

MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: BOARD OF SUPERVISORS DATE: August 20, 2013
FROM: ^{KG} KEN GREHM / WILL GARNER

SUBJECT: **AWARD OF AGREEMENT NO. 1159 TO MV TRANSPORTATION**

ACTION REQUESTED / RECOMMENDATION

1. Adopt a Resolution authorizing the Director of Public Works to execute, with County Counsel and Risk Management's review and approval, Agreement No. 1159 with MV Transportation, Inc. for provision of Placer County Dial-A-Ride for transit service for a three year period with rates offered by MV Transportation, Inc. in an amount not to exceed \$753,741 in year one, \$742,725 in year two, and \$757,297 in year three. There is no net County cost.
2. Authorize the Director of Public Works to approve agreement change orders up to 5% in each year.

BACKGROUND / SUMMARY

Placer County DPW and the Western Placer Consolidated Transportation Services Agency (WPCTSA) have collaborated on a joint procurement for purchased transportation services. The joint procurement, managed by Placer County Administrative Services, solicited proposals from qualified companies to provide two separate and distinct services: 1) the operation of the Placer County Dial-A-Ride service and 2) the operation of the WPCTSA Health Express service. A request for proposal (RFP) was released on March 29, 2013.

Four companies responded to the RFP. Proposals were received on April 8, 2013 from:

- Auburn Transportation
- Heart to Heart Non-Emergency Medical Transport
- MV Transportation
- PRIDE Industries

A selection committee, consisting of representatives from the cities of Lincoln and Rocklin, Placer County DPW, WPCTSA, and Seniors First, evaluated the four proposals and selected two qualified firms, MV Transportation and PRIDE Industries, for subsequent interviews on May 1, 2013. Upon completion of the interviews, a final ranking of the selection committee's scores was compiled. The recommendation of Administrative Services was to select PRIDE Industries for both contracts. This recommendation is based on the scoring of the proposals and the interviews by the evaluation committee. The proposal evaluation was based on the following criteria: a) Background, Experience and Qualifications; b) Personnel and Organization Program; c) Operations, Training, Employee Safety Program; d) Proposed Cost. The interview evaluation included the same criteria except for cost. While cost was calculated mathematically into the final scoring of the proposals, the evaluation panel did not take cost into consideration when scoring the proposals or the interviews.

The two qualified firms had vastly different cost proposals. MV's cost proposal was \$1,015,797 for year one and PRIDE was \$1,552,003. Both Placer DPW and WPCTSA agreed that the significantly lower cost proposal submitted by MV warranted further negotiation before accepting the recommendation of the review panel and Administrative Services.

Staff negotiated with both companies. PRIDE reduced their cost by 7% to \$1,443,498 for both contracts. MV, due to concerns raised by DPW and WPCTSA staff regarding minimal supervision and support staffing, increased their staffing levels resulting in an 8% increase to \$1,106,666 for year one.

The result of both negotiation sessions with PRIDE and then MV is that both firms have similar staffing level proposals, and MV has a cost proposal 26% lower than the incumbent contractor, PRIDE Industries for the combined operation over the three year period. The difference in cost for the Placer County Dial-A-Ride service is 27%, or an average of \$270,350 less per year. The breakdown of the price proposals is as follows:

Comparison of Dial-A-Ride & Health Express Cost Proposals

Proposal	Year 1	Year 2	Year 3	3-Year Total
PRIDE Industries				
Placer County Dial A Ride	\$ 991,063	\$1,021,265	\$1,052,481	\$3,064,809
WPCTSA Health Express	<u>\$ 452,435</u>	<u>\$ 447,177</u>	<u>\$ 478,660</u>	<u>\$1,378,272</u>
TOTAL	\$1,443,498	\$1,468,442	\$1,531,141	\$4,443,080
MV Transportation				
Placer County Dial A Ride	\$ 753,741	\$ 742,725	\$ 757,297	\$2,253,763
WPCTSA Health Express	<u>\$ 352,925</u>	<u>\$ 347,323</u>	<u>\$ 353,461</u>	<u>\$1,053,709</u>
TOTAL	\$1,106,666	\$1,090,048	\$1,110,759	\$3,307,473

ENVIRONMENTAL

The project is statutorily exempt from CEQA pursuant to Section 21080(b)(10), as it is a project to provide passenger service.

FISCAL IMPACT

Adequate funding was budgeted to cover the cost of the budget in Fiscal Year 2013/14. The funding sources are the Placer County Local Transportation Fund, The City of Rocklin and the Town of Loomis. The funding sources are steady, and are expected to be available throughout the entire term of the agreement. The proposed first year pricing by MV of \$753,741 will be 21% less than the current annual cost of \$948,319 under the current contract with PRIDE Industries.

Attachments: Resolution

**Before the Board of Supervisors
County of Placer, State of California**

In the matter of: **ADOPT A RESOLUTION
AUTHORIZING THE DIRECTOR OF PUBLIC WORKS
TO EXECUTE AGREEMENT No. 1159 IN AN
AMOUNT NOT TO EXCEED \$753,741 IN YEAR ONE,
\$742,725 IN YEAR TWO AND \$757,297 IN YEAR 3
WITH MV TRANSPORTATION FOR THE PROVISION
OF PLACER COUNTY DIAL-A-RIDE SERVICE, AND
AUTHORIZING THE DIRECTOR OF PUBLIC WORKS
TO APPROVE AND SIGN AGREEMENT CHANGE
ORDERS UP TO 5% IN EACH YEAR.**

Resol. No:.....

The following RESOLUTION was duly passed by the Board of Supervisors
of the County of Placer at a regular meeting held _____

by the following vote:

Ayes:

Noes:

Absent:

Signed and approved by me after its passage.

Attest:
Clerk of said Board

Chair, Board of Supervisors

BE IT HEREBY RESOLVED by the Board of Supervisors of the County of Placer, State of California, that this Board authorizes the Director of Public Works to execute, with County Counsel and Risk Management's review and approval, Agreement No. 1159 with MV Transportation, Inc. in an amount not to exceed \$753,741 in year one, \$742,725 in year two and \$757,297 in year 3, and authorizing the Director of Public Works to approve agreement change orders up to 5% in each year.

