

**Metro**Los Angeles County
Metropolitan Transportation AuthorityOne Gateway Plaza
Los Angeles, CA 90012-2952213.922.2000 Te
metro.net**SYSTEM SAFETY AND OPERATIONS COMMITTEE
November 21, 2013****SUBJECT: METRO'S PHOTO ENFORCEMENT PROGRAM****ACTION: APPROVE CONTRACT AWARD****RECOMMENDATION**

Award and execute a firm fixed price (FFP) Contract No.PS68103079 for a period of eight years inclusive of two two-year options to Xerox State and Local Solutions (Xerox) to provide Red Light Photo Enforcement (RLPE) installation and maintenance services in support of Metro's RLPE Program for a firm fixed price of \$22,532,786.

ISSUE

Currently, the RLPE program is operational as a safety component of the Blue, Gold, Orange, and Exposition Lines under separate contracts. This contract award will consolidate all of these disparate contracts under a single contract that will also include the future Crenshaw Line. The new contract will have an effective date of July 1, 2014.

DISCUSSION

The RLPE program is an essential enforcement and deterrent tool aimed at mitigating accidents on Metro's Blue Line, Gold Line, Expo Line, Orange Line, and the future Crenshaw Line. It is not intended to produce net revenue for Metro. The program has been operational since 1996 and has proven to be effective in reducing the number of illegal left turn and red light run-through violations and accidents on both rail and bus lines. For example, on the Blue Line, the number of citations issued has decreased by 61% when the 2010 monthly average number of citations is compared with the 2004 monthly average. On the Orange Line, a similar comparison resulted in a decrease of 38% when the average number of monthly citations is compared between 2007 and 2010.

This analysis shows that the program is accomplishing its two main goals:

1. Creating safer intersections for the rail and bus operators, drivers and the public, and;

2. Significantly reducing the number of drivers willing to “take a chance” by ignoring traffic lights and trying to beat the rail vehicle or bus.

The RLPE program successfully started with enforcement of grade crossings on the Metro Blue Line. Based on the effectiveness in reducing unsafe motorist behavior and accidents, the program was expanded to the Orange Line Busway, the Gold Line Eastside extension, and the Expo Line. The program has now been incorporated into Metro’s design criteria for all future light rail and bus fixed guideways and will be installed on the Crenshaw Line.

This award will not only allow Metro to receive the maximum safety benefit from its current 104 photo enforcement cameras, but will also help Metro achieve a seamless transition to new software and an enhanced digital camera system. More importantly, it will allow Metro to continue its mission of improving safety by incorporating the enforcement component of Metro’s safety program that includes engineering, enforcement, and education on its light rail and bus fixed guideways. For information on how the RLPE system works and revenues received, please refer to Attachment B.

Metro would like to consolidate all current RLPE contracts under a single contract with an effective date of July 1, 2014. The benefit of such a consolidation will result in a consistent, unified, and integrated photo enforcement system. The benefits of a single contract are the following:

- Lower overall Operations and Maintenance (O&M) costs
- Utilization of existing infrastructure and equipment
- Interchangeability of equipment among different bus and rail lines
- Operational efficiency by procuring and managing a single contract instead of several fragmented contracts

At the April 2013 meeting, the Board approved staff’s recommendation to extend the original expiration date of the RLPE contracts for the Blue, Gold, Expo, and Orange lines to June 30, 2014. The Board also authorized staff to initiate a new procurement for a single contract with a bi-annual evaluation to replace the multiple contracts for the Blue, Gold, Expo, and Orange Lines. Staff has completed the process of a competitive procurement for the new single contract. Following a successful proposal evaluation process, Xerox was chosen as the most qualified among the three participants. The details of the procurement process are included in Attachment A.

DETERMINATION OF SAFETY IMPACT

Approval of this item will result in enhancing the safety of the general public, and Metro’s patrons and employees. Furthermore, approving this item will reduce our RLPE service interruptions and accident-related costs.

FINANCIAL IMPACT

Funding for this contract will be included in the FY15 budget after award of the contract.

Since this is a multi-year contract/project, the cost center manager and the Executive Officer of Corporate Safety will be accountable for budgeting the cost in future years, including any option exercised. It is likely, that if the historical trend of violations remains the same, the revenue received from these violations will offset the operations and maintenance cost of the RLPE program.

Impact to Budget

The source of funds for this action is Prop A, and Prop C, and will be obtained through Metro Blue, Orange, Gold, and Exposition Lines' operating budgets.

