

New York City Transit Procurements

Louis Montanti, MTA Deputy Chief Procurement Officer – Procurement Operations

PROCUREMENTS

The Procurement Agenda this month includes 2 actions for a proposed estimated expenditure of \$11.5M.

Subject	Request for Authorization to Award Various Procurements				
Department	MTA Procurement				
Department Head Name	Lisette Camilo				
Department Head Signature					
Project Manager Name	Rose Davis				
Board Action					
Order	To	Date	Approval	Info	Other
1	Committee	3/24/25			
2	Board	3/26/25			

March 21, 2025			
Department			
Department Head Name			
Department Head Signature			
Internal Approvals			
	Approval		Approval
X	President NYCT	X	Pres. MTA Bus/SVP DOB
X	Co-CFO	X	SVP Subways
X	Law	X	Diversity/Civil Rights

Internal Approvals (cont.)							
Order	Approval	Order	Approval	Order	Approval	Order	Approval

PURPOSE

To obtain approval of the Board to award various contracts and purchase orders, and to inform the NYC Transit Committee of these procurement actions.

DISCUSSION

NYC Transit proposes to award Noncompetitive procurements in the following categories: None

NYC Transit proposes to award Competitive procurements in the following categories:

Procurements Requiring Two-Thirds Vote:

	<u># of Actions</u>	<u>\$ Amount</u>
Schedule C: Competitive Requests for Proposals (Award of Purchase and Public Work Contracts)	1	\$ 1.4 M

Schedules Requiring Majority Vote:

Schedule H: Modifications to Personal/Miscellaneous Service Contracts	1	\$ 10.1 M
SUBTOTAL	2	\$ 11.5 M

NYC Transit proposes to award Ratifications in the following categories: None

TOTAL	2	\$ 11.5 M
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COMPETITIVE BIDDING REQUIREMENTS: The procurement actions in Schedules A, B, C and D are subject to the competitive bidding requirements of PAL 1209 or 1265-a relating to contracts for the purchase of goods or public work. Procurement actions in the remaining Schedules are not subject to these requirements.

BUDGET IMPACT: The purchases/contracts will result in obligating funds in the amounts listed. Funds are available in the current operating/capital budgets for this purpose.

RECOMMENDATION: That the purchases/contracts be approved as proposed. (Items are included in the resolution of approval at the beginning of the Procurement Section.)

BOARD RESOLUTION

WHEREAS, in accordance with Sections 1265-a and 1209 of the Public Authorities Law and the All-Agency General Contract Procurement Guidelines, the Board authorizes the award of certain noncompetitive purchase and public work contracts, and the solicitation and award of requests for proposals regarding purchase and public work contracts; and

WHEREAS, in accordance with the All-Agency Service Contract Procurement Guidelines and General Contract Procurement Guidelines the Board authorizes the award of certain noncompetitive miscellaneous service and miscellaneous procurement contracts, certain change orders to purchase, public work, and miscellaneous service and miscellaneous procurement contracts, and

WHEREAS, in accordance with Section 2879 of the Public Authorities Law and the All-Agency Service Contract Procurement Guidelines, the Board authorizes the award of certain service contracts and certain change orders to service contracts.

NOW, the Board resolves as follows:

1. As to each purchase and public work contract set forth in annexed Schedule A, the Board declares competitive bidding to be impractical or inappropriate for the reasons specified therein and authorizes the execution of each such contract.
2. As to each request for proposals (for purchase and public work contracts) set forth in Schedule B for which authorization to solicit proposals is requested, for the reasons specified therein, the Board declares competitive bidding to be impractical or inappropriate, declares it is in the public interest to solicit competitive request for proposals, and authorizes the solicitation of such proposals.
3. As to each request for proposals (for purchase and public work contracts) set forth in Schedule C for which a recommendation is made to award the contract, the Board authorizes the execution of said contract.
4. As to each action set forth in Schedule D, the Board declares competitive bidding impractical or inappropriate for the reasons specified therein and ratifies each action for which ratification is requested.
5. The Board authorizes the execution of each of the following for which Board authorization is required: (i) the miscellaneous procurement contracts set forth in Schedule E; (ii) the personal service contracts set forth in Schedule F; (iii) the miscellaneous service contracts set forth in Schedule G; (iv) the modifications to personal/miscellaneous service contracts set forth in Schedule H; (v) the contract modifications to purchase and public work contracts set forth in Schedule I; and (vi) the modifications to miscellaneous procurement contracts set forth in Schedule J.
6. The Board ratifies each action taken set forth in Schedule K for which ratification is requested.

