



**ITEM ID:** 2025-114-0

**TRANSMITTAL DATE:** April 4, 2025

**MEETING DATE:** April 11, 2025

**TO:** Contracts, Operations, Maintenance, and Safety Committee

**FROM:** Justin Fornelli, Chief, Program Delivery

**SUBJECT:** Contract No. PO930R-25 - Hyundai-Rotem Emergency Window Gaskets Replacement - Recommendation to Award - Custom Glass Solutions Fostoria, LLC

### **Issue**

The Authority's Hyundai-Rotem emergency window gaskets are experiencing durability issues at the pull handle connection point during removal and reinstallation and require replacement.

### **Recommendation**

It is recommended that the Committee recommend the Board authorize the Chief Executive Officer (CEO) to award Contract No. PO930R-25 to Custom Glass Solutions Fostoria, LLC (CGS) for Hyundai-Rotem Emergency Window Gaskets Replacement for a total not-to-exceed amount of \$997,517.48. This amount is for a total order of 2,400 units which includes the base and option quantities. The award is subject to resolution of any timely filed protests.

### **Strategic Commitment**

This report aligns with the Strategic Business Plan Commitment of:

- **Safety is Foundational:** We will stay on the leading edge by deploying new technologies and processes to enhance the safety and security of our riders, our fellow employees, and the communities we serve. This project supports the commitment to safety by addressing durability issues in the Hyundai-Rotem fleet's emergency window gaskets, ensuring reliable performance and enhanced safety during emergency situations.

## **Background**

This project for a redesign of the Hyundai-Rotem emergency window gaskets to improve the handle-to-gasket connection point, addressing durability issues caused by damage during removal and re-installation.

This is the fourth attempt to procure this project. Previous solicitations were issued on October 14, 2022, February 13, 2023, and December 5, 2023, but those efforts either received no bids or involved vendors who were deemed non-responsive. The first two procurement attempts were in the form of lowest bidder solicitations, as Invitations for Bids (IFB). After the second unsuccessful IFB, it was determined that a more comprehensive procurement process in the form of a Request for Proposals (RFP) was required due to the qualitative elements in the scope of work, which includes redesigning the current window gaskets. The first RFP resulted in proposals being received; however, upon review they were deemed non-responsive, due to the proposals or documentation being incomplete, resulting in reprocurring the project for a fourth time.

## **Discussion**

On July 10, 2024, the Authority issued a Request for Proposals (RFP) No. PO930R-25, seeking proposals from qualified firms to provide proposals for the Hyundai-Rotem Emergency Window Gaskets Replacement. The RFP was posted on the Authority's online solicitation portal and notifications were sent to 289 registered firms. The Authority also advertised the RFP in publications in the five member counties and in diversity newspapers. Twelve prospective proposers downloaded the solicitation documents.

Of the 12 prospective proposers the Authority received a single proposal from Custom Glass Solutions Fostoria, LLC (CGS) formerly known as Custom Glass Solutions Trumbauersville, LLC on the submission date of September 23, 2024. The proposer was found to be responsive and responsible. The technical and price proposals were reviewed by the Project Manager in relation to the project scope. Staff completed post-solicitation research among the prospective proposers and found that several did not have the capacity to manage the project in the requested time frame. This project requires a redesign and testing, which some of the proposers couldn't manage. CGS is the original equipment manufacturer and thus fully capable of completing the required testing. Negotiations with CGS began on November 7, 2024, to go over the availability and processing of raw materials, time frame, order quantities, and pricing.

During negotiations, CGS stated that it was more cost effective to both order and process all raw materials for the base and option orders at one time. Combining both the base and the option orders would then result in a cost saving of \$46,934.82. As the project is intended to replace all of the window gaskets in the Hyundai-Rotem fleet, Staff concurred with this approach. The following table portrays the final proposal as compared to the initial proposal and the cost estimate.

	<b>ICE</b>	<b>CGS Initial Proposal</b>	<b>CGS Negotiated Proposal</b>
<b>Base Order</b>	\$574,627.70	\$677,734.00	\$646,721.76
<b>Option Order</b>	\$276,615.43	\$366,718.30	\$350,795.72
<b>Total</b>	\$851,243.13	\$1,044,452.30	\$997,517.48
<b>+/-</b>		+22.69%	+17.18%

This is the fourth attempt to procure the replacement of the emergency window gaskets and the first procurement to result in a responsive and responsible proposer as well as a technically acceptable proposal.

The Independent Cost Estimate for this project was created in October 2023, the cost of the raw materials has increased by 58% since that date according to the Federal Reserve Economic Data. Considering the market evolution, the proposal was found to be fair and reasonable.

### **Budget Impact**

The contract authority amounts of \$997,517.48 for the order are included in the FY19 Capital Budget.

### **Next Steps**

Upon Board approval of the recommendation, Staff will execute a contract with CGS and issue a Notice to Proceed for both the base and option quantity.

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