



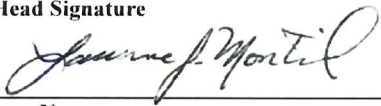

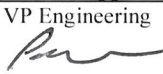
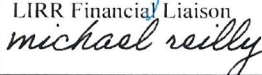

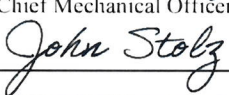

# **Long Island Rail Road Procurements**

**Lawrence Montreuil, Assistant Deputy Chief Procurement Officer – LIRR Procurement**



## PROCUREMENTS

The Procurement Agenda this month includes 1 action for a proposed estimated expenditure of \$23M.

<b>Subject</b> Request for Authorization to Award Various Procurements						June 16, 2025											
<b>Department</b> LIRR Procurement						<b>Department</b>											
<b>Department Head Name</b> Lawrence Montreuil						<b>Department Head Name</b>											
<b>Department Head Signature</b> 						<b>Department Head Signature</b>											
<b>Project Manager Name</b> Rose Davis																	
<b>Board Action</b>						<b>Internal Approvals</b>											
<b>Order</b>	<b>To</b>	<b>Date</b>	<b>Approval</b>	<b>Info</b>	<b>Other</b>		<b>Approval</b>		<b>Approval</b>								
1	Committee	06/23/25				1	VP, General Counsel & Secretary 	4	VP Engineering 								
2	Board	06/25/25				2	LIRR Financial Liaison 	5	SVP Operations 								
						3	Chief Mechanical Officer 	6	President 								
<b>Internal Approvals (cont.)</b>																	
<b>Order</b>	<b>Approval</b>	<b>Order</b>	<b>Approval</b>	<b>Order</b>	<b>Approval</b>	<b>Order</b>	<b>Approval</b>	<b>Order</b>	<b>Approval</b>								
<p><b>PURPOSE</b> To obtain approval of the Board to award various contracts and purchase orders, and to inform the Long Island Rail Road Committee of these procurement actions.</p> <p><b>DISCUSSION</b> LIRR proposes to award Noncompetitive procurements in the following categories: None</p> <p>LIRR proposes to award Competitive procurements in the following categories: None</p> <p>LIRR proposes to award Ratifications in the following categories: Schedules Requiring Two-Thirds Vote:</p> <table border="1"> <tr> <td>Schedule D: Ratification of Completed Procurement Actions</td> <td>1</td> <td>\$</td> <td>23.0 M</td> </tr> <tr> <td colspan="2">TOTAL</td> <td>1</td> <td>\$ 23.0 M</td> </tr> </table> <p><b>COMPETITIVE BIDDING REQUIREMENTS:</b> 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.</p> <p><b>BUDGET IMPACT:</b> The purchases/contracts will result in obligating funds in the amounts listed. Funds are available in the current operating/capital budgets for this purpose.</p> <p><b>RECOMMENDATION:</b> That the purchases/contracts be approved as proposed. (Items are included in the resolution of approval at the beginning of the Procurement Section.)</p>										Schedule D: Ratification of Completed Procurement Actions	1	\$	23.0 M	TOTAL		1	\$ 23.0 M
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TOTAL		1	\$ 23.0 M														

## **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.

**JUNE 2025**

**LIST OF RATIFICATIONS FOR BOARD APPROVAL**

**Procurements Requiring Two-Thirds Vote:**

**D. Ratification of Completed Procurement Actions**

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

- |  |                                 |                                      |
|--|---------------------------------|--------------------------------------|
| <b>1. Gatekeeper System USA Inc.</b>   | <b>\$22,951,498 (estimated)</b> | <b><i>Staff Summary Attached</i></b> |
| <b>Three years + Warranty Period</b>   |                                 |                                      |
| <b>Contract # 40000000003442</b>   |                                 |                                      |
| Contract award for the replacement of Long Island Rail Road's ("LIRR") current Audio-Visual Recording Monitoring ("AVRM") system on its M7 fleets, C3 coaches, Diesel-Electric Dual Mode 30, and adding the system to the M3 fleet, totaling 1,087 railcars. |                                 |                                      |

## Schedule D: Ratification of Completed Procurement Actions

### Item Number:

<b>Vendor Name (Location):</b> Gatekeeper System USA Inc. (Abbotsford, British Columbia)	<b>Contract Number:</b> 400000000003442	<b>Renewal?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<b>Description:</b> LIRR Audio Visual Recording (AVRM) Monitoring System Upgrade	<b>Total Amount:</b> \$22,951,498 (estimated)	
<b>Contract Term (including Options, if any):</b> Three Years plus Warranty Period, as stated in Contract Terms	<b>Funding Source:</b> <input checked="" type="checkbox"/> Operating <input checked="" type="checkbox"/> Capital <input type="checkbox"/> Federal <input type="checkbox"/> Other:	
<b>Option(s) included in Total Amount?</b> <input type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> n/a	<b>Requesting Department:</b> LIRR Maintenance of Equipment	
<b>Procurement Type:</b> <input checked="" type="checkbox"/> Competitive (Informal) <input type="checkbox"/> Noncompetitive		
<b>Solicitation Type:</b> <input checked="" type="checkbox"/> RFP <input type="checkbox"/> Bid <input checked="" type="checkbox"/> Other: Immediate Operating Need		

