

# Agreement for the Provision of ACCESS Paratransit Services

# Background

ACCESS service currently operated under contract with Veolia Transportation, Inc.

- Subcontracting agreement with American Logistics, Inc., for supplemental taxi service
- Contract began July 2006
- Initial term of three years
- 2009 - Contract amended for an additional three year term, through June 2012
- 2012 - Extended one additional year to allow evaluation of Transit System Study on ACCESS service

# *Procurement Process*

- Request for Proposals (RFP) 2-1865 released in September 2012
- Pre-proposal meeting and site visit attended by 13 firms
- Three offers received
- Evaluate proposals, interview firms, and request Best and Final Offers from all firms

# *Proposing Firms*

- First Transit  
Cincinnati, Ohio
- MV Transportation, Inc. (MV)  
Dallas, Texas
- Veolia Transportation, Inc. (Veolia)  
Lombard, Illinois

# *Evaluation Committee*

- Community Transportation Services
- Operations Analysis
- Maintenance
- Contracts Administration and Materials Management
- Finance and Administration
- Los Angeles Access Services, Inc.

# *Board of Director (Board)-Approved Evaluation Criteria*

- Qualifications of the Firm 20 percent
- Staffing and Project Organization 25 percent
- Work Plan 30 percent
- Cost and Price 25 percent

# Qualifications of the Firm

<u>Firm</u>	<u>Average Score</u>
Veolia Transportation	19
MV Transportation	18.3
First Transit	14.7

- All firms have extensive paratransit experience
- All firms have favorable reference checks
- First Transit subcontractor has limited experience providing Americans with Disabilities Act demand service

# Staffing/Project Management

<u>Firm</u>	<u>Average Score</u>
Veolia Transportation	22.9
MV Transportation	21.3
First Transit	17.9

- MV and Veolia proposed teams with broad experience
- MV and Veolia teams have worked together on other projects
- First Transit team is experienced; however, with no experience working together

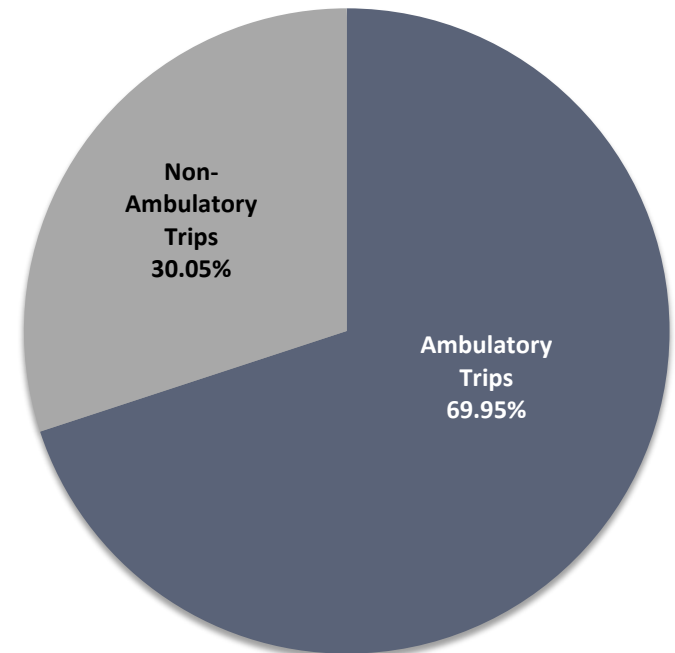
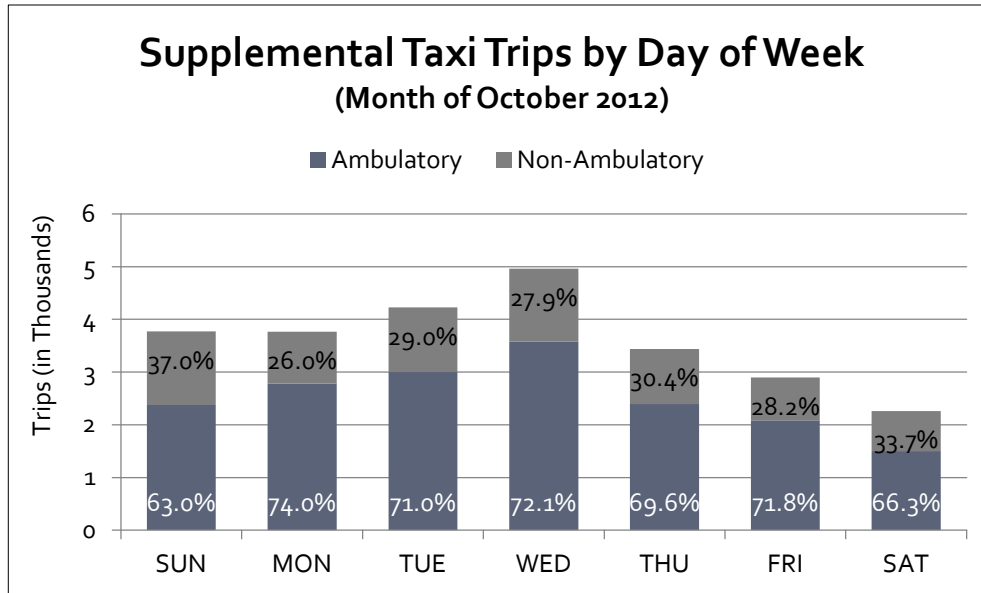


# Work Plan

<u>Firm</u>	<u>Average Score</u>
MV Transportation	25.5
Veolia Transportation	25.5
First Transit	21

