

# Camarillo Area Transit Award Agreement 2024-28 to RTW Management, Inc.

Camarillo City Council  
May 22, 2024



# Discussion Items from 5/6/24 City Council

- **January 4, 2024 - City staff pursued a Request for Proposal for Transit Services**
  - Two proposals received: RTW and VTS
- **March 6, 2024 - Panel Convened for Interviews**
- **May 6, 2024 -recommended an award of contract to RTW**
  - **City Council requested additional information before making a decision:**
    - Comparisons of transit services provided by RTW and VTS.
    - Evaluations (both Proposals and Interviews) of RTW and VTS.

# Transit Service Comparisons

RTW – Examples Provided	VTS – Examples Provided
<p>City of Radford, VA</p> <p>Consists of deviated fixed routes that serve the City and Radford University</p> <p>Federally funded and provides approximately 181,000 trips per year.</p> <p>Report a fleet of 30 vehicles.</p>	<p>City of Calabasas, CA.</p> <p>Provides fixed route service, including a fixed route, 4 peak-hour routes, one seasonal weekend trolley service and a beach bus program. Average 23,000 trips per year.</p> <p>Operate and maintain fleet of 9 vehicles provided by City of Calabasas.</p>
<p>City of Casa Grande, AZ</p> <p>Selected contractor to implement an on-demand service</p> <p>Federally funded and is projected to provide 40,000 trips utilizing four vehicles.</p>	<p>City of Malibu, CA.</p> <p>Dial-A-Ride program serving seniors and individuals with a disability.</p> <p>One vehicle operated and averages 55 trips per month.</p>
<p>Maryland Veterans Affairs Medical Center</p> <p>Limited to VAMC employees, visitors, and veterans.</p> <p>Operates statewide providing fixed route and paratransit services.</p> <p>Approximately 77,200 trips provided per year.</p>	<p>Tri Counties Regional Centers</p> <p>Provides fixed route service to TRC clients.</p> <p>Provides daily pickups from client homes to special education program centers. Approximately 500 clients on a daily basis.</p> <p>They operate 33 routes along with one-time trips using 40 vehicles VTS owns.</p>

# Transit Service Comparisons

RTW – Additional Examples	VTs – Additional Examples
<p>City of Scottsdale, AZ</p> <p>Provides trolley service for five trolley routes, serving approximately 1.2 million per year.</p>	<p>City of Agoura Hills, CA.</p> <p>Subcontractor to Spare for the City's ridesharing app, AH GO. General public Dial-A-Ride that services Agoura Hills and trips to/from surrounding areas. Approximately 20 trips per month.</p>
<p>Hinesville, GA</p> <p>Operates a fixed route, demand response and paratransit service, utilizing seven vehicles and provides approximately 25,000 trips per year.</p>	<p>Ventura County Transportation Commission, CA.</p> <p>Provides countywide on-demand transportation services using wheelchair accessible vehicles. Approximately 50 trips per month provided.</p>
<p>Morgan State University (Bear Transit), MD</p> <p>Three fixed routes operated with six buses, providing approximately 260,000 trips per year.</p>	<p>CenCal Health Center, CA.</p> <p>Provides demand response service for Medi-Cal through Santa Barbara and San Luis Obispo County (approximately 40 cities). Approximately 10,000 passengers per month.</p>

# Proposal Evaluations

	<b>RTW AVG Score</b>	<b>VTs AVG Score</b>
<b>Operating Methodology (30 pts)</b>	<b>27.2</b>	<b>21.2</b>
<b>Cost Effectiveness (25 pts)</b>	<b>20.8</b>	<b>21.2</b>
<b>Understanding FTA/ADA Requirements (15 pts)</b>	<b>13.2</b>	<b>8.4</b>
<b>Qualification &amp; Experience of Team (15 pts)</b>	<b>12.6</b>	<b>11.2</b>
<b>Data Collection/ Record-keeping &amp; Reporting Capabilities, Efficiency &amp; Timeliness (15 pts)</b>	<b>13.4</b>	<b>7.8</b>
<b>Bonus Points for Agreeing to Hire Previous Contractor's Employees (10 pts)</b>	<b>10</b>	<b>10</b>
<b>Total (out of 100)</b>	<b>97.2 (99)</b>	<b>79.8 (85)</b>

