

Agreement for the Provision of Contracted Fixed-Route Service – Supplemental Information

Scoring Summary

Evaluation Criteria	MV Transportation, Inc.	First Transit, Inc.
Qualifications of the Firm (20 Percent)	16.0	17.6
Staffing and Project Organization (25 Percent)	16.5	18.0
Work Plan (30 Percent)	21.0	22.2
Subtotal	53.5	57.8
Cost and Price (25 Percent)	22.5	25.0
Grand Total	76.0	82.8

Staffing Plan

Department	MV Transportation, Inc.	First Transit, Inc.	Difference
Administrative	6	9	3
Maintenance	80	79	-1
Operations Support	26	31	5
Subtotal	112	119	7
Coach Operators			
Full Time	396	362	-34
Part Time	34	52	18
Subtotal	430	414	-16
Staffing Total	542	533	-9

Analysis of Cost Proposal

- Primary cost differences in benefits, parts, and profit
- Checks for reasonableness were conducted in key areas of cost differences
 - Best and Final Offer conducted, additional information requested
- Both firms have certified that pricing will not increase during the contract term unless OCTA requests changes in the scope of work

Cost Comparison – Initial Term

Costs	Initial Term		
	First Transit	MV Transportation	Variance
<i>Fixed Costs</i>			
1 Start-Up Costs	\$ 1,217,113	\$ -	\$ 1,217,113
2 Management & Oversight	4,491,590	4,317,534	174,056
3 Equipment & Depreciation Costs	2,894,545	1,352,798	1,541,747
4 Casualty/Liability Insurance Cost	745,959	3,459,260	(2,713,301)
5 Management Fee/Profit	448,194	648,784	(200,590)
Total Fixed Costs	\$ 9,797,400	\$ 9,778,376	\$ 19,024
<i>Variable Costs</i>			
6 Direct Labor, Benefits, Taxes	\$ 103,609,753	\$ 110,442,896	\$ (6,833,143)
7 Equipment, Materials & Supplies	2,457,795	2,707,392	(249,597)
8 Insurance, Permits, Taxes, Licenses	8,371,424	5,504,835	2,866,589
9 Maintenance Costs	11,989,744	16,233,638	(4,243,894)
10 Management Fee/Profit	7,261,053	9,611,845	(2,350,792)
Total Variable Costs	\$ 133,689,770	\$ 144,500,606	\$ (10,810,836)
Total Costs	\$ 143,487,171	\$ 154,278,982	\$ (10,791,811)

Terms and Conditions of the Contract

- Contract Term and Structure
 - Four year term with two two-year option terms
 - Fixed Monthly Rate/Revenue Vehicle Hour Rate
- Certification – pricing to remain as proposed unless OCTA changes service level or requirements
- Performance Bond – 10% of total amount of initial term
- Performance Standards- penalties and incentives may be imposed
- Termination for Convenience and Default clauses
- FTA Funded - includes all required federal clauses

Key Transition Action Items

- Retention of current contractor staff
- Recruitment of additional staff
- Training
- Facility Preparation
- Vehicle Inspections
- Implement Operational Processes

Next Steps

- Award contract to First Transit, Inc. to provide contracted fixed-route service
- Begin transition with First Transit, Inc. for June 14, 2015 effective date