- MV proposed comprehensive work plan with service enhancements
- Veolia proposed comprehensive work plan demonstrating knowledge of Orange County Transportation Authority (OCTA) service
- First Transit proposal lacked detail on transition of supplemental service

# Supplemental Service Model



Both firms have proposed supplemental fleets that will meet service requirements

- Veolia – 316 non-ambulatory vehicles (69%) and 140 ambulatory vehicles (31%)
- MV – 177 non-ambulatory vehicles (37%) and 302 ambulatory vehicles (63%)

# Elements of Supplemental Service Delivery

Average Daily ACCESS Trips 3,587

➤ Average Daily Supplemental Trips 817

*\*Data from October 2012*

1. Prime contractor receives reservation and schedules trip
2. Prime contractor transfers data to subcontractor daily
3. Subcontractor assigns trip to driver/vehicle
4. Trip is serviced

# Cost and Price

<u>Firm</u>	<u>Average Score</u>
MV Transportation	25
First Transit	24.6
Veolia Transportation	22

- All costs include a fixed monthly rate, variable hourly rate, and supplemental service rate
- Thorough analysis conducted on all cost proposals
- MV proposed lowest overall price

# Scoring Summary

Evaluation Criteria	MV Transportation	Veolia Transportation	First Transit
Qualifications of the Firm	18.3	19.0	14.7
Staffing and Project Organization	21.3	22.9	17.9
Work Plan	25.5	25.5	21.0
<b>Subtotal</b>	<b>65.1</b>	<b>67.4</b>	<b>53.6</b>
Cost and Price	25.0	22.0	24.6
<b>Grand Total</b>	<b>90.1</b>	<b>89.4</b>	<b>78.2</b>

# Overview of Cost

<b>Firm</b>	<b>4-Year Initial Term</b>	<b>4-Year Cost Difference</b>	<b>8-Year Contract</b>	<b>Overall Cost Difference</b>
MV Transportation	\$156,690,376		\$334,860,969	
First Transit	\$159,023,038	\$2,332,662	\$340,561,144	\$5,700,175
Veolia Transportation	\$175,234,103	\$18,543,727	\$380,865,824	\$46,004,855

# Overview of Cost (continued)

4-Year Initial Term	Comparison to MV				
	MV Transportation	First Transit	Veolia Transportation	First Transit	Veolia Transportation
<b>Fixed and Variable Costs:</b>					
Wages	\$ 68,804,490	\$ 70,800,290	\$ 73,851,749	\$ 1,995,800	\$ 5,047,259
Benefits	25,850,321	25,557,726	29,696,853	(292,595)	3,846,532
Maintenance	4,984,232	5,485,923	7,608,909	501,691	2,624,677
Management Fee/Profit	8,408,344	8,280,715	11,152,707	(127,629)	2,744,363
Other	16,520,680	17,270,938	17,077,114	750,258	556,434
<b>Subtotal Fixed and Variable Costs</b>	<b>124,568,067</b>	<b>127,395,592</b>	<b>139,387,332</b>	<b>2,827,525</b>	<b>14,819,265</b>
<b>Supplemental Service (Taxi)</b>	<b>32,122,309</b>	<b>31,627,446</b>	<b>35,846,771</b>	<b>(494,863)</b>	<b>3,724,462</b>
<b>Grand Total Cost</b>	<b>\$ 156,690,376</b>	<b>\$ 159,023,038</b>	<b>\$ 175,234,103</b>	<b>\$ 2,332,662</b>	<b>\$ 18,543,727</b>

8-Year Contract	Comparison to MV				
	MV Transportation	First Transit	Veolia Transportation	First Transit	Veolia Transportation
<b>Fixed and Variable Costs:</b>					
Wages	\$ 146,582,597	\$ 151,742,909	\$ 160,413,005	\$ 5,160,312	\$ 13,830,408
Benefits	57,786,746	55,502,987	68,147,023	(2,283,760)	10,360,277
Maintenance	10,601,365	11,278,723	14,594,103	677,358	3,992,738
Management Fee/Profit	17,972,338	17,746,898	24,328,424	(225,440)	6,356,086
Other	33,313,827	36,757,665	36,608,788	3,443,839	3,294,961
<b>Total Fixed and Variable Costs</b>	<b>266,256,873</b>	<b>273,029,182</b>	<b>304,091,343</b>	<b>6,772,309</b>	<b>37,834,470</b>
<b>Supplemental Service (Taxi)</b>	<b>68,604,096</b>	<b>67,531,962</b>	<b>76,774,481</b>	<b>(1,072,134)</b>	<b>8,170,385</b>
<b>Grand Total Cost</b>	<b>\$ 334,860,969</b>	<b>\$ 340,561,144</b>	<b>\$ 380,865,824</b>	<b>\$ 5,700,175</b>	<b>\$ 46,004,855</b>

## *Overview of Cost (continued)*

- Staff requested information to clarify cost proposals
- Staff reviewed elements that account for cost difference
- MV's cost proposal is fair and reasonable



# *Transition Plan - MV*

The Transition Plan is a comprehensive approach to ensure an efficient transfer of service delivery

- Use of existing operators and staff
- Vehicle operator training
- Vehicle fleet transition
- Information technology
- Working with the community

# Conclusion

- MV and Veolia are comparable firms and submitted competitive proposals
- MV currently provides contracted fixed-route service for OCTA
- Veolia currently provides ACCESS and supplemental services for OCTA
- Based on Board-approved evaluation criteria, MV received the highest overall score

# *Next Steps*

- Award contract to MV Transportation, Inc. to provide ACCESS paratransit services
- Begin transition with MV Transportation for July 1, 2013, effective date