



**II. FISCAL IMPACT ANALYSIS**

**A. Five Year Summary of Fiscal Impact:**

Fiscal Years	2012	2013	2014	2015	2016
Grant Expenditures					
Operating Costs	\$2,100,477.48	\$17,539,691.24	\$17,831,394.88	\$18,079,656.44	\$18,332,514.28
External Revenues					
Program Income (County)					
In-Kind Match (County)					
<b>NET FISCAL IMPACT</b>	\$2,100,477.48	\$17,539,691.24	\$17,831,394.88	\$18,079,656.44	\$18,332,514.28
<b># ADDITIONAL FTE POSITIONS (Cumulative)</b>	0	0	0	0	0

Is Item Included In Current Budget? Yes X No \_\_\_\_\_  
 Budget Account No.: Fund 1340 Dep't. 540 Unit Various Object 3401  
 Program \_\_\_\_\_ Reporting Category \_\_\_\_\_

**B. Recommended Sources of Funds/Summary of Fiscal Impact:**

**C. Departmental Fiscal Review:** John D. For For  
 John Murphy, Finance Manager

**III. REVIEW COMMENTS**

**A. OFMB Fiscal and/or Contract Dev. and Control Comments:**

[Signature] 3/29/2012  
 OFMB  
 SA  
 3/23/12  
 3/29/12  
 3/29/12

[Signature] 3/29/12  
 Contract Dev. and Control  
 If approved, a contract will be brought forward at a later date.

**B. Legal Sufficiency:**

[Signature] 3/29/2012  
 Assistant County Attorney

**C. Other Department Review:**

\_\_\_\_\_  
 Department Director

(3)

Metro Mobility Management Group, LLC was scored highest by the selection committee and it is recommended that the Board approve this selection. The vendor has stated that DBE participation will be increased to upwards of 40% of the service provided. (The DBE goal was 30%.) MMMG is currently one of three vendors performing in a satisfactory capacity. The cost proposal by MMMG (as shown in attachment #2) will provide an estimated \$16,000,000 savings over the next highest ranked proposer.

**ATTACHMENT #2 - PARATRANSIT RFP COST PROPOSALS**

<b>Vendor</b>	<b><u>Total Cost</u></b>	<b><u>Annual Average Cost</u></b>	<b><u>First Year Cost</u></b>	<b><u>Estimated 1st Year Savings</u></b>
<b>MMMG</b>	\$ 90,246,068	\$ 18,049,214	\$ 17,503,979	\$ 3,796,021
<b>Transportation America</b>	\$ 103,917,563	\$ 20,783,513	\$ 19,599,151	\$ 1,700,849
<b>MV</b>	\$ 106,970,606	\$ 21,394,121	\$ 19,575,144	\$ 1,724,856
<b>American Logistics</b>	\$ 113,807,834	\$ 22,761,567	\$ 20,974,041	\$ 325,959
<b>First Transit</b>	\$ 125,511,827	\$ 25,102,365	\$ 22,848,728	\$ (1,548,728)

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Palm Tran Actual/current projected vendor costs for FY2012 are projected to be \$21.3 Million



**Purchasing Department**

50 South Military Trail, Suite 110  
West Palm Beach, FL 33415-3199  
(561) 616-6800  
FAX: (561) 616-6811  
www.pbcgov.com/purchasing

**DATE:** March 16, 2012  
**TO:** Proposers to RFP\*  
**FROM:** Sharon Cushnie  
Senior Buyer   
**RE:** RFP No. 11-097R/SC, Paratransit Services - Award Recommendation

The Selection Committee for the above-referenced RFP has voted to recommend award to Metro Mobility Management Group, LLC, West Palm Beach, FL.

The Notice of Intent to Award this RFP has been posted. For your convenience, you can view the posting on the Palm Beach County website <http://www.pbcgov.com/pur>. This recommendation is not final until approved by the Board of County Commissioners or their designee.

Proposers are advised that the "Palm Beach County Lobbyist Registration Ordinance", i.e. "Cone of Silence" is still in effect until award of a contract by the Board of County Commissioners. During this time, a proposer or anyone representing the proposer is prohibited from communicating verbally with any County Commissioner, County Commissioner's staff, or any County Employee authorized to act on behalf of the Board of County Commissioners to award this contract regarding its proposal. Under the Ordinance, written communication is permissible.

If you have any questions, you may contact me at (561) 616-6808 or by e-mail at: [scushnie@pbcgov.com](mailto:scushnie@pbcgov.com)

**Palm Beach County  
Board of County  
Commissioners**

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Steven E. Abrams, Vice Chairman

Karen T. Marcus

Faustette Purdick

Patt Adenson

Jess K. Santamaria

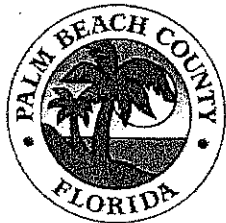
Priscilla A. Taylor

**County Administrator**

Robert Weissman

*Proposers to RFP:		<u>FAX Number</u>
David Braun	American Logistics Company, LLC	Fax: (877) 499-3983
Curtis Stancil	First Transit, Inc.	Fax: (804) 739-7260
Robert Glaeser	Metro Mobility Management Group, LLC	Fax: (561) 616-2797
Gary Coles	MV Transportation, Inc.	Fax: (707) 430-0369
Zev Naiditch	Transportation America, Inc.	Fax: (305) 265-3303

cc: Chuck Cohen, Executive Director, Palm Tran  
Donna Pagel, Purchasing Manager  
file



