



Metropolitan
Transportation
Authority

One Gateway Plaza
Los Angeles, CA
90012-2952

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OPERATIONS COMMITTEE
JANUARY 19, 2000

SUBJECT: METRO BLUE LINE PHOTO ENFORCEMENT CAMERAS

ACTION: AWARD A CONTRACT TO LOCKHEED MARTIN IMS FOR THE PURCHASE OF SIX CAMERAS FOR THE METRO BLUE LINE PHOTO ENFORCEMENT SYSTEM

RECOMMENDATION

- A. Adoption of the following Motion: The Board finds that there is only a single source of procurement for the photo enforcement cameras and that the purchase is for the sole purpose of duplicating the cameras already in use. The Board hereby authorizes the purchase of the cameras pursuant to Public Utilities Code Section 130237. (requires two-thirds vote)
- B. Award a firm fixed price contract to Lockheed Martin IMS of Teaneck, New Jersey, for the purchase of six cameras for use on the MBL Photo Enforcement System, at a total contract value of \$284,046, including sales tax.

RATIONALE

As cited in the Booz-Allen & Hamilton, Inc. report, Evaluation of the Metro Blue Line Grade Crossing Safety Improvement Program, which was presented to the Board in November 1998, installation of the Photo Enforcement System has decreased gate running violations at the crossing locations where the system is in operation. In order to further improve safety and to deter left turn violations along Washington Boulevard, the Board previously approved installation of photo enforcement equipment at six additional crossing locations in September 1998.

FINANCIAL IMPACT

Funding of \$284,046 for the cameras is included in the FY00 budget in Cost Center 3650, Office of System Safety/Security under Project Number 800089, System Safety and Security and Task Number 3.2.01.6, Professional Services. In FY99, zero dollars were expended on this line item.

ALTERNATIVES CONSIDERED

One alternative is not to purchase any additional cameras. This alternative is not recommended because the addition of new cameras will help to deter violations at grade crossings.

Another alternative would be to lease cameras instead of purchasing them. However, the approximate cost of \$2,500 per month for the lease of each camera would not be cost effective on a five year contract term.

BACKGROUND

In September 1998, the Board authorized staff to negotiate with USPT to begin work preparing six sites along the MBL for additional camera installations. The installation work would be accomplished utilizing current contract specifications for camera sites. This would ensure system compatibility and usability, but would also result in the new sites being constructed to accommodate Gatso cameras.

In January 1999 USPT was purchased by Lockheed Martin IMS and staff has negotiated the terms for the new maintenance/citation processing contract. The recommendation for award for that action will be presented to the January Board.

PROCUREMENT SUMMARY

The results of staff research show that Lockheed Martin IMS has an exclusive Dealer Contract from Gatso Export, the photo enforcement camera manufacturer, covering sales, parts, and maintenance within the United States and Canada.

The current term of their license agreement is through January 1, 2001. The Dealer Contract is self-renewing unless either party gives a one year termination notice. Additionally, any cameras purchased from Gatso Export through Lockheed Martin carry a one year warranty covering defects in material and workmanship under normal use and service.

Pursuant to Public Utilities Code Section 130237, a two-thirds vote by the Board may direct the purchase of equipment without bids, advertisement, or notice upon a finding that there is only a single source for the equipment and that the purchase is for the sole purpose of duplicating or replacing equipment already in use. The purchase of the photo enforcement cameras meets this criteria. For further details, see Attachment A, Procurement Summary.

COST/PRICE ANALYSIS

PROPOSED UNIT PRICE	RECOMMENDED UNIT PRICE	1995 HISTORICAL PRICE
\$47,341	\$47,341	\$45,000
PRICE VARIANCE		\$2,341

The recommended price of \$284,046 (unit price of \$47,341, for a quantity of six) has been determined to be fair and reasonable based upon fact finding, clarification, and pre-award audit performed by the Management Audit Services Department (MASD). The historical price variance of \$2,341 represents an annual increase of less than two percent. Factors affecting the

price increase are a smaller quantity under this purchase and annual increases in the consumer price index over a four year period.

