

**Metro**Los Angeles County
Metropolitan Transportation AuthorityOne Gateway Plaza
Los Angeles, CA 90012-2952213.922.1
metro.net**SYSTEMS SAFETY AND OPERATIONS COMMITTEE
SEPTEMBER 20, 2012****SUBJECT: BLUE/EXPO LINE RAIL CAR DESTINATION SIGN FLEET
REPLACEMENT****ACTION: APPROVE CONTRACT AWARD****RECOMMENDATION**

Authorize the Chief Executive Officer to award a firm fixed-price contract under Bid No. 10-0011 to Luminator Holding L.P., the lowest responsive and responsible bidder, for 75 sets of P865/P2020 light rail vehicle destination signs for an amount not to exceed \$1,426,175.

ISSUE

This procurement is for the acquisition of state-of-the-art electronic destination signs, replacing the current signs which have reliability and parts obsolescence issues. The current destination signs are 23 years old, and use an obsolete scroll-type sign technology that is not supported by the original equipment manufacturer. Some of the problems with current destination signs are that the old motors and gearboxes that drive the rollers are failing, causing destination sign failures. Replacing the destination signs with modern Light Emitting Diode (LED) technology will allow the destination station names to change almost instantly, reducing the confusion of where the train is going. Additionally, the old signs are not Americans with Disability Act (ADA) compliant whereas the new signs will meet the requirements.

DISCUSSION

The Blue Line Nippon Sharyo P865/2020 fleet is undergoing a program of component overhauls/replacements to improve overall fleet reliability and cosmetic appearance. Due to industry technology advancements, the roll-up curtain signs are no longer used or supported and have been replaced by LED technology with superior reliability and options for user-friendly programming. The current destination signs can only hold 16 station names on the Mylar sheets that are rolled up or down until the correct station name is found. Consequently, only the end stations can be displayed and it can take several minutes to locate the correct contents, as the printed Mylar scrolls by one

station at a time. Making any change to the Mylar scroll, such as changing the name of a station or adding a new line, takes months as new Mylar sheets must be ordered. The scrolls also fade as they get older, making the barcode harder to read which results in blank signs.

With LED sign technology, the station names can be scrolled left to right and down for multiple lines, so the full name of the station can be displayed. The new signs can also be quickly reprogrammed to reflect changes to station names and addition of new lines. The new LED destination signs adjust brightness depending on the amount of daylight, and will be easy to read at night or in direct sunlight.

DETERMINATION OF SAFETY IMPACT

Award of contract for destination signs will improve passenger communication and information at all Metro Blue Line stations and especially at 7th & Metro station, whereby, some confusion exists due to platform and operating dynamics. The destination signs system is an essential communication and information system that if not working properly, impacts customer relations and passenger safety.

FINANCIAL IMPACT

Funding of \$1,426,175 is needed for this procurement. Funding of \$146,175 is included in the FY13 budget in cost center 3941, Rail Maintenance/Operations under project number 211018 (P865/2020 Blue Line Fleet Midlife), Line Item 50441, Parts – Revenue Vehicle. Since this is a multi-year contract, the cost center manager, project manager, and Executive Officer will ensure that the remaining \$1,280,000 is budgeted in future fiscal years. In FY12, no funds were expended on this category.

Impact to Budget

The funding for this acquisition will come from Measure R 2% Rail Systems Improvement Funds. These funds are eligible to be used for rail refurbishment capital projects. No other sources of funds were considered for this project because these are the designated funds available for this rehabilitation project. This procurement is part of the on-going maintenance costs of the rail program.

ALTERNATIVES CONSIDERED

The alternative is not to award this contract and continue with existing equipment with poor reliability and with high maintenance costs. Additionally, destination signs could be procured on an as-needed basis replacement basis but this approach is not recommended since it does not provide for commitment from the supplier to ensure a quality product, delivered on schedule, and guaranteed fixed price for the procurement.