MARCH 2025

LIST OF COMPETITIVE PROCUREMENTS FOR BOARD APPROVAL

Procurements Requiring Two-Thirds Vote:

C. Competitive Request for Proposals (Award of Purchase and Public Work Contracts)

(Staff Summaries required for items estimated to be greater than \$1,000,000.)

1. Etech Simulation Corp \$1,424,600 *Staff Summary Attached*
Ten years (six-year base + two 2-year options)
Contract# 462672
Contract award for the purchase, installation, and maintenance of four Bus Operator Simulator systems.

Procurements Requiring Majority Vote:

H. Modification to Personal & Miscellaneous Service Contracts Awarded as Contracts for Services

(Staff Summaries required for items estimated to be greater than \$1,000,000.)

2. Trillium CNG \$10,109,451 (est.) *Staff Summary Attached*
Seven years, three months
Contract# 6%19633.1
Contract for the operation and maintenance of CNG fueling facilities for the Department of Buses and MTA Bus Company: Modification in order to exercise Option 1 to extend the term by three years.

Staff Summary

Item Number: 1			
Department, Department Head Name: Procurement & Supply Chain, Louis A. Montanti			
Internal Approvals			
Order	Approval	Order	Approval
1	Procurement	6	President
2	Law		
3	CFO		
4	DDCR		
5	Buses/MTABC		

SUMMARY INFORMATION	
Vendor Name Etech Simulation Corp	Contract No. 462672
Description Purchase, Installation and Maintenance of Four Bus Operator Simulator Systems	
Total Amount: \$1,424,600 Base: \$1,205,600 Options: \$219,000	
Contract Term (including Options, if any) Ten years: (Six-year base + two, 2-year options)	
Option(s) included in Total Amount? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> N/A	
Renewal? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Procurement Type <input checked="" type="checkbox"/> Competitive <input type="checkbox"/> Noncompetitive	
Solicitation Type <input checked="" type="checkbox"/> RFP <input type="checkbox"/> Bid <input type="checkbox"/> Other:	
Funding Source <input checked="" type="checkbox"/> Operating <input checked="" type="checkbox"/> Capital <input type="checkbox"/> Federal <input type="checkbox"/> Other:	

Purpose

To request that the Board, pursuant to Public Authorities Law, Section 1209, subdivision 9(g) for NYC Transit, Department of Buses (“DOB”) and Section 1265-a, subdivision 4(g) for MTA Bus Company (“MTABC”) approve the award of a contract for the purchase, installation, and maintenance of four Bus Operator Simulator (“BOS”) systems to Etech Simulation Corp. (“Etech”). The base award will be for a term of six years in the total estimated amount of \$1,205,600. The Board is also requested to authorize the Senior Director, MTA Procurement Operations to approve the exercise of up to two, 2-year options for continued maintenance. Option 1 is in the estimated amount of \$99,000, and Option 2 is in the estimated amount of \$120,000.

Discussion

This procurement is part of a key initiative by DOB/MTABC to use the new simulators for training new bus operators, operators returning from long-term absences; and operators involved in collisions, crashes and/or other incidents. There will be three BOS systems installed at the Zerega Training Central Maintenance Facility, and one BOS system installed at the Spring Creek bus depot.

