

LISTING OF PROPOSERS

FOR: REQUEST FOR PROPOSALS FOR ADA PARATRANSIT SERVICES

RFP No.: 9524
RFP Opening: 01/07/2020

<u>PROPOSERS</u> (In alphabetical order)	<u>TOTAL PROPOSAL AMOUNT</u>
1. A-Para Transit 1400 Doolittle Drive San Leandro, CA 94577	\$28,049,935.03
2. Fresno Economic Opportunities Commission 1920 Mariposa Street Fresno, CA 93721	\$26,252,782.00
3. Keolis Transit 6053 West Century Boulevard, 9 th Floor. Los Angeles, CA 90045	\$21,315,208.22
4. National Express Transit 2601 Navistar Drive Lisle, IL 60532	\$25,183,393.52

Each proposer has agreed to allow the City one hundred twenty (120) days from date proposals were opened to accept or reject their proposal.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$ 25,183,393.52
to National Express Transit
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Remarks:

The Department of Transportation solicited proposals through the Request for Proposals (RFP) process for the provision of paratransit services. To receive Federal Transit Administration (FTA) funding, Federal law, through the Americans with Disabilities Act (ADA), mandates that entities provide paratransit services for individuals with disabilities, which are comparable to public transportation services. The contract awarded will be a requirements contract, and the amount paid to the selected contractor shall depend upon the amount of service they supply the City, as well as their overall performance.

The RFP for paratransit service was released on November 20, 2019, and was publicly posted and sent to 18 potential bidders.

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Proposals were due on January 7, 2020, and were revealed in a public bid opening. Responsive and responsible proposals were received from 4 bidders: Keolis Transit Services, LLC (Keolis), National Express Transit (NEXT), Fresno Economic Opportunities Commission (FEOC), and A-Para Transit Corp (A-Para).

The Proposal Evaluation Committee was comprised of the following individuals: Sarah Harris, City of Fresno Disability Advisory Committee (DAC) member and Program Manager for Resources for Independence, Central Valley; Chenier Derrick, DAC member and City of Fresno Paratransit Specialist; Shannon Mulhall, City of Fresno ADA Coordinator; Joe Vargas, Assistant Director of Transportation; and Linda Taylor, Senior Management Analyst, Department of Transportation.

Through a comprehensive review and interview process, guided by the Purchasing Division, the Committee's evaluation determined that NEXT presents the best value for the public and City.

NEXT meets the stated goals and will create a solid foundation for providing high-quality paratransit service for Fresno's residents. Additionally, the contract price proposed by NEXT was found to be fair and reasonable based on the Independent Cost Estimate (ICE) conducted prior to the proposal evaluation.

The current contract for paratransit services is held by Keolis Transit Services, LLC. On January 24, 2013, the City Council approved a three-year contract with 4 one-year extensions. Since the expiration of the fourth one-year extension, the Contractor has been aiding the City uninterrupted, and on a continuing basis, as specifically requested to do so by the Purchasing Manager, in accordance with the Special Conditions of the current contract. The Department anticipates a transition period of 45 days for NEXT to fully assume the duties of the paratransit contract. Provided Council approves the contract award on September 17, 2020, a Notice to Proceed (NTP) will be issued to NEXT no later than XX date, and the transition period will be complete no later than forty-five (45) days after the NTP date.

The extended timeline for this proposal process is directly attributed to the COVID-19 pandemic. FAX has implemented all Federal, State and County orders to enforce social distancing, providing personal protective equipment (PPE) to drivers and passengers, and establishing routine and event-driven sanitizing measures on fixed route service and at Handy Ride. The Department is now confident that this new normal is able to withstand a change in providers. Ridership is recovering from the initial stages of Shelter-In-Place orders and beginning to stabilize.

There is no fiscal impact to the general fund. Appropriations for paratransit services are included in the Department of Transportation FY20 and proposed FY21 budget at a level of \$7.2M for the fiscal year. Funds will come from the following sources:

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- 32% (approximately \$2.3M) from FTA 5307 annual allocation
- 68% (approximately \$4.9M) from Transportation Development Act (TDA)

The bid amounts listed above are for comparison purposes only, and actual contract expense will vary based upon actual vehicle service hours (VSH) provided each month. The service parameters prepared for this RFP estimated 105,000 annual revenue hours. Due to the changed landscape with COVID-19, annual revenue hours are now estimated at 85,000.

The submittal by NEXT estimates \$7.8M for year one (at 105,000 revenue hours). Using the adjusted amount of 85,000 revenue hours, the revised estimate is a 19% decrease when compared to current contract costs, or \$6.3M. The total contractual spend with Keolis has been \$48.6M, through May 2020.

Department Head Approval

[Signature]

Title Director of Transportation

Date August 19, 2020

Approve Dept. Recommendation Approve Finance/Purchasing Recommendation

Disapprove Disapprove

See Attachment

FINANCE DEPARTMENT

CITY MANAGER

[Signature] 08/20/2020
Purchasing Manager Date

[Signature] 8/24/20
City Manager or Designee Date

[Signature] 8/20/20
Finance Director Date