ALTERNATIVES CONSIDERED

The alternative is not to approve the award of this contract which would cease the RLPE enforcement services. Staff strongly recommends the Board not take this action as it will result in:

- Increase in unsafe driving habits
- Increase in accidents
- Increase in claims and litigation costs
- Interruption in operations resulting in inefficient levels of service to the public
- Increase cost to Metro by having additional LASD Deputies conduct enforcement

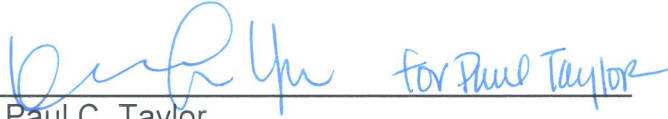
ATTACHMENTS

A. Procurement Summary

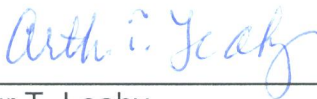
Prepared by: Abdul Zohbi, System Safety Manager, (213) 922-2114



Michelle Lopes Caldwell
Chief Administrative Services Officer



Paul C. Taylor
Deputy Chief Executive Officer



Arthur T. Leahy
Chief Executive Officer

PROCUREMENT SUMMARY

PHOTO ENFORCEMENT PROGRAM

1.	Contract Number: PS68103079	
2.	Recommended Vendor: Xerox State & Local Solutions, Inc.	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: 4/03/13	
	B. Advertised/Publicized: 4/09/13	
	C. Pre-proposal/Pre-Bid Conference: 4/10/13	
	D. Proposals/Bids Due: 4/30/13	
	E. Pre-Qualification Completed: Yes	
	F. Conflict of Interest Form Submitted to Ethics: Yes	
	G. Protest Period End Date: (15 Calendar Days after Notification of Intent to Award)	
5.	Solicitations Picked up/Downloaded: 25	Bids/Proposals Received: 3
6.	Contract Administrator: Nathan Jones III	Telephone Number: 922-6101
7.	Project Manager: Abdul Zohbi	Telephone Number: 922-2114

A. Procurement Background

This Board action is to award Contract PS68103079 to acquire Red Light Photo Enforcement (RLPE) design and construction services and to provide equipment for installation along with maintenance services to support Metro's Blue, Gold, Expo, and Orange Line rail crossings.

The RFP was issued in accordance with Metro's Acquisition Policy and the contract type is a Firm Fixed Price.

One amendment was issued during the solicitation phase of this RFP:

- Amendment No. 1 was issued on April 15, 2013 to update a Special Provision, to amend the Instructions to Proposers, and to revise the proposal due date.

A pre-proposal meeting was held on April 10, 2013. A total of three (3) proposals were received on April 30, 2013.

B. Evaluation of Proposals/Bids

A total of three proposers responded to this solicitation. A Source Selection Committee (SSC) consisting of staff members from Metro’s Systems Safety Department and representatives of law enforcement from the Los Angeles County Sheriffs Department convened and conducted a comprehensive technical evaluation of the proposals received.

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

Minimum Qualifications

1. Firm shall have a minimum of two (2) years experience specific to Rail Photo Enforcement at gated crossings
2. Firms shall have a minimum of five (5) years of general Photo Enforcement experience.
3. Firm shall have experience in operating a red light photo enforcement system in California and be familiar with all applicable state laws and regulations.

Evaluation Criteria:

• Experience & Qualifications of the Firm	20%
• Experience of Personnel	20%
• Work Plan & Project Master Plan	20%
• Small Business Goal	10%
• Price	<u>40%</u>
Total	110%

The minimum qualifications and evaluation criteria are appropriate and consistent with criteria developed for other, similar type safety systems. Several factors were considered when developing these weights giving the greatest importance to the price.

All three (3) firms met the minimum qualifications and were determined to be within the competitive range. The firms are listed below in alphabetical order:

1. American Traffic Solutions (ATS)
2. Redflex Traffic Systems
3. Xerox State & Local Solutions

During the period of May 2013 through September 2013 the SSC met and interviewed the firms. Each firm had an opportunity to present their management and technical team, their qualifications, experience, and respond to the SSC's questions. In general, each team's presentation addressed the requirements of the RFP, their experience relative to the required design, construction, operations and maintenance tasks, their work plan and schedule, and each team stressed their firm's commitment to the success of the project. Also highlighted were staffing plans and their perceived project risks and opportunities.

