

PROCUREMENT SUMMARY

1.	Recommended Vendor(s): Superheat FGH Services, Inc.
2.	Procurement Type: Request for Proposals (RFP) 90362
3.	Procurement Details: A. Contract Status: Replacement Agreement B. Bid Advertisement Date: August 12, 2016 C. Pre-Bid Conference Date: August 24, 2016 D. Bid Due Date: September 13, 2016 E. Number of Downloads of Solicitation: 5 (3 Primes, 2 Subcontractors)* F. Number of Bids/Proposals Received: 2 G. Protest Received: No
4.	Buyer Assigned: Teresa Reinosa
5.	Contract Administrator: Shaahin Jahangard
6.	LADWP System: Power System
7.	Contact Person for Item: Shaahin Jahangard

*Note: eRSP requires vendors to express interest either as a prime contractor or subcontractor only in order to download solicitation documents. Downloads do not necessarily accurately reflect unique vendor interests as multiple individuals in an organization can download solicitations.

A. Evaluation Rating Summary of Proposal

Criteria	Maximum Score	Superheat FGH Services, Inc.	Team Industrial Services, Inc
Financial Stability	Pass/Fail	Pass	Pass
Compliance with Mandatory Requirements	Pass/Fail	Pass	Pass
Proposer's Qualifications and Experience	15%	13.0%	9.0%
Proposer's References	10%	9.0%	9.0%
Proposer's Previous Work with LADWP	5%	4.3%	3.8%
Organizational/Management Approach to the Work	10%	8.7%	4.3%
Qualifications of Key Personnel	5%	2.0%	3.8%
Technical Approach	10%	9.7%	6.0%
Quality Assurance Manual	5%	4.8%	3.8%
Resources	15%	13.5%	12.5%
Fee Schedule	25%	25.0%	24.72%
Subtotal	100%	90.0%	76.92%
Local Business Preference Program	Up to 8%	0%	0%
Total Evaluated Score	108%	90.0%	76.92%

B. Evaluation of Proposals

Two proposals were received under RFP 90362. These proposals were evaluated by a three member team, which consisted of engineering staff from the Power System. The team evaluated all criteria except for financial stability and subcontracting requirements. Financial stability was evaluated by LADWP's Financial Services Organization, and subcontracting requirements were evaluated by Supply Chain Services, Office of Small Business and Supplier Relations. Heat Treatment is a highly specialized field, which limits the number of companies able to compete in the market. The recent merger of Team Industrial Services, Inc. and Furmanite Corporation, as well as, the 48-hour response time requirement may have contributed to the low bidder participation.

Superheat FGH Services, Inc. was determined to be the most qualified company to perform the WPPWHT services.

The proposed price has been determined to be fair and reasonable as described in the Financial Information section.

C. Procurement History

Service/Item History – Number of Times Item or Service has been Procured					
Contract/ PO No.	Contractor	Term of Contract	Start Date	Ending Date	Contract Amount
02241-5	Team Industrial Services, Inc.	One Year with Two Optional One-Year Periods	4/6/16	4/5/18	\$450,000
47041-2	Superheat FGH Services, Inc.	One Year with Two Optional One-Year Periods	11/1/11	11/30/14	\$540,000
49006-2	Superheat FGH Services, Inc.	3 Months	9/1/11	11/30/11	\$45,000

Vendor Experience - – Number of Contracts Vendor had with LADWP During the Past 5 Years					
Contract/ PO No.	Contractor	Term of Contract	Start Date	Ending Date	Contract Amount
47041-2	Superheat FGH Services, Inc.	One Year with Two Optional One-Year Periods	11/1/11	11/30/14	\$540,000
49006-2	Superheat FGH Services, Inc.	3 Months	9/1/11	11/30/11	\$45,000

D. Local Business Preference Program (LBPP)

The LBPP was included in this proposal. However, LBPP was not a determining factor in the evaluation and recommendation of award for the Agreement.

E. Additional Outreach Efforts Taken

In addition to the original bid list, the following outreach efforts were taken:

- The RFP was posted on the LADWP website and the City of Los Angeles Business Assistance Virtual Network (LABVN) website.
- The RFP was electronically advertised on the Electronic Request-Solicit-Procure System (eRSP) for direct download.

F. Small Business Enterprises (SBE)/Disabled Veterans Business Enterprises (DVBE)/Minority Business Enterprises (MBE)/Women Business Enterprises (WBE)/Other Business Enterprises (OBE) Subcontracting Participation

Due to the specialized nature of the services to be provided, there is no subcontracting participation requirement.