County Administration  
P.O. Box 1989  
West Palm Beach, FL 33402-1989  
(561) 355-2030  
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**Palm Beach County  
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Jess R. Santamaria  
Priscilla A. Taylor

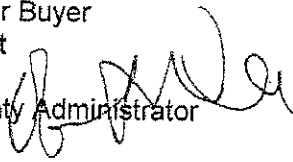
**County Administrator**

Robert Weisman

ATTACHMENT 1  
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**INTEROFFICE COMMUNICATION  
PALM BEACH COUNTY**

**TO:** Sharon Cushnie, Senior Buyer  
Purchasing Department

**FROM:** Robert Weisman, County Administrator 

**DATE:** March 15, 2012

**RE:** EVALUATION SUMMARY  
RFP NO. 11-097R PARATRANSIT SERVICES

As Chairman of the selection committee for referenced RFP, this fulfills my responsibility to provide an evaluation summary outlining the basis for the committee's selection.

The committee recommends the selection of Metro Mobility Management Group, LLC. (Metro)

Metro received four out of the five first place votes. The other vote they received was for second place.

The second place finisher was MV Transportation, Inc. (MV). They received four second place and one first place vote.

No other of the five vendors who competed received rankings in proximity to these two.

The primary reason for the Metro selection was that their price was substantially less than all others and price was a significant factor in the process. (\$13 million less than the next lowest price and \$16 million less than the second ranked firm over five years)

Secondary reasons include that they are providing satisfactory service under a current contract with the County and that they met or exceeded all RFP criteria in regards to vehicles, management, training and means of service delivery. The only issue with Metro, and it was the indicated reason for the one first place vote for MV, was Metro's union employee contract problems and Federal court involvement on that issue. Basically, Metro drivers are currently and likely in the future to be paid less than drivers for most of the other competitors, particularly MV. This was discussed by the committee with Metro and assurances were received as to the ability of Metro to deliver under the terms of their proposal. They anticipate an eventual agreement with the union.

Other vendors could not compete with the local experience and service delivery capabilities of Metro and MV.

**SUMMARY OF SELECTION COMMITTEE SCORING / RANKING**

Form K-1A

RFP #: 11-097R/SC	TITLE: PARATRANSIT SERVICES
BUYER: Sharon Cushnie	
Oral Presentation/Selection Meeting 3/8/12	

**KEY(S) FOR RECOMMENDATION: (PLEASE NOTE YOUR RECOMMENDATION BELOW) PREFERENCE CODES:**

- (1) RECOMMENDED AWARDEE - HIGHEST RANKED RESPONSIVE AND RESPONSIBLE PROPOSER
- (2) SECOND HIGHEST RANKED RESPONSIVE AND RESPONSIBLE PROPOSER
- (3) THIRD HIGHEST RANKED RESPONSIVE AND RESPONSIBLE PROPOSER
- (4) FOURTH HIGHEST RANKED RESPONSIVE AND RESPONSIBLE PROPOSER
- (5) FIFTH HIGHEST RANKED RESPONSIVE AND RESPONSIBLE PROPOSER

**EVALUATORS:**

RW	=	Robert Weisman
LB	=	Liz Bloeser
RJ	=	Ron Jones
AG	=	Allen Gray
TB	=	Terry Brown

"DFW"= Drug Free Workplace Certification

Name of Proposer	Each Evaluator's Scores (Including SBE/LP - If applicable) (Initials of Ea. Evaluator)					DBE	*Total Score	Each Evaluator's Rankings (based on each Evaluator's scores) (Initials of Ea. Evaluator)					Total Of Evaluators Rankings	AWARD RECOMMENDATION "KEY" ONLY (SEE ABOVE) RANK
	RW	LB	RJ	AG	TB			RW	LB	RJ	AG	TB		
American Logistics Company	58.4	59.4	32.4	41.4	53.4	Yes	245.0	5	5	5	5	4	24	5
First Transit	59.0	63.0	54.0	47.0	52.0	Yes	275.0	4	4	3	4	5	20	4
Metro Mobility Management Group, LLC	93.0	84.0	73.0	64.0	76.0	Yes	390.0	1	1	1	2	1	6	1
MV Transportation, Inc.	80.3	76.3	62.3	65.3	75.3	Yes	359.5	2	2	2	1	2	9	2
Transportation America, Inc.	74.3	73.3	43.3	52.3	72.3	Yes	315.5	3	3	4	3	3	16	3

\* Tiebreakers, if required, are applied in the following order: 1) Drug Free Workplace Certification; 2) Total Score

Sharon Cushnie  
Sharon Cushnie, Senior Buyer

3/8/12  
Date

ATTACHMENT  
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