



BAY AREA TOLL AUTHORITY
Bay Area Metro Center
375 Beale Street
San Francisco, CA 94105
TEL 415.778.6700
WEB www.mtc.ca.gov

Memorandum

TO: BATA Oversight Committee

DATE: July 5, 2017

FR: Executive Director

W. I. 1251

RE: Contract – Toll Facilities Maintenance Services: Aegis ITS, Inc. (\$9,000,000)

This memorandum requests Committee authorization for a contract with Aegis ITS, Inc. (Aegis) to maintain existing toll facilities and equipment and provide as-needed maintenance and repair services at the seven state-owned Bay Area toll facilities in an amount not to exceed \$9,000,000 through August 31, 2020, with an option to extend for up to three (3) additional years in increments of BATA's choosing subject to the approval of future BATA budgets.

Background

The original toll facilities maintenance contract was approved in July 2011 and will expire on August 31, 2017. The toll facilities maintenance services to be performed under this contract are determined collaboratively by Caltrans and BATA staff and includes maintenance services relinquished from Caltrans to BATA. The contractor is responsible for completing daily ongoing maintenance services along with performing additional related services on a task order basis.

Since 2011, Aegis has served as the toll facilities maintenance contractor and has demonstrated its capability of providing preventive and corrective maintenance services for all activities assigned to it by BATA. The original contract initially included a list of thirteen (13) items to be regularly maintained; the new toll facilities contract will include a list of forty-five (45) items. Attachment A includes a list of items to be included for preventive and corrective maintenance, as well as task order work. The task order work includes detailed inspections and preventive maintenance for recurring specialty items, corrective actions resulting from these inspections and as-needed or emergency services.

Contractor Selection Process

On May 12, 2017, BATA issued a Request for Proposal (RFP) to provide maintenance services for the existing toll facilities and equipment and as-needed maintenance and repair services at the seven state-owned Bay Area toll bridges. BATA held a proposer's conference and site visit on May 24, 2017 during which two contractors attended. Staff provided project information and answered questions. A total of 2,737 firms were notified of the proposal, of which 58 firms (6.4%) opened the advertisement notice thirty-two firms visited our websites, registered with MTC's procurement system and downloaded the RFP. On June 9, 2017, BATA received one proposal, which was submitted by Aegis. BATA staff reviewed the proposal considering the factors listed in the next page as described in the RFP.

1. Cost (30%);
2. Cost effectiveness (10%);
3. Approach to conducting and completing project, including, but not limited to, understanding of scope, proposed work plan and schedule, ability to provide emergency response, resource availability, and resource allocation (25%);
4. Prime contractor's staff expertise, experience and past performance with similar types of projects (20%);
5. Ability to report and present information clearly (15%)

The proposal was evaluated by panel members comprised of BATA staff. Interviews were held on June 20, 2017 and a request for a Best and Final Offer (BAFO) was issued on June 23, 2017. The BAFO submitted by Aegis scored 96 out of 100 possible points. Aegis' proposal was cost effective and outlined an approach that demonstrated a strong understanding of the needs of the project. Also, Aegis has committed to providing an experienced and qualified team to deliver a high level of customer service for the project. For the past six years, while the number of items for regular maintenance have increased, Aegis' cost for recurring monthly maintenance remained the same. Its recurring monthly maintenance cost in this proposal will essentially remain the same as the original contract, including only industry increases in labor and equipment. Aegis' facility manager has also continued to successfully prioritize multiple projects while minimizing costs and managing numerous subcontractors; the technicians have proven to be knowledgeable, hard-working and customer service oriented. Attachment A shows a detail budget breakdown. Attachment B includes a summary of Aegis and its project team's small business and disadvantaged business enterprise status.

This contract is funded from Toll Bridge Rehabilitation Program funds and focuses on maintaining tolling related infrastructure and plaza facilities that were previously BATA reimbursed maintenance responsibilities of Caltrans. The backlog in deferred maintenance projects at the toll plazas has resulted in a significant number of task order based projects. Caltrans continues to perform other bridge related maintenance activities on a reimbursed basis from funds budgeted in the BATA Operating Budget. Maintenance cost savings are not anticipated in the near future with backlogged work and on-going maintenance needs.

Recommendation

Staff recommends that this Committee authorize the Executive Director or his designee to negotiate and enter into a contract with Aegis to provide toll facilities maintenance and repair services for all seven state-owned bridges in an amount not to exceed \$9,000,000 through August 31, 2020, with an option to extend for up to three (3) additional years in increments of BATA's choosing subject to the approval of future BATA budgets.