### Discussion:

It is requested that the Board formally ratify the declaration of an Immediate Operating Need (“ION”) approved by the Deputy Chief Procurement Officer, MTA Procurement for the award of a three-year estimated quantity contract to Gatekeeper System USA Inc. (“Gatekeeper”) for the provision of federally mandated equipment to replace Long Island Rail Road’s (“LIRR”) current Audio-Visual Recording Monitoring (“AVRM”) system on its M7 fleets, C3 coaches, Diesel-Electric Dual Mode 30, and adding the system to the M3 fleet, totaling 1,087 railcars.

The Federal Railroad Administration (“FRA”) has issued an unfunded mandated (October 2023 Fast Act) in 49 CFR Part 229.136 that every lead locomotive and any car that could be used in a forward-facing position operating in commuter passenger service must be equipped with a CCTV system that records video from both a forward-facing camera and a cab camera to a crash-hardened memory device by October 12, 2027. Further, the system must be inspected daily and be fully operational for the lead locomotive /car to be used in passenger service. Currently, LIRR is not in compliance with the new FRA mandate due to the technological age of LIRR’s existing CCTV system equipment and component obsolescence. The AVRM currently in use must be replaced in order to ensure compliance, as train cars that do not meet the FRA mandate cannot be used in service, resulting in service disruption and delays.

An ION was declared to accelerate this project. A Limited Notice of Award was issued to fund Engineering Design Work and to authorize the purchase of long lead time materials to meet the compliance date. Post-award tasks include: the design of the equipment and software, manufacturing lead time, and installation by LIRR force account on all its rolling stock fleets. LIRR will work closely with Gatekeeper to compress the schedule.

### Procurement Process

A scope of work was developed that included replacing LIRR’s current AVRM system on its fleets to ensure compliance with the FRA changes. Procurement issued a competitive Request for Proposal (“RFP”) procurement pursuant to Public Authorities Laws 1265-a and received proposals from five firms. The LIRR Selection Committee (“SC”) evaluated the technical proposals submitted using the RFP selection qualitative criteria: (1) Technical Approach; (2) Experience of Proposed Staff; and (3) Demonstrated Ability to Meet Contract Schedule. Based on the SC’s evaluation, three firms were invited to give oral presentations on their technical proposals: Gatekeeper, Railhead Corporation (“Railhead”), and Wi-Tronix. The SC unanimously agreed that Gatekeeper provided the best overall technical solution.

The SC subsequently reviewed the price proposals submitted, noting that Gatekeeper provided the lowest price: Gatekeeper \$28,364,675, Railhead \$45,046,534, and Wi-Tronix \$28,997,200. Gatekeeper was found to be the most qualified firm to perform the work, as it (1) exceeded all technical requirements set forth in the RFP; (2) has significant experience; and (3) can meet the required milestone schedule. LIRR made the recommendation to proceed with further discussions / negotiations with Gatekeeper. Through extensive price negotiations, LIRR was able to secure a Best and Final Offer (“BAFO”) of \$22,951,498. This represents a \$5,413,176 or 19 percent reduction from its initial proposal of \$28,364,675. Gatekeeper’s prices for the kits will remain fixed throughout the three-year period. The final negotiated pricing is considered fair and reasonable, and the technical proposal from Gatekeeper provides the best overall value to the MTA.

While the MTA has not done business with Gatekeeper, Gatekeeper has successfully performed work of similar scope and size with Southeastern Pennsylvania Transportation Authority (“SEPTA”), an agency that deemed Gatekeeper’s performance satisfactorily, meeting or exceeding performance standards within SEPTA’s public transit agency.



The three-year contract term includes warranty on workmanship for a period for one year from the installation of the equipment. Additional warranty coverage for hardware (includes all kit components) covered by the Technical Scope of Work shall be unconditionally warranted for a period of three years from the date of installation by the LIRR or 3.5 years post-delivery, whichever comes later, at no additional cost for parts and labor. Software covered by the Technical Scope of Work shall be unconditionally warranted for a period of three years after acceptance by the Railroad of qualification testing for each fleet type. Gatekeeper will furnish and install software upgrades at no extra cost to LIRR.

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, to the extent required, have been included in the contract terms and conditions.

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

The MTA Department of Diversity and Civil Rights (“DDCR”) has established a 3.6 percent MBE, 3.6 percent WBE, and 1 percent SDVOB goals for this contract. Gatekeeper is committed to meet the required goal requirements. Gatekeeper has not recently completed any MTA contracts with goals; thus, no assessment of its performance is available at this time.

**Impact on Funding**

This procurement action will utilize MTA 2025–2029 Capital and Operating funds.