



DATE January 9, 2019 Item #11

TO GCTD Board of Directors

FROM Marlena Kohler, Purchasing Manager/DBE Officer *ML*
Margaret Heath-Schoep, Paratransit and Special Projects Manager *MHS*

SUBJECT Consider Authorizing Award of a Contract to MV Transportation for the Operation, Maintenance and Management of Coordinated Paratransit Services (GO ACCESS)

I. EXECUTIVE SUMMARY

Gold Coast Transit District (GCTD) issued a Request for Proposal on August 15, 2018 to locate a qualified firm to provide senior demand response as well as ADA complementary paratransit service in accordance with Americans with Disabilities Act of 1990. The service area encompasses the cities of Ojai, Oxnard, Port Hueneme, Ventura as well as bordering unincorporated areas of Ventura County.

The RFP was posted on our website as well as the Public Purchase website. GCTD received three (3) proposals by the bid due date of October 19, 2018. All three (3) proposals were independently evaluated by an evaluation committee. At the conclusion of the evaluation process, MV Transportation Inc. received the highest overall score. Their proposal is considered fair and reasonable based on adequate competition. A responsibility determination was conducted on MV Transportation Inc., which resulted in determining that this firm is responsive and responsible, capable of meeting GCTD's requirements.

It is recommended that the Board of Directors authorize the General Manager to execute a contract for the Operation, Maintenance and Management of Coordinated Paratransit Services (GO ACCESS) to MV Transportation Inc. in the amount (not to exceed) of \$21,368,540 for an initial six (6) year contract with options for two (3 year) extensions, in the amount (not to exceed) of \$34,091,374 for a total (not to exceed) amount of \$55,459,914. Actual Annual pricing is based on actual passenger demand.

II. BACKGROUND

On August 15, 2018, GCTD's staff released a Request for Proposal to locate a qualified firm for the Operation, Maintenance and Management of GCTD's Coordinated Paratransit Services (GO ACCESS). The current contract is set to expire in March 2019.

This procurement will provide for an initial six (6) year contract period with options to exercise an additional six (6) years, consisting of two 3-year increments. GCTD anticipates the new contract to commence on March 3, 2019.

GOLD COAST TRANSIT DISTRICT

The RFP was publicized on our website, on the Public Purchase website and those on the previous RFP's Bidder's List were also notified. Over sixty (60) firms accessed our RFP.

The RFP required each firm to submit general background, firm experience and technical expertise, information on personnel, training program, and references.

Three (3) proposals were received from First Transit, Transdev and the incumbent firm, MV Transportation Inc. All proposals were considered responsive. The regulations require evaluation and selection based on a combination of qualifications, such as proposed technical work plan and price. This is a "best value", not a low-bid procurement; therefore price is only one of several criteria used in the evaluation process.

An evaluation committee consisting of Margaret Heath-Scheop, Paratransit Manager, Vanessa Rauchenberger, Director of Planning and Marketing, and Reed Caldwell, Assistant General Manager combined conducted the technical evaluations and interviews. Separately, each committee member evaluated and scored the submissions using the evaluation criteria identified in the RFP and listed below with the possible points:

- Qualifications of Proposer (25 points)
- Qualifications of Proposed Staff (25 points)
- Operating Methodology (25 points)
- Cost Effectiveness (25 points)
- Interview (20 points)

After evaluating the proposals submitted, the evaluation committee elected to interview all three (3) firms. Although all three firms prove to have varied transit experience, the evaluation committee concluded that only two (2) of the firms demonstrated that the local management team had the ADA and senior paratransit experience and history needed to meet GCTD's requirements, MV Transportation and First Transit.

The scores from the interviews were added to the proposal scores and the results are as follows:

Firm	Proposal Evaluation (Combined Scores)					Interview <i>(possible 60 points)</i>	Total <i>(possible 260 points)</i>	Ranking
	Quals of Proposer	Quals of Staff	Operating Methodology	Cost Eff	Subtotal <i>(possible 200 points)</i>			
MV Trans	45	32	42	50	169	49.5	218.5	1
First Transit	32	33	47	42	154	51	205	2
Transdev	25	27	45	35	132	46	178	3

On December 12, 2018, staff requested a Best and Final from MV Transportation and First Transit along with additional follow-on questions in order to make the final determination for award.

Both firms successfully and responsively submitted their BAFO by December 21, 2018, the due date for the BAFO.

Upon further discussions with the Evaluation Committee, it was determined that MV Transportation's proposal, including BAFO, provided the best value while demonstrating the ability to best meet GCTD's requirements.