Qualifications Summary of Firms Within the Competitive Range:

American Traffic Solutions (ATS)

ATS is headquartered in Scottsdale, Arizona. ATS has over 22 years in road safety camera systems in North America and is providing approximately 300 various government agencies with photo traffic safety and camera services. They have road safety and photo enforcement camera systems in over 20 states and in approximately seven California municipalities. ATS proposed an experienced and qualified management, engineering, and maintenance team to support Metro's project. The SSC had concerns relative to ATS's proposed project schedule and total project price.

Redflex Traffic Systems (RTS)

Redflex Traffic Systems (RTS) headquartered in Phoenix, Arizona has been involved with roadway speed cameras since 1987 and has a long history of providing photo enforcement services in the US and internationally. RTS provides road safety and photo enforcement services for approximately 22 states and for approximately 50 California counties and cities which includes Sacramento, San Diego and Los Angeles counties; Beverly Hills, Montebello, Culver City, Oxnard, and El Cajon. RTS proposed an experienced technical and project management team with additional manpower resources locally available, if required. RTS proposed system was deemed technically qualified. Metro's primary concern was with RTS's ability to perform the weekly maintenance camera services requirements as specified in the Statement of Work.

Xerox State and Local Solutions

Xerox has assisted transportation agencies improve their productivity, situational awareness, and customer satisfaction by delivering comprehensive, client-specific

transportation solutions for over 20 years. Their photo enforcement experience includes more than 1,200 camera systems under contract including 103 camera systems operational on Metro's existing program. Xerox proposed management, technical, and maintenance personnel offer system continuity. Their past performance has demonstrated a commitment to Metro's photo enforcement project. Xerox's proposed work plan and project schedule meets Metro's project Statement of Work requirements. Their technical and project understanding of Metro's requirements, augmented by their photo enforcement experience with Metro's project, offers appreciable cost savings over the project life cycle.

1	FIRM	Average Score	Factor Weight	Weighted Average Score	Rank
2	American Transportation Solutions				
3	Experience of the Firm	90.00	20.00%	18.00	
4	Experience of Personnel	65.00	20.00%	13.00	
5	Work Plan and Project Master Schedule	43.30	20.00%	8.66	
6	SBE	0.00	10.00%	0.00	
7	Price	57.15	40.00%	22.86	
8	Total		110.00%	62.52	3
9	Redflex Traffic Systems				
10	Experience of the Firm	78.30	20.00%	15.66	
11	Experience of Personnel	48.30	20.00%	9.66	
12	Work Plan and Project Master Schedule	48.30	20.00%	9.66	
13	SBE	0.00	10.00%	0.00	
14	Price	80.23	40.00%	32.09	
15	Total		110.00%	67.07	2
16	Xerox State & Local Solutions				
17	Experience of the Firm	95.00	20.00%	19.00	
18	Experience of Personnel	95.00	20.00%	19.00	
19	Work Plan and Project Master Schedule	91.65	20.00%	18.33	
20	SBE	50.00	10.00%	5.00	
21	Price	100.00	40.00%	40.00	
22	Total		110.00%	101.33	1

The SBE standard evaluation weight was inadvertently omitted from the original RFP release but was incorporated at a later date; thus the total evaluation weight was changed from a Total of 100 to 110.

C. Cost/Price Analysis

The final accepted price has been deemed fair and reasonable based on adequate price competition.

Metro requested Best and Final Offers (BAFO) based on the firms receiving additional information through their interviews and presentations with Metro’s Source Selection Committee. The following is a summary of the BAFOs:

Work Tasks	ATS – BAFO	Redflex – BAFO	Xerox - BAFO	Metro ICE
Non-Recurring (NR)				
System Design	\$1,154,972	\$369,710	\$325,276	\$1,140,000
System Construction (inclusive of Option for Rear Video Camera)	\$10,518,172	\$2,298,958	\$5,284,958	\$5,700,000
Total NR	\$11,673,144	\$2,668,668	\$5,610,234	\$6,840,000
Recurring (R)				
O&M	\$27,743,040	\$25,411,968	\$16,922,552	\$27,360,000
Total (R)	\$27,743,040	\$25,411,968	\$16,922,552	\$27,360,000
Total Price	\$39,416,184	\$28,080,636	\$22,532,786	\$34,200,000

