



Caltrain Rail Operations, Maintenance and Support Services Procurement Process

Board of Directors
September 1, 2011



Background

- **Current agreement expired June 30, 2011**
 - Service provided for 10 years under current agreement
 - Services continue to be provided on a month-to-month basis until June 2012, if needed
- **Recommendation to competitively bid contract**
 - Good federal procurement practice
 - Market conditions
- **Initiated competitive procurement process in 2009**
- **Issued RFP on May 5, 2010**

Scope

- **Procuring Operator for Bundled Scope of Services**
 - Management Services
 - Safety Oversight
 - Train Operations
 - Fleet Maintenance
 - Right of Way Maintenance
 - Signal and Communication Maintenance
 - Station and Facility Maintenance
 - On-call Additional Services and Construction Support

Recommended Action

- **Award a contract to TransitAmerica Services, Inc. to provide Rail Operations, Maintenance and Support Service for a five-year base term and authorize the Executive Director or his designee to execute the above referenced contract with TransitAmerica in full conformity with the terms and conditions of the solicitation documents and negotiated agreement.**



Why TransitAmerica

- Best overall proposal and plan most aligned with the JPB's vision for Caltrain operations
- Strong safety culture
- Highest quality General Manager and management team
- High level of experience and expertise in all required areas
- Local authority and autonomy providing adaptability to meet JPB needs
- Offered optimal Staffing Plan and a path to achieve it
- Solid and detailed management, operations and maintenance plans
- Extensive transition and mobilization experience
- Excellent, consistent references
- Best overall value to the JPB

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Caltrain Employees Are Protected

- RFP and final agreement provide protections for existing workforce
 - Employment
 - Recognition of existing unions
 - Wages and benefits
 - Railroad retirement and FELA
- JPB Staff has briefed local union leadership and clarified labor protections
- TransitAmerica is prepared to meet with all labor unions after contract award to respond to questions and negotiate implementing arrangements

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Evaluation Criteria

- **Qualifications and Experience (20 points)**
 - Company Qualifications and Management Team
 - Financial Qualifications
 - Safety and Regulatory Compliance
- **Management, Operations, and Maintenance Plans (55 points)**
 - Understanding of Caltrain System
 - Mobilization and Staffing
 - Management and Approach to Providing Service
 - Cost-efficiency and Sustainability
- **Cost Proposal (25 points)**
 - Mobilization
 - Basic Service Plan and State of Good Repair
 - Additional Services

Final Ranking – August 2011

Evaluation Criteria	TASI	PCRS	Veolia	Keolis
Qualifications & Experience	18.2	14.8	12.6	11.8
Management, Operations & Maintenance Plans	50.2	41.2	36.0	30.0
Cost Proposal	22.8	22.2	25.0	22.5
TOTAL	91.2	78.2	73.6	64.3



Cost Proposal Comparison

Proposal	Mobilization	FY2012*	FY2013	Est. Grand Total
TASI	\$2.5M	\$62.9M	\$65.1M	\$409.8M
PCRS	\$1.6M	\$66.4M	\$67.1M	\$421.1M
Veolia	\$2.6M	\$53.7M	\$56.5M	\$374.5M
Keolis	\$3.7M	\$62.8M	\$65.6M	\$416.4M
Current Amtrak		\$61.7M		

*FY2012 amounts are annualized based on the four-month budget provided by proposers.
Annual costs include operating budget and an estimated \$3 million in capital work.

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Final Negotiations

- Recommended to Board Advisory Committee that JPB enter into final negotiations with TransitAmerica Services, Inc.
- Through negotiations, TransitAmerica's cost proposal was further reduced
- TransitAmerica's negotiated costs fall within the current and projected budgets for FY2012 and FY2013
- Additional provision of bonding and insurance provides JPB with higher level of risk protection

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Final Negotiations - TransitAmerica

Proposal	Mobilization	FY2012*	FY2013	Est. Grand Total
BAFO	\$2.5M	\$59.9M	\$62.1M	\$409.8M
Final	\$2.4M	\$58.1M	\$59.5M	\$398.6M
Budget		\$58.7M	\$59.9M	

*FY2012 amounts are annualized based on the four-month budget provided by TransitAmerica.
FY2012 and FY2013 annual costs shown above only include the operating budget.

Notification to Proposers

- **Issued notice of intent to award August 16th**
 - Initiated protest period ending August 23rd
- **Protest period extended to August 25th**
 - Allowed for proposer's review of requested additional materials provided by JPB
- **PCRS and Veolia advised they would not be filing protests and as of the deadline no protests of the staff recommendation were received from any of the other three proposers**

Form of Contract

- **Cost Plus Performance Fee contract structure**
 - Compensates fee based on Contractor's level of performance in areas critical and important to the JPB
 - Does not guarantee a minimum or fixed profit level
 - Contractor reimbursed for Direct and Overhead Costs
 - Contract includes assessment provisions
- **On-call Additional Services compensated on a Cost Plus Fixed Fee basis**
- **Five-year base term with five one-year options**
- **Provision for exercising all options after year 2 if performance goals are met**

Recommended Action

- **Award a contract to TransitAmerica Services, Inc. to provide Rail Operations, Maintenance and Support Service for a five-year base term with the understanding the term will be extended for an additional five-year period provided TransitAmerica attains stipulated performance benchmarks as of the end of the second full fiscal year of service.**
- **Authorize the Executive Director or his designee to execute the above referenced contract with TransitAmerica in full conformity with the terms and conditions of the solicitation documents and negotiated agreement.**



Next Steps

- **Board Approval: Sept. 1, 2011**
- **Issue NTP: September 2011**
- **Mobilization/Transition: NTP – February 2012**
- **Begin Contract Service: Spring 2012**

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Questions?

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