The Evaluation Committee recognized that the success of the GO ACCESS program rests primarily with the local project management team. This includes but is not limited to the ability to successfully execute multiple transportation programs offered under the GO ACCESS umbrella (ADA paratransit, senior demand response, senior nutrition and short term limited medical transportation). The local team needs to have the capability to identify when regional resources are needed and have the ability to fulfill that need quickly. Additionally and perhaps most importantly, is the ability to effectively balance ADA compliance with customer service perceptions about what the level of service that is available to the senior and disabled community that GCTD serves. MV Transportation's proposal demonstrated the experience and expertise in meeting these two critical areas.

All firms proposed management teams with solid transit experience. Two firms, First Transit and MV Transportation proposed General Managers with long histories of specifically serving senior and disabled populations in ADA demand response/paratransit services. However, the local GM and Maintenance Managers from MV Transportation have committed to staying with the contract through the end of FY 24, providing stability for the passengers GO ACCESS serves. In addition, the MV Maintenance Manager has done an outstanding job maintaining the GO ACCESS fleet of 26 vehicles. At this point, the Evaluation Committee is recommending MV Transportation Inc. be awarded the contract for GCTD's Operation, Maintenance and Management of Coordinated Paratransit Services (GO ACCESS).

A price analysis was then conducted on MV Transportation's proposed pricing using the proposed rates from all three (3) proposals. The proposed rates for the initial base year and option years are summarized as follows:

FIRM	Initial Proposal			Best and Final		
	BASE	OPTION (2)	TOTAL	BASE	OPTION	TOTAL
MV Trans	\$20,952,634	\$33,582,233	\$54,534,867	\$21,368,540	\$34,091,374	\$55,459,914
First Transit	\$23,301,825	\$38,392,261	\$61,694,086	\$23,885,985	\$39,190,506	\$63,076,491
Transdev	\$26,336,391	\$43,454,366	\$69,790,757			

In the initial submission, MV Transportation's Base total is approximately 11% lower than the other two submissions and about 14% lower for the Option total for an overall difference of about 13%.

The Best and Final rates, which were requested from MV Transportation and First Transit, resulted in approximately the same percentage difference even though both firms submitted slightly lower rates overall. MV Transportation's Base total is approximately 11% lower than First Transit's submission and about 14% lower for the Option total for an overall difference of about 13%.

MV Transportation proposes a price not to exceed \$21,368,540 for the initial six (6) year Base period, with the ability to award two three-year options periods not to exceed \$34,091,374. Actual rates may fluctuate year to year based on actual passenger demand. MV Transportation's totals are considered fair and reasonable based on adequate price competition.

A responsibility determination was then conducted on MV Transportation. Staff confirmed that MV Transportation was not listed in the System of Award Management (SAM). The client references provided were contacted and provided no negative responses. GCTD staff stated that both the MV Transportation local team and regional leadership has demonstrated its ability to be an effective partner in resolving issues through the course of the past contract period. As a result, MV Transportation Inc. was determined to be a responsive, responsible firm capable of meeting GCTD's requirements.

In conclusion, as a result of the reasons stated above, the intensive evaluation process, which included interviewing all three (3) firms and the extensive price analysis, GCTD's staff has determined that MV Transportation Inc.'s proposal best meets GCTD's "best value" requirements and recommends award for GCTD's Operation, Maintenance and Management of Coordinated Paratransit Services (GO ACCESS) to MV Transportation Inc. to MV Transportation Inc.

III. SUMMARY AND RECOMMENDATION

A Request for Proposal was issued and submissions were evaluated to determine the most highly qualified firm to provide Operation, Maintenance and Management of GCTD's Coordinated Paratransit Services for GCTD's GO ACCESS (Paratransit Services). After an extensive evaluation process, which included interviewing all three (3) firms which submitted proposals in response to GCTD's RFP, MV Transportation Inc. received the highest overall score. MV Transportation Inc. is considered responsive and responsible and their proposal is considered fair and reasonable based on adequate price competition.

It is recommended that the Board of Directors authorize the General Manager to execute a contract for the Operation, Maintenance and Management of Coordinated Paratransit Services (GO ACCESS) to MV Transportation Inc. in the amount (not to exceed) of \$21,368,540 for an initial six (6) year contract with options for two (3 year) extensions, in the amount (not to exceed) of \$34,091,374 for a total (not to exceed) amount of \$55,459,914. Actual Annual pricing is based on actual passenger demand.

CONCURRENCE:



STEVEN P. BROWN
General Manager