeting the cost in future years, including any option exercised. In FY06, \$49,078 was expended on these services.

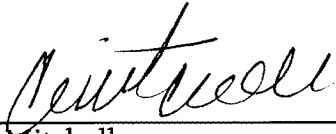
### **ALTERNATIVES CONSIDERED**

- A. Pay for maintenance, repair and support services as required. This alternative is not recommended because it would result in higher costs including higher overhead and parts pricing to ensure that the system works properly at all times. In addition, Yamas response time would be delayed from same day service to up to three days.
- B. Replace the existing BMS. This alternative is not recommended at this time because replacing the existing BMS would require a large capital expenditure and the existing system still has remaining useful life.

### **ATTACHMENT**

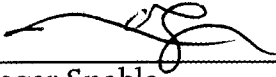
- 1. Procurement Summary

Prepared by: Brian Soto, Deputy Executive Officer, General Services



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Lonnie Mitchell  
Chief, Administrative Services



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Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY**

**MAINTENANCE OF GATEWAY HEADQUARTERS  
BUILDING MANAGEMENT SYSTEM**

1.	Contract Number: PS07643022		
2.	Recommended Vendor: Yamas Controls Southern California Inc.		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: \$640,000	Recommended Price: \$640,000	
	B. Details of Significant Variances are in Attachment A-1.D		
4.	Contract Types: Labor/unit rates for the maintenance/support/as-needed services and unit rate replacement equipment and parts		
5.	Procurement Dates:		
	A. Issued: N/A		
	B. Advertised: N/A		
	C. Pre-bid/proposal Conference: N/A		
	D. Bids/Proposals Due: September 27, 2006		
	E. Pre-Qualification Completed: Not Required		
	F. Conflict of Interest Form Submitted to Ethics: January 10, 2007		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: No goal recommended	Date Small Business Evaluation Completed: N/A	
	B. Small Business Commitment: No goal recommended		
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: N/A	Bid/Proposals Picked up: N/A	Bid/Proposals Received: N/A
8.	Evaluation Information:		
	A. Bidders/Proposers Names:  Yamas Controls Southern California Inc.	<u>Bids/Proposals Amount:</u>  \$640,000	<u>Best and Final Offer Amount:</u> N/A
	Evaluation Methodology: Sole Source		
9.	Protest Information:		
	A. Protest Period End Date: N/A		
	B. Protest Receipt Date: N/A		
	C. Disposition of Protest Date: N/A		
10.	Contract Administrator: Ken Takahashi	Telephone Number: 922-1047	
11.	Project Manager: Phyllis Meng	Telephone Number: 922-2375	

## BOARD REPORT ATTACHMENT A-1

### PROCUREMENT SUMMARY

#### MAINTENANCE OF GATEWAY HEADQUARTERS BUILDING MANAGEMENT SYSTEM

A. Background of Contractor

Yamas Controls Southern California Inc. (Yamas) of Anaheim, California has for over fifty years been a market leader in facility automation, mechanical services, and HVAC equipment. Yamas designs, manufactures, and services automated building management systems, including temperature and lighting controls, access, security, and energy information solutions.

Past and current clients include Lockheed Martin, Roche Bioscience, and the State of California.

B. Procurement Background

The Building Management System (BMS) was originally installed by Siebe Environmental Controls (Siebe) under a contract issued by the Union Station Gateway Corporation and was maintained by Siebe beginning in September 1995. In 1999, Invensys Controls (Invensys) acquired Siebe, and in 2004 Yamas acquired Invensys' western operations and has continued to satisfactorily provide maintenance, repair, and support services for the BMS. This is a sole source procurement and Yamas was requested to submit a proposal for ten years and the proposal was received in September 2006.

The Diversity and Economic Opportunity Department (DEOD) did not recommend a Disadvantaged Business Enterprise (DBE) participation goal for this non-competitive procurement. The BMS requires the Contractor to provide all services and equipment. The Prime is expected to complete the entire scope with its own workforce.

C. Evaluation of Proposal

Yamas' proposal to maintain the Building Management System was evaluated in accordance with the Metro's Procurement Policies and Procedures.

D. Cost/Price Analysis and Explanation of Variances

The recommended not-to-exceed amount of \$640,000 has been determined to be fair and reasonable and the best obtainable pricing by the Contract Administrator and Project Manager. This determination was based upon

several factors including the cost analysis, contractor response, technical evaluation, and the subsequent negotiations conducted with Yamas.

Based upon negotiations, the fully burdened rate for preventative maintenance services during the first year of the contract will only be an increase of five percent over the current year's rate. Any future rate changes will be based upon the Consumer Price Index.

The as-needed, emergency services in, a total five-year not-to-exceed amount of \$10,000, will be billed at established hourly labor rates. The emergency, as-needed services are required for incidents, breakdowns, or failures that may occur during non-business hours. These types of non-routine service calls are not covered under the preventative maintenance contract and would be subject to additional labor and truck charges by the Contractor.

The equipment and parts replacement funding is being requested in lieu of adding additional costs to the preventative maintenance contract. Any needed replacement parts and equipment will be billed at a discount rate of 50% from the then in effect catalog pricing.

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

**MAINTENANCE OF GATEWAY HEADQUARTERS  
BUILDING MANAGEMENT SYSTEM**

Prime Contractor: Yamas Controls Southern California Inc.

Subcontractor(s): None

Total Commitment: No goal recommended