NEXT STEPS

Replacement of the destination signs system on the Nippon-Sharyo P865/P2020 light rail vehicles will continue in accordance with Rail Fleet Services' component overhaul program. This project is scheduled to be completed by end of FY14.

ATTACHMENTS

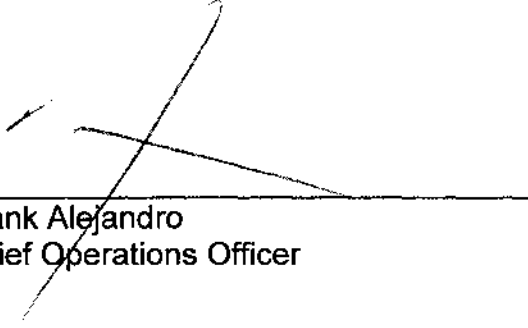
- A. Procurement Summary
- B. Bid Tabulation

Prepared by: Nick Madanat, Director, Rail Vehicle Acquisition and Maintenance
 Rich Lozano, Executive Officer, Rail Vehicle Maintenance

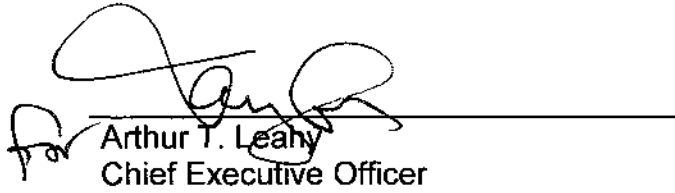
Questions: Michelle Stewart, Assistant Administrative Analyst, Operations
 (213) 922-7270



Michelle Lopes Caldwell
Chief Administrative Services Officer



Frank Alejandro
Chief Operations Officer



Arthur T. Leahy
Chief Executive Officer

PROCUREMENT SUMMARY

P865/P2020 DESTINATION SIGNS

1.	Contract Number: MA100011	
2.	Recommended Vendor: Luminator Holding L.P., 900 Klein Rd., Plano, TX 75074	
3.	Type of Procurement (check one) : <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP – A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: 9/08/09	
	B. Advertised/Publicized: 9/08/09	
	C. Pre-proposal/Pre-Bid Conference: 9/16/09	
	D. Proposals/Bids Due: 12/29/09	
	E. Pre-Qualification Completed: 7/20/12	
	F. Conflict of Interest Form Submitted to Ethics: 8/10/12	
	G. Protest Period End Date: 9/19/12	
5.	Solicitations Picked up/Downloaded: 72	Bids/Proposals Received: 4
6.	Contract Administrator: Otto Ojong	Telephone Number: (213) 922-1454
7.	Project Manager: Russell Homan	Telephone Number: (213) 922-3247

A. Procurement Background

Procurement for 75 sets of light rail vehicle destination signs was conducted as a formal 2-step sealed bid competitive acquisition process in support of awarding a long-term Master Agreement in order to ensure availability and price stability.

IFB 10-0011 was issued September 8, 2009 and advertised September 8, 2009. Contract type is Firm-Fixed Price Unit Rate.

This procurement was conducted as a 2-Step Sealed Bid process. Step 1 consists of the request for submission, evaluation and discussion of a technical proposal. The objective is to determine the acceptability of the system being proposed. A Technical Evaluation Committee was established to evaluate the proposals to determine acceptability. Step 2 involves the submission of sealed price bids by those companies which were determined by the Committee to have submitted acceptable technical proposals. Recommendation for award is then made to the lowest priced, responsive, responsible bidder.

Five amendments were issued during the solicitation phase of this IFB;

- Amendment No. 1 issued on September 30, 2009 extended the critical due dates, provided minutes/summary for the pre-bid conference and a copy of the original schematic diagram for the destination sign circuit.
- Amendment No. 2 issued October 28, 2009 provided responses to questions received from prospective bidders and a copy of the original schematic diagram for the run number sign.
- Amendment No. 3 issued November 6, 2009 provided prospective bidders a copy of the original as-built drawings and destination signs manual.
- Amendment No. 4 issued November 10, 2009 provided final responses to questions received from prospective bidders and closed the time period for comments and questions.
- Amendment No. 5 issued December 7, 2009 extended the price bid due date.

