

PROCUREMENT SUMMARY

1.	Recommended Vendor(s): Navigant Consulting, Inc. and PA Consulting Group, Inc.
2.	Procurement Type: Request for Proposal
3.	Procurement Details: A. Contract Status: Replacement B. Bid Advertisement Date: July 21, 2017 C. Pre-Bid Conference Date: August 1, 2017 D. Bid/Proposal Due Date: August 31, 2017 E. Number of Downloads of Solicitation: (60 primes, 29 subcontractors)* F. Number of Bids/Proposals Received: 3 G. Protest Received: No
4.	Buyer Assigned: Ramiro A. Puhawan
5.	Contract Administrator: Dalia Trad
6.	LADWP System/Division: Joint/Financial Services Organization, Rates
7.	Contact Person for Item: George Chen

*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 Proposals

Evaluation Criteria	Weight	Navigant	PA	Raftelis
SBE/DVBE Participation Program	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Financial Resources and Responsibility	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Compliance with Minimum Requirements	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Compliance with Mandatory Requirements	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Proposer's Qualification and Experience	22%	17.05	19.80	12.65
Organization/Management Approach to Work	3%	2.55	2.63	2.18
Qualifications of Key Personnel	20%	15.50	17.00	12.00
Technical Approach	25%	18.75	20.00	15.00
Compliance Matrix to Technical Requirements	5%	4.50	3.88	4.13
Fee Schedule	25%	16.00	23.00	25.00
Total Score	100%	74.35	86.31	70.96
Local Business Preference Program	Up to 8%	8.00	-	-
Final Score	108%	82.35	86.31	70.96

B. Evaluation of Bid/Proposal

On July 21, 2017, LADWP issued a Request for Proposal (RFP) to evaluate and select a contractor for a three-year agreement. Three proposals were received by the August 31, 2017, due date. The proposals were evaluated for compliance with the RFP requirements by staff from FSO.

SBE/DVBE Participation Program Requirement was evaluated by LADWP's Office of Small Business and Supplier Relations. Financial Resources and Responsibility was evaluated by LADWP's FSO.

Navigant has been selected to provide the rate consulting services portion of the RFP bringing their expertise for the upcoming interim rate review. These services are covered under Tasks 3, 4, 5, 6, 7, 8, 11, and 12.

Under the prior agreement for rate consulting services, PA provided LADWP assistance with the rate design implemented under the current water and power ordinances. It is not advisable that the same consultant validate those same rates under the interim rate review for the purpose of maintaining transparency. Accordingly PA has been selected to provide only the formal cost studies and benchmarking assessment portion of the RFP. These services are covered under Tasks 1, 2, 9, and 10.

The recommended fee schedule has been determined to be fair and reasonable based on a comparison of all the proposals received under RFP No. 90401.

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
47184-3	PA Consulting Group, Inc.	3 Years	06/14/13	06/13/16	\$1,251,191
47002	PA Consulting Group, Inc.	1 Year and 10 Months	02/14/11	12/31/12	\$1,330,332

Vendor Experience – Number of Contracts Vendor had with LADWP During the Past 5 Years PA Consulting Group, Inc.					
Contract/ PO No.	Contract Description	Term of Contract	Start Date	Ending Date	Contract Amount
47184-3	Marginal Cost Study and Rate Consulting Services	3 Years	06/14/13	06/13/16	\$1,251,191
47002	Assist the Los Angeles Department of Water and Power to Develop a Revenue Requirement and Rate Restructure	1 Year and 10 Months	02/14/11	12/31/12	\$1,330,332

Vendor Experience – Number of Contracts Vendor had with LADWP During the Past 5 Years Navigant Consulting, Inc.					
Contract/ PO No.	Contract Description	Term of Contract	Start Date	Ending Date	Contract Amount
47379	Evaluation and Expansion of North American Electric Reliability Corporation Compliance Program	3 Years	03/02/16	03/01/19	\$1,010,877
47198	Evaluation, Measurement and Verification Services of Energy Efficiency Measures as Part of the Energy Efficiency Programs as Well as Evaluation of the Participation of LADWP Customers	3 Years	11/04/13	11/03/16	\$3,705,437
47166	Evaluation of Existing System with Respect to Demand Response Including the Detail Planning and Implementation of Plan Documents	1 Year and 6 Months	04/05/2013	10/04/14	\$603,625

D. Local Business Preference Program (LBPP)

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

E. Additional Outreach Efforts Taken

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

- RFP No. 90401 was posted on the LADWP website and the City of Los Angeles Business Assistance Virtual Network (LABAVN) 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

RFP No. 90401 included a 15 percent mandatory SBE/DVBE participation requirement. Navigant Consulting, Inc. exceeded the mandatory SBE/DVBE requirement of 15 percent with a total commitment of 16.0 percent.

PA Consulting Group, Inc. exceeded the mandatory SBE/DVBE requirement of 15 percent with a total commitment of 20.43 percent.

Navigant Consulting, Inc.

SBE SUBCONTRACTING

Name	Description of Subcontracting Work	Dollar Amount	Percentage
Jane Yura LLC (WBE)	Management Consulting Services	\$ 95,375	2.9%
Energeia USA	Management Consulting Services	\$ 103,280	3.1%
MBI Media (WBE)	Public Relations Consulting Services	\$ 131,675	4.0%
NBS Government Finance Group, dba: NBS	Water Rate Consulting Services	\$ 199,730	6.0%
Total:		\$ 530,060	16.0%

DVBE:	None
MBE:	None
WBE:	None
WBE:	None

PA Consulting Group, Inc.

SBE SUBCONTRACTING

Name	Description of Subcontracting Work	Dollar Amount	Percentage
Borismetrics	Lead Development of Power Marginal Cost of Service Study etc.	\$ 179,499	14.11%
A&N Technical Services, Inc.	Lead Development of Water Marginal Cost of Service Study etc.	\$ 57,246	4.50%
HF&H Consultants, LLC	Provide Subject Matter Expertise for Water Embedded Cost	\$ 23,153	1.82%
Total:		\$ 259,898	20.43%

OBE SUBCONTRACTING

Name	Description of Subcontracting Work	Dollar Amount	Percentage
Cogentar LLC	Computer System Design and Related Services	\$ 63,353	4.98%
Total:		\$ 63,353	4.98%

DVBE:	None
MBE:	None
WBE:	None