SMALL BUSINESS PARTICIPATION

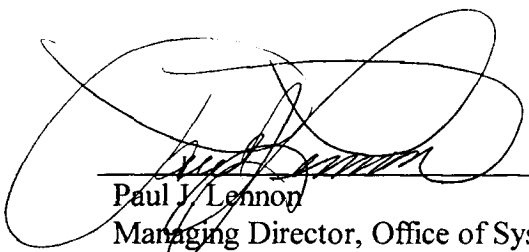
The Contract Compliance Unit waived the Voluntary Anticipated Levels of Participation (VALP) for participation by M/WBE firms on this contract due to the lack of subcontracting opportunities. However, pursuant to the MTA Policy to afford an equal opportunity to minority and women-owned small business, if the awardee proposed to use the services of subcontractors, the awardee is encouraged to afford maximum opportunities to M/WBEs in all subcontractor and supply service areas. Upon MTA’s request, awardee is encouraged to submit documentation to satisfy MTA that good faith efforts were made to utilize M/WBEs.

ATTACHMENT

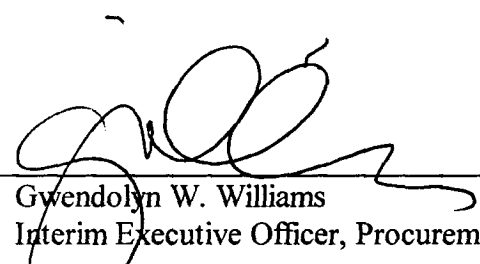
A. Procurement Summary

Prepared by: Abdul Zohbi
Systems Safety Manager

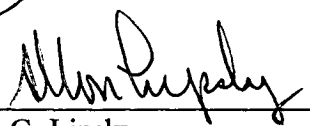
Ken Takahashi
Senior Contract Administrator



Paul J. Lennon
Managing Director, Office of System
Safety/Security



Gwendolyn W. Williams
Interim Executive Officer, Procurement



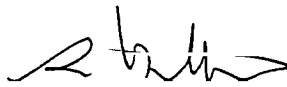
Allan G. Lipsky
Office of the Chief Executive Officer

**Procurement: Photo Enforcement Cameras
Board Date: January 2000**

**BOARD REPORT ATTACHMENT "A"
PROCUREMENT SUMMARY
NEGOTIATED PROCUREMENT**

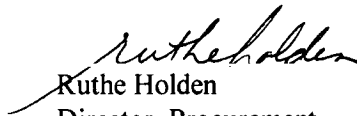
1.	Independent Estimate: Yes, 10/5/99
2.	Recommended Vendor:
	Name: Lockheed Martin
	City: Teaneck, New Jersey
	Total Dollar Amount: \$284,046
3.	Description of Contract Services: Photo Enforcement Cameras
4.	Contract Type: Firm Fixed Price
5.	RFP Issued: N/A
6.	Advertise Date: N/A
7.	DBE Participation Goal: 0%
	Responsive?: Yes
8.	No. of Notifications Sent to Vendors (postcards): N/A
9.	No. of Proposals Picked up by Vendors: N/A
10.	Pre-proposal conference date: N/A
11.	No. of proposals submitted: 1
12.	Date proposals received: 9/29/99
13.	Negotiation record:
	Proposer names/offer: Lockheed Martin
	Source selection committee analysis: N/A
	Proposer BAFO: N/A
	Recommendation: Lockheed Martin
14.	Protest Received: N/A
15.	Disposition of Protest/Appeal: N/A
16.	Pre-Qualification Completed? Yes, 12/13/99
17.	Conflict of Interest Certifications Submitted to Ethics? Yes, 12/6/99
18.	Audit Report Completed? Yes, 11/4/99
19.	EO Evaluation Completed? Yes
20.	Contract Administrator: Ken Takahashi
	Tel: 21047
17.	Project Manager: Abdul Zohbi
	Tel: 27396

Concur:



Stan Lotterman
Manager, Procurement

Concur:



Ruthe Holden
Director, Procurement