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RECOMMENDED CONTRACTOR:
CINCINNATI STREETCAR OPERATIONS & MAINTENANCE
July 2015

The contract:

- Best-value proposer: Transdev Services, Inc., turn-key method (*Transdev was the best-value proposer for both turn-key and management contract methods*)
- Fixed-cost contract: Start-up plus five-year base contract with five one-year optional extensions (up to 10 years maximum for both the base contract and the five option years)
- Turn-key method: contractor provides all management, operations and maintenance personnel
- Within the budget established by the City of Cincinnati
- Maintains service levels included in the Federal grant applications
- Cost:
 - Start-up through Sept, 15, 2016: \$ 1.10 million
 - Year 1 beginning Sept. 15, 2016: \$ 3.27 million
 - Maximum: start-up, base contract + 5 option years \$38.33 million
(start-up + 10-year contract maximum)
- Transdev committed to a minimum of 5.6% DBE participation (exceeded RFP)
- Contract includes:
 - All staffing: management, operations, maintenance
 - Start-up phase to prepare for service
 - Safety
 - Operation of streetcars
 - Maintenance of vehicles
 - Maintenance of most streetcar infrastructure (track, power system, stations and maintenance facility)
- Transdev will begin work in late July to prepare for the arrival of the first streetcars this fall
- Similar to SORTA's turn-key contract approach for Access paratransit service (Access contract with MV Transportation is \$5.7 million in 2015)

Procurement process:

- SORTA issued the Request for Proposals (RFP) on Jan. 6, 2015; proposals were due March 30.

- SORTA required all proposers to submit proposals for two methods:
 - Turn-key -- contractor would provide all services and personnel
 - Management contract -- SORTA would provide certain employees
- Five proposals were received:
 - AECOM -- URS Energy & Construction, Inc.
 - First Transit, Inc.
 - Herzog Transit Services, Inc.
 - RATP Dev/McDonald Transit, LLC (RDMT)
 - Transdev Services, Inc.
- A committee of SORTA and City employees conducted a thorough evaluation of the proposals, including several rounds of ratings
- Evaluation criteria:
 - Project approach (30%) -- understanding of what is required; safety and customer service; maximizing resources, etc.
 - Qualifications of firm and project team (30%) -- experience of the firm and staff assigned to Cincinnati Streetcar
 - Price (25%) -- fixed price to operate and maintain the system
 - Operating plans (15%) -- start-up preparations and testing; operations and maintenance of the vehicles and electrical system; operating facility maintenance, etc.
- Selection process:
 - Initial evaluation to assure compliance with RFP
 - Interviews with all five proposers
 - Best and Final Offers requested (price, schedule, staffing)
 - Three firms were selected for negotiations
 - Two-day negotiating sessions were held with each finalist
 - Panel unanimously selected Transdev as the successful proposer for both methods (turn-key and management contract)

About Transdev (*see separate backgrounder*)

- Extensive experience in the United States and internationally
- Rail contracts: commuter rail, light rail and streetcar, including largest streetcar system in the nation (New Orleans, since 2009)
- Cincinnati Streetcar management team represents 100+ years' experience:
 - General Manager **John Claflin** – 37 years' transit experience including rail management in Denver, Houston and Portland
 - Maintenance Manager **Scott Archibald** – 30 years' experience including project management for New Orleans streetcar expansion; served as AVP of Way Structures and Amenities for DART in Dallas
 - Transportation/Safety & Security Manager **Phil Lind** – 30+ years' experience at Cincinnati Metro; extensive operations experience