On March 29, 2023, the Board adopted a resolution authorizing the use of the competitive Request for Proposals (“RFP”) in lieu of competitive bidding to award a contract for the purchase, installation, and maintenance of four BOS systems. These BOS systems will replace the four existing bus simulators currently in use by DOB/MTABC that are more than 20 years old. The BOS system is comprised of a bus simulator and an Interactive Auxiliary Simulator Station (“IASS”), and each location has one Instructor Operator Station (“IOS”). The bus simulator replicates the driver’s compartment of an actual bus and is comprised of original equipment manufacturer components such as an operator’s seat, steering wheel, foot pedals, and gear selectors designed to enhance muscle-memory training for bus operators. Additionally, the bus simulator is capable of simulating all of the bus types that NYC Transit and MTABC operate including electric buses while providing realistic graphics and scenarios to train bus operators. The IASS allows instructors to provide real-time intervention to an operator’s experience on the simulator. The instructor can modify the simulation in real time in a variety of ways including, but not limited to, causing congestion or imposing an obstacle to see how well the operator handles the situation. The IOS interfaces with the local bus simulator and is the core platform for managing all aspects of the simulation including scenario creation and performance evaluation.

The evaluation criteria for this Request for Proposal (“RFP”) listed in descending order of importance are as follows: Proposer’s Technical Proposal and Approach; Overall Project Price; Relevant Experience; Diversity Practices, and Other Relevant Matters. Selection Committee (“SC”) members were drawn from DOB, MTA IT Enterprise Applications, Capital Planning, and Procurement.

Staff Summary

NYC Transit aggressively canvassed the marketplace for potential new contractors to expand the competitive environment. Twenty firms requested the RFP package, of which five submitted proposals: Etech, Virage Simulation, Inc (“Virage”), Excel Driver Service, LLC d/b/a Sim-Tech (“Sim-Tech”); FAAC, Inc. (“FAAC”); and DrivePro Simulation (“DrivePro”).

The SC reviewed the written proposals and subsequently recommended that Etech, FAAC, and DrivePro be invited for oral presentations. After oral presentations, the SC determined that all three Proposers were technically qualified, and each was invited to participate in negotiations.

Negotiations focused on each proposer’s demonstrated ability to provide a state-of-the-art BOS system, pricing, and deviations to cybersecurity terms. Each price proposal contained pricing for the purchase of four bus simulators, four IASS, two IOS, and a five-year warranty including technical support. There are two, 2-year options for continued maintenance and technical support.

Best and Final Offers (“BAFOs”) were received from all three vendors on December 11, 2024. The SC reviewed each of the BAFOs in accordance with the evaluation criteria and unanimously recommended Etech for award. Etech provided the best overall value for the Authority as it received the highest technical scores from the SC and was the least expensive.

Etech’s BAFO was in the total amount of \$1,424,600, which was \$1,310,400 (47.9 percent) lower than DOB’s estimate of \$2,735,000. DrivePro and FAAC’s BAFOs were in the total amount of \$2,361,126 and \$3,126,151, which were \$936,526 (65.7 percent) and \$1,701,551 (119.4 percent) higher than Etech’s BAFO, respectively. Through negotiations and the competitive nature of this procurement, final pricing from Etech is considered fair and reasonable.

Etech has certified that pursuant to Executive Order 16, it is not conducting business in Russia.

Etech has certified that it is in full compliance with MTA’s cybersecurity requirements.

M/W/DBE Information

The MTA Department of Diversity & Civil Rights (DDCR) has established a zero percent M/WBE and zero percent SDVOB goals on this contract due to a lack of subcontracting opportunities.