D. Background on Recommended Contractor

The recommended firm, Xerox State and Local Solutions, located in Los Angeles, California has over 19 years in the area of road safety and photo enforcement. Their headquarters is in Norwalk, Connecticut and it has 140,000 employees in 160 countries. Xerox possesses the financial stability and resources needed to support their commitment to Metro. This company has assisted transportation agencies improve their productivity, situational awareness, and customer satisfaction by delivering comprehensive, client-specific transportation solutions. Their photo enforcement experience includes more than 1,200 camera systems under contract, including 103 camera systems operational on Metro’s existing program. Xerox is Metro’s current photo enforcement contractor and has been since 1994, delivering critical services and support. They have processed more than 20 million photo and parking enforcement violations per year. In addition to Metro, other major jurisdictions using Xerox systems include the cities of San Francisco, Atlanta, Cleveland, Dallas, Denver, and Portland; as well as the State of Illinois and Montgomery County, Maryland.

E. Small Business Participation

The Diversity and Economic Opportunity Department (DEOD) established a 15% Small Business Enterprise (SBE) goal for this solicitation. Xerox State and Local Solutions made a 23.4% SBE commitment. Xerox met the SBE goal and therefore received SBE preference points in the evaluation.

SMALL BUSINESS GOAL	SBE 15%	SMALL BUSINESS COMMITMENT	SBE 23.4%
------------------------------------	----------------	--	------------------

	DBE/SBE Subcontractors	% Committed
1.	Partners in Diversity	15.3%
2.	Los Angeles Signal Construction, Inc.	8.1%
	Total Commitment	23.4%

ATTACHMENT B

HOW THE RLPE SYSTEM WORKS

The LACMTA's RLPE system, which is owned and maintained by our contractor, will consist of a digital media camera and flash units which are installed at or near a rail or busway grade crossing and integrated with a data collection device and a detection system (such as in ground loops placed in the street or a radar device). The loops are installed in the traffic lanes for which enforcement is desired. For example, if the intent is to capture violations for left turns, the loops are installed in the left turn lane. If the intent is to capture violations for straight through movements, the loops are installed in the lanes used for this movement.

The camera, flash, and other equipment are all installed in the sidewalk opposite from the direction of motor vehicle movement. Underground conduits and wires connect the loops to the equipment on the sidewalk. The majority of the cameras deployed for LACMTA are used to enforce left turn movements across rail crossings (Blue and Gold Lines), but there are also a number of cameras deployed to enforce straight through movements against red traffic lights at Busway grade crossings on the Orange Line.

A violation occurs when a vehicle enters the rail or busway grade crossing against a red traffic signal or after the railroad gate arms have begun descending. The detection system calculates the speed of the vehicle and signals the camera to capture two photos, one when the vehicle activates the first loop and a second photo as the vehicle proceeds past the second loop and is in the intersection. Then the contractor retrieves all the captured photos and processes them for review and citation processing. Each violation is reviewed in a three-step process before a citation is issued by the Los Angeles County Sheriff's Department (LASD). This 3-step process verifies the vehicle's front license plate against DMV records to establish vehicle ownership. The photos must also show a clear view of the driver in order to issue a valid citation. The 3rd step involves a final review and approval by a LASD deputy after which the citation is mailed to the registered owner. As part of the mailing process, a certificate of mailing is obtained with each notice to appear, certifying when the citation was mailed. The owner has 2 options, either pay the citation or contest it. If the citation is contested, the registered owner or driver can review the citation information and photos by calling the contractor on the 800 number listed on the citation and make an appointment to review this information. If the motorist still believes that it is not a valid citation, he/she can appear before a Superior Court judge to dispute the citation. A LASD deputy represents LACMTA in this proceeding before the judge. The judge issues a final ruling after hearing from both parties.

CITATION REVENUES

The only objective of Metro's RLPE program is to enhance safety by deterring unsafe behavior of motorists at Metro's bus and light rail fixed guideway crossings, ultimately reducing the potential of collisions. Revenue received from citations was never a factor in the decision to implement the program.

Today, LACMTA's RLPE program operates at a gross cost of \$2,266,000 per year for a total of one hundred and four (104) active cameras on the Metro Blue, Gold, Orange, and Expo Lines. Based on the recommended contract, the operating cost will decrease to \$2,115,314 for a total of one hundred and fourteen (114) cameras as ten (10) additional cameras will become operational when the Crenshaw Line is opened (note that the Gold Line foothill extension, and the Exposition 2 extension do not have alignments that are similar to the other light rail lines where RLPE has been implemented). It is likely, that if the historical trend of violations remains the same, the revenue received from these violations will offset the operations and maintenance cost of the RLPE program. Revenues received from citations are deposited in the Enterprise fund.