



May 10, 2018

To: Transit Committee

From: Darrell E. Johnson, Chief Executive Officer

Subject: Consultant Selection for Installation of a Video Surveillance System at the Santa Ana and Garden Grove Bus Bases

Overview

On January 22, 2018, the Orange County Transportation Authority Board of Directors authorized the release of a request for proposals for installation of a video surveillance camera system at the Santa Ana and Garden Grove bus bases. Board of Directors' approval is requested for the selection of a firm to perform the required work.

Recommendations

- A. Approve the selection of Convergent Technologies, LLC as the firm to perform installation of a video surveillance system at the Santa Ana and Garden Grove bus bases.
- B. Authorize the Chief Executive Officer to negotiate and execute Agreement No. C-7-2138 between the Orange County Transportation Authority and Convergent Technologies, LLC, in the amount of \$643,298, for installation of a video surveillance system at the Santa Ana and Garden Grove bus bases.

Discussion

The Orange County Transportation Authority (OCTA) completed construction of the Santa Ana and Garden Grove bus bases in 2005 and 1977, respectively. The video surveillance camera systems (VSS) at the Santa Ana and Garden Grove bus bases are outdated and in need of replacement. The Santa Ana Bus Base cameras need to be upgraded to current internet protocol (IP) camera technology. The Garden Grove Bus Base cameras are a mix of analog and IP cameras, many of which are not functional. Both systems will be integrated into existing Milestone video management software, have remote monitoring capability, and a minimum of 30 days of video storage. The new systems will provide an increased deterrent

to crime, support having a safe and secure working environment, and increased detection and evidence for law enforcement investigations.

Procurement Approach

This procurement was handled in accordance with OCTA's Board of Directors (Board)-approved procedures for professional and technical services. In addition to cost, many other factors are considered in an award for professional and technical services. Award is recommended to the firm offering the most comprehensive overall proposal considering such factors as staffing and project organization, prior experience with similar projects, work plan, as well as cost and price.

On January 25, 2018, Request for Proposals (RFP) 7-2138 was issued electronically on CAMM NET. The project was advertised in a newspaper of general circulation on January 22 and January 29, 2018. A pre-proposal conference and site visit were held on February 5, 2018, with 13 firms in attendance. Four addenda were issued to make available the pre-proposal conference registration sheets and presentation materials, provide responses to questions received, and address administrative issues related to the RFP.

On March 5, 2018, four proposals were received. One proposal was withdrawn by request of the proposer after recognition that it did not comply with Disadvantaged Business Enterprise program requirements. An evaluation committee consisting of staff from OCTA's Contracts Administration and Materials Management, Information Systems, Maintenance, Security and Emergency Preparedness, and Rail Programs and Facilities Engineering departments met to review all submitted proposals.

The proposals were evaluated on the following evaluation criteria and weights:

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|-------------------------------------|------------|
| • Qualifications of the Firm | 20 percent |
| • Staffing and Project Organization | 30 percent |
| • Work Plan | 30 percent |
| • Cost and Price | 20 percent |

Several factors were considered in developing the criteria weights. High importance was given to staffing and project organization as the project manager and key personnel are critical to the successful and timely delivery of the project. Similarly, high importance was given to the work plan criterion to emphasize the importance of the team's understanding of the project and its challenges, and its approach to implementing the various elements of the scope of work, such as

completing the installation in accordance with the drawings and specifications. The criterion for qualifications of the firm was used for evaluating the firm's experience in performing work of a similar nature. Cost and price were weighted at 20 percent to ensure OCTA receives value for the work provided.

On March 15, 2018, the evaluation committee reviewed and discussed the remaining three proposals based on the evaluation criteria and found all three firms qualified to perform the required services. The firms are listed below in alphabetical order:

Firms and Location

Convergint Technologies, LLC (Convergint)
Orange, California

Ollivier Corporation (Ollivier)
Los Angeles, California

Schneider Electric Buildings Americas, Inc. (Schneider)
Brea, California

On March 29, 2018, the evaluation committee interviewed all firms. The interviews consisted of a presentation allowing each team to discuss its qualifications, highlight its proposal, and respond to evaluation committee questions. Questions were asked relative to the team's experience performing VSS installations, identification and capacity of committed key personnel, experience and qualifications of key personnel, approach to accomplishing the proposed project schedule and work plan, and overall approach to integrating the new VSS into OCTA's existing software system. Finally, each team was asked specific clarification questions related to its proposal.

After considering the presentations and responses to questions asked during the interviews, the evaluation committee adjusted the preliminary scores for all three firms. However, the overall ranking of the firms did not change as a result of the interviews.

Based on the evaluation of the written proposals, information obtained from the interviews, and cost, staff recommends Convergint as the firm to perform the installation of a VSS at the Santa Ana and Garden Grove bus bases. Convergint ranked highest among the proposing firms because of its extensive experience in providing similar services and the proposed project team of highly-qualified personnel to perform the tasks outlined in the scope of work/

project specifications (SOW). The following is a brief summary of the proposal evaluation results.

Qualifications of the Firm

All three firms are established with relevant experience and sufficient resources to perform the installation of a VSS. The firms demonstrated understanding of the SOW and the project requirements for the installation of a VSS, including integration with OCTA's existing software system.

Founded in 2001, Convergent's core business is security integration, an essential component to the successful installation of a VSS. Convergent demonstrated excellent experience with the identification of 16 recent complex VSS installation projects performed for the Port of Los Angeles, Long Beach Airport, the City of Gardena Police Department, municipal bus lines, Boeing, Microsoft, and Chevron, among others. Last year, the firm completed 13,000 integration-related projects. Convergent is the current maintenance vendor for OCTA's key card door access systems and video surveillance systems. Convergent has experience working with the proposed subconsultant on a similar project. During the interview, Convergent personnel provided detailed and thorough responses to questions, demonstrating its experience and capabilities providing installation services and understanding of the project requirements.