Impact on Funding

This contract will be funded with 100 percent MTA funds. Funding for the purchase of BOS systems has been approved in the MTA 2015–2019 Capital Program. A WAR certificate will be secured prior to award. Funding for the maintenance of the BOS systems will be available from the operating budget

Item Number: 2

Vendor Name (Location) Trillium CNG (Houston, Texas)
Description: Operations and Maintenance of CNG Fueling Facilities for NYC Transit DOB and MTABC
Contract Term (including Options, if any) January 1, 2018–March 31, 2025
Option(s) included in Total Amount? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> n/a
Procurement Type <input checked="" type="checkbox"/> Competitive <input type="checkbox"/> Noncompetitive
Solicitation Type <input type="checkbox"/> RFP <input type="checkbox"/> Bid <input checked="" type="checkbox"/> Other: Modification
Funding Source <input checked="" type="checkbox"/> Operating <input type="checkbox"/> Capital <input type="checkbox"/> Federal <input type="checkbox"/> Other:
Requesting Department: NYC Transit, Department of Buses

Contract Number 6%19633	AWO/Mod. # 1
Original Amount:	\$ 19,513,034
Prior Modifications:	\$ 0
Current Amount:	\$ 29,622,485
This Request:	\$ 10,109,451 (est.)
% of This Request to Current Amount:	51.8%
% of Modifications (including This Request) to Original Amount:	51.8%

Discussion:

NYC Transit is seeking Board approval to exercise its option to extend the term of contract 6%19633 with Trillium CNG (“Trillium”) by three years (April 1, 2025–March 31, 2028) for the Operations and Maintenance of CNG Fueling Facilities for the Department of Buses (“DOB”) and MTA Bus Company (“MTABC”). Total funding requested for the option period is \$10,109,451.

DOB and MTABC currently operate four compressed natural gas (“CNG”) fast-fill fueling facilities at depots that support CNG buses: Jackie Gleason and West Farms are operated by DOB, and College Point and Spring Creek are operated by MTABC. Combined, these depots service a fleet of approximately 731 CNG buses daily.

In 2017, Request for Proposal (“RFP”) 155145 was competitively solicited to continue the maintenance and operation of the CNG facilities. The RFP resulted in the award of a contract to Trillium with a base term of 87 months, which was approved by the Board in October 2017 and included an option to extend for an additional three years.

Under this contract, Trillium is responsible for the maintenance and operation of each of the four CNG facilities from the point where the natural gas enters the facility, through the compression stages, and up to the point where the compressed gas is dispensed at the fueling stations. DOB and MTABC employees’ role in the operation of the facilities is limited to supervisory oversight and fueling the buses. The supply of natural gas is outside the scope of this contract and is obtained from the local utility. The responsibilities of the contractor include performing routine inspections and preventative maintenance in order to ensure all equipment is working in compliance with the performance specifications. The contractor is also responsible for providing remedial maintenance when any facility components are malfunctioning or inoperable including all electrical, electronic, or mechanical adjustments, troubleshooting, alignment, and replacement parts and assemblies.

It should be noted that the pricing of the base contract was found to be fair and reasonable by the Cost Price Analysis Unit and remained fixed for the 87-month duration. The option year pricing was negotiated at the time of award of the base contract and prior to the COVID pandemic. The pricing for the first option year would be established based on the percent increase in the Consumer Price Index from January 2022 to January 2025, and subsequent years would be adjusted annually. To further validate the pricing for the option years, the MTA reached out to its expert CNG consultant and was advised that due to the uniqueness of the MTA’s CNG facilities coupled with the competitive pricing received, which is unaffected by the hyperinflationary period associated with COVID, a new solicitation would likely result in significantly more expensive pricing than the current rates that have been established. As a result, the pricing for these option years has been found to be fair and reasonable.

Trillium has consistently performed satisfactorily, meeting or exceeding performance standards established by the MTA.

Trillium has certified pursuant to EO 16 that it is not doing business in Russia.

This contract has been evaluated to determine the necessity and appropriate scope, if any, of cybersecurity requirements, including any requirements under federal, state, and local law and regulations. Any applicable cybersecurity requirements have been included in the contract terms and conditions.

A review of Trillium's financial statements has found that there is reasonable assurance that it is financially qualified to perform the work under this contract. Trillium has been found to be responsible.

Impact on Funding

This requirement will utilize Operating Funds.