Steve Heminger

SH:al

Attachments

J:\COMMITTEE\BATA Oversight\2017\07 Jul'2017_BATA Oversight_Committee\5a_Contract-Toll_Facilities_Maintenance_Aegis_ITS.docx

Attachment A
Detailed Budget Breakdown
FY 2017-21

Work Element	Monthly Cost	Total Contract Cost
A. Maintenance from September 2017 to August 2020		
Recurring Monthly Maintenance	\$44,777	\$1,612,000
Spare Parts	\$8,333	\$300,000
Subtotal		\$1,912,000
B. Task Order Based (as Needed and corrective) Assignments		
Task Orders		\$7,088,000
Total		\$9,000,000

A. Maintenance from September 2017 to August 2020 – \$1,612,000 (\$44,777/month)

- \$44,777/month for inspection and some testing, maintenance and repair of a number systems at the toll plazas, including, but not limited to, changeable message signs (CMS), indicator lights, roadside signs, mechanical gates, generators, cameras, toll plaza lighting, server room, uninterruptible power supplies (UPS), heating ventilation and air conditioning (HVAC), fire systems, crash cushions, landscaping, lane channelizers, toll booths, lane gates, blinds, bird netting, elevators, vandalism, pest issues, intercom system, toll plaza sliding doors, bicycle and pedestrian paths, portable restroom facilities, treadles, and pressure washing.
- \$8,333/month for spare parts for CMS, treadles, auto toll signs, crash cushions and other parts as needed.

B. Task Order Based Corrective and as Needed Assignments - \$7,088,000

- BATA and Caltrans staff are working together to ensure the maintenance and repairs are prioritized and completed, as resources permit. Potential task order based projects include, but are not limited to:
 - a. Crash cushion replacement
 - b. High mast light inspection and repairs
 - c. SAS Elevator maintenance and repair (recurring)
 - d. UPS upgrades, maintenance and repair (recurring)
 - e. Fire Suppression System Repairs (recurring)
 - f. HVAC upgrades, maintenance and repairs (recurring)
 - g. Elevator repairs (recurring)
 - h. Generator maintenance and repairs (recurring)
 - i. SFOBB Oakland Touchdown Landscaping maintenance and repairs (recurring)

Attachment B
Small and Disadvantaged Business Participation

Firm Name	Role on Project	DBE* Firm			SBE** Firm		
		Yes	If Yes, List #	No	Yes	If Yes, List #	No
Aegis ITS, Inc., Prime Contractor	Project Management and Maintenance Services			X			X
Statewide Traffic Safety and Signs, Subcontractor	Traffic Control Services			X			X
Peterson Power Systems	Generator Maintenance and Repairs			X			X
AirCom Mechanical, Inc.	HVAC Maintenance and Repairs			X			X
Sabah International	Fire Suppression System Maintenance and Repairs			X			X
KONE, Inc.	Elevator Maintenance and Repairs			X			X
DT Mechanical	HVAC Repairs			X	X	1740172	
Brightview Landscape Services	Landscape and Tree Maintenance and Repairs			X			X
Dream Ride Elevator	Elevator Repairs			X	X	31539	

Sonitrol Security	Keycard Access System			X			X
Knock Em Out Pest Control	Pest Control			X			X
USA Hoist, Inc. (local subcontractor is All American Elevator, Inc.)	Elevator Maintenance and Repairs			X	X	50300 (All American Elevator, Inc.)	

*Denotes certification by the California Unified Certification Program (CUCP).

REQUEST FOR AUTHORITY APPROVAL
Summary of Proposed Contract

Work Item No.:	1251
Vendor:	Aegis ITS, Inc. - San Jose, CA
Work Project Title:	Toll Facilities Maintenance Services
Purpose of Project:	Provide maintenance services for tolling related equipment within the seven state-owned toll facilities along with minor task order based repairs.
Brief Scope of Work:	Provide maintenance and repair services for BATA-installed equipment (e.g. CMS signs, server room systems, etc.) and Caltrans-installed items (HVAC, landscaping, elevator, etc.) at the toll plazas for the state-owned bridges.
Project Cost Not to Exceed:	\$9,000,000
Funding Source:	Toll Bridge Rehabilitation Program Budget
Fiscal Impact:	Funds in the amount of \$3,000,000 are included in the FY 2017-18 Toll Bridge Rehabilitation Program Budget. Funds in the amount of \$3,000,000 per fiscal year for FY 2018-19 and FY 2019-20 and \$450,000 for FY 2020-21, are subject to the approval of future Toll Bridge Program Operating and Capital budgets.
Motion by Committee:	That the Executive Director or his designee is authorized to negotiate and enter into a contract with Aegis ITS, Inc. to provide toll facilities maintenance and repair services through August 31, 2020 as described above and in the Executive Director's memorandum dated July 5, 2017 and the Chief Financial Officer is authorized to set aside funds in the amounts per fiscal year as specified above with future fiscal years, subject to budget approval for such contract.
BATA Oversight Committee:	<hr/> Amy R. Worth, Chair
Approved:	Date: July 12, 2017