B. Evaluation of Proposals/Bids

The Technical Evaluation Committee conducted a comprehensive evaluation of the technical proposals in accordance with the evaluation criteria contained in the Invitation for Bid (IFB). Five technical proposals were received and presented to the Committee for evaluation. Four proposals were deemed acceptable and those companies were invited to submit price bids. All four submitted price bids and three were determined to be responsive, responsible, and in full compliance to the bid requirements with Luminator Holding L.P. submitting the lowest price.

- Bidder #1 Luminator Holding L.P. in the amount of \$1,426,175 is in full compliance to the technical specifications and the bid requirements.
- Bidder #2 Trans-Lite Inc. in the amount of \$1,505,125 is in full compliance to the technical specifications and the bid requirements.
- Bidder #3 Meister Transit Associates in the amount of \$1,961,390 is in full compliance to the technical specifications and the bid requirements.
- Bidder #4 IVT Inc. in the amount of \$1,997,250 is non-responsive because they did not bid all items as stipulated on the Bid Form.

	Bidder/Proposer Name	Bid/Proposal Amount	Note those that were disqualified as explained above:
1.	Luminator	\$1,426,175	N/A
2.	Trans-Lite	\$1,505,125	N/A
3.	Meister Transit	\$1,961,390	N/A
4	IVT	\$1,997,250	Non-responsive

C. Cost/Price Analysis Explanation of Variances

The recommended bid price of \$1,426,175 has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidder.

D. Background on Recommended Contractor

Luminator Holding L.P. (Luminator) is based in Plano, Texas, and has been in business since 1934. Luminator designs and manufacture communications, lighting, and sign systems for the bus, rail, and aerospace transportation sectors.

Luminator has provided products and services to other transit agencies including New York City Transit, Chicago Transit Authority and Southeastern Pennsylvania Transportation Authority (SEPTA). In the past, Luminator has provided satisfactory service and delivery to us.

E. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) did not recommend a Disadvantaged Business Enterprise Anticipated Level of Participation (DALP) for this Master Agreement procurement to replace the P865/P2020 Light Rail Vehicle Destination Signs. Luminator Holding L.P. did not list any DBE subcontractor(s) nor commit to any DBE participation.

LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION

Bid No: 100011

P865/P2020 Light Rail Vehicle Destination Signs, Passenger Information and Run Number Signs

Bids Out: 09/08/09 Total 75
 Bids Opened: 12/29/09 Total 4
 Advertisement Date(s): 09/08/09
 Newspaper: Daily News, La Opinion and L.A.
 Watts Times

Item No.	Description	Qty	UM	Luminator Holding LP		Trans-Lite Inc.		Meister Transit Associates		IVT Inc.*	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
1	P865/P2020 Light Rail Vehicle Destination Signs, Passenger Information and Run Number Signs	75	set	\$15,990.00	\$1,199,250.00	\$19,740.00	\$1,480,500.00	\$25,670.00	\$1,925,250.00		
2	Maintenance Manuals and Illustrated Parts Catalogs	25	set	\$8,897.00	\$222,425.00	\$625.00	\$15,625.00	\$1,140.00	\$28,500.00		
Subtotal					\$1,421,675.00		\$1,496,125.00		\$1,953,750.00		\$1,997,250.00
Sales Tax 9.75%					\$138,613.31		\$145,872.19		\$190,490.63		\$194,731.88
Training					\$4,500.00		\$9,000.00		\$7,640.00		
Total					\$1,564,788.31		\$1,650,997.19		\$2,151,880.63		\$2,191,981.88

*IVT Inc. did not bid all items or include sales tax

I hereby certify Luminator Holding L.P. as being the lowest responsive, responsible bidder and recommend the award to them for total price, including sales tax, of 1,564,788.31

8/17/12
Date

R. A. Bachman
Signature