Schneider, the second-ranked firm, was founded in 1838 and specializes in energy distribution and building management. Schneider demonstrated good qualifications with security related projects. Verizon, AT&T, Ten-X (formerly Auction.com), Bay Area Rapid Transit, Boeing, and the Internal Revenue Service are among some of the firm's clients, though only a few projects were specifically identified as VSS installations. The proposed subconsultant has no previous experience with Schneider. The Schneider team provided detailed and thorough responses to interview questions, demonstrating the firm's experience and capabilities for providing installation services and understanding of the project requirements.

Ollivier, the third-ranked firm, is a network engineering company and has provided project related services for over 28 years. Overall, Ollivier's proposal was good, highlighting the range of services offered by the firm, though with limited information related to VSS installations. Ollivier presented experience with three similarly complex installation projects as well as similar services with OCTA. Ollivier proposed teaming with two subconsultants, neither of which has prior experience working with the firm. Ollivier provided good responses to interview questions.

Staffing and Project Organization

Each firm proposed qualified key personnel and support staff with relevant experience.

Convergint proposed a well-qualified project team. The three proposed project managers (PM), one for each discipline, have 20 to 30 years of relevant experience, including the deployment, installation, and testing of VSS. One PM is a certified security project manager and provided project management for the City of Los Angeles Police Department camera project. Other notable project management accomplishments of the three proposed PMs include large projects with Metrolink, Boeing, Delta Airlines, Yahoo, and the Los Angeles Community College District. During the interview, Convergint clarified the commitment of key personnel to the project. Convergint has a depth of technician personnel from which to draw, including many certified in relevant technologies, and provided the most details of any firm regarding the qualifications and experience of the technicians. Convergint provided a labor resources table, as requested in the RFP that demonstrated a reasonable distribution of personnel and hours supporting the appropriate staffing of the project. Convergint has previously worked with the firm's proposed subconsultant which will assist the proposed team with fiber installation and termination.

The proposed Schneider team includes qualified personnel, including a PM, lead PM, and lead project engineer with 15 to 30 years of experience. However, the areas of experience demonstrated were less relevant to the SOW. The PM holds certification as a physical security professional and the lead project engineer is certified in relevant technologies. Schneider clarified its commitment of key personnel during the interview and has personnel qualified to perform all required tasks. The firm has a depth of personnel resources from which to draw.

Ollivier's proposed project team includes qualified key personnel with 15 to 25 years of experience. However, the areas of experience demonstrated were less relevant to the SOW. Some key personnel possess certifications in relevant technologies. Information on the qualifications and experience of the technicians was not provided. As clarified during the interview, the firm committed the proposed key personnel with the notable exception of the tentatively proposed systems engineer.

Work Plan

Convergint presented a detailed work plan. The firm proposed the option of customized solutions using open-source technology to ensure that the selected cameras fully integrate with OCTA's current software system. Convergint was

the only firm to specify experience and awareness of handling of sensitive security information, information that, if publicly released, would be detrimental to transportation security. Response times for service calls were quantified based on the level of urgency.

Schneider presented a very good work plan, including a detailed quality assurance/quality control communication plan. A work summary table with responsibilities by task was provided, including personnel accountable for oversight on each task. The firm provided a milestone schedule detailed to single days, exemplifying an understanding of the project task timeline. Schneider proposed the use of its own Pelco cameras, while remaining open to other brands, based on compatibility with OCTA's existing software system.

Ollivier presented a good work plan addressing the key tasks with the types of cameras for each location. The work plan and project schedule addressed the primary tasks, though the firm proposed refinement of the schedule after award.

Cost and Price

Pricing scores were based on a formula which assigns the highest score to the lowest total firm-fixed price for the tasks to be completed, and scores the other proposals' total firm-fixed prices based on relation to the lowest total firm-fixed price. Convergent's proposed price was competitive in relation to the proposals from Schneider and Ollivier. The proposal was reviewed by OCTA staff and found to be fair and reasonable for the work to be performed.

Procurement Summary

Based on the evaluation of the written proposals and information obtained during the interviews, the evaluation committee recommends the selection of Convergent as the top-ranked firm to perform installation of a VSS at the Santa Ana and Garden Grove bus bases. Convergent demonstrated outstanding relevant experience and submitted a comprehensive proposal that met the requirements of the SOW. Convergent presented a detailed and thorough interview, supporting the firm's experience and qualifications, staffing, work plan, and a thorough understanding of the overall project.

Fiscal Impact

The project is included in OCTA's Fiscal Year 2017-18 Budget, Capital Programs Division, Account 1722-9026-D3126-05S, and is funded through Federal Transit Administration grant funds.

Summary

Based on the information provided, staff recommends the Board of Directors authorize the Chief Executive Officer to negotiate and execute Agreement No. C-7-2138 with Convergent, Technologies, LLC, in the amount of \$643,298, for installation of a video surveillance system at the Santa Ana and Garden Grove bus bases.

Attachments

- A. Review of Proposals, RFP 7-2138 Installation of a Video Surveillance System (VSS) at the Santa Ana and Garden Grove Bus Bases
- B. Proposal Evaluation Matrix (Short-Listed Firms), RFP 7-2138 Installation of a Video Surveillance System at the Santa Ana and Garden Grove Bus Bases
- C. Contract History for the Past Two Years, RFP 7-2138 Installation of a Video Surveillance System at the Santa Ana and Garden Grove Bus Bases

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