# Interview Evaluations

	<b>RTW AVG Score</b>	<b>VTs AVG Score</b>
<b>Understanding of FTA/ADA Requirements (25 pts)</b>	<b>22.4</b>	<b>17.2</b>
<b>Ability to Perform Required Work (25 pts)</b>	<b>20.6</b>	<b>20.2</b>
<b>Employee Training (20 pts)</b>	<b>18.2</b>	<b>16.8</b>
<b>Data Collection (15 pts)</b>	<b>13.6</b>	<b>9.6</b>
<b>Internal Operating Policies (10 pts)</b>	<b>8.2</b>	<b>6.8</b>
<b>Overall Quality (5 pts)</b>	<b>4.4</b>	<b>3.6</b>
<b>Total (out of 100)</b>	<b>87.4 (90)</b>	<b>74.2 (78)</b>

# Combined Evaluation Scores

	<b>RTW AVG Score</b>	<b>VTs AVG Score</b>
<b>Proposal</b>	<b>97.2</b>	<b>79.8</b>
<b>Interview</b>	<b>87.4</b>	<b>74.2</b>
<b>Combined Average</b>	<b>92.3</b>	<b>77.0</b>

# Proposal Comments

	RTW	VTS
<b>Operating Methodology</b>	RTW provided all information in great detail	Did not include a timeline, implementation plan, or performance plan
<b>Cost Effectiveness</b>	\$9,930,219 (4 years) 11.2% higher than VTS	\$8,928,437 (4 years)
<b>Understanding FTA/ADA Requirements</b>	Discussed FTA requirements such as required signage, conducting regular audits, reports meeting FTA requirements, self-imposed audits to ensure FTA compliance	Little mention of FTA requirements, though they note that City of Calabasas is federally funded
<b>Qualification &amp; Experience of Team</b>	20 years of experience	20 years of experience

# Proposal Comments Cont'd

	RTW	VTs
<b>Data Collection</b>	Uses RideCo demonstrated high level technologies capable of accurate data collection. Real-time data available to City staff. Detailed maintenance plan, inventory management, robust tracking and alert system for vehicle maintenance. High level technology used for vehicle maintenance.	Uses NovusMed web-based software for reservation but also mentions requests taken via phone and dispatchers assigning trips manually and dispatch logs used to prepare monthly report. Vehicle maintenance schedule mentioned but no details as to software program or maintenance plan.

# Interview Comments

	RTW	VTS
<b>Understanding of FTA/ADA Requirements</b>	Staff assigned to keeping up with FTA requirements. Conducts regular self-imposed audits to ensure FTA compliance, reports meet FTA requirements.	No specific details as to level of experience.
<b>Ability to Perform Required Work</b>	Will be able to focus on CAT services only.	Managing several other agencies out of same office, same call center.
<b>Data Collection</b>	Demonstrated high level technologies capable of providing accurate data collection. Real-time data available to City staff. Detailed maintenance plan, inventory management, robust tracking and alert system for vehicle maintenance. High level technology used for vehicle maintenance.	Little mention of capabilities. No mention of vehicle maintenance data collection or software capabilities.
<b>Overall Quality</b>	Detailed, touched on all subjects.	Short presentation.

# Interview Comments Cont'd

	RTW	VTs
Employee Training	Extensive training based on regulatory compliance	In-house training, also extensive.
Internal Operating Policies	Organized, methodical operator.	Little discussion on internal policies.

# Recommendations

- **Find the Agreement for Transit Operations and Maintenance Services is exempt from review under CEQA pursuant to Section 15061(b)(3) and 15301 of the CEQA Guidelines; and**
- **Authorize the City Manager to execute Agreement No. 2024-28 with RTW Management, Inc. for transit operations and maintenance services for a four-year term for an amount not to exceed \$11,866,219; or**
- **Reject all Proposals and direct staff to work with RATP to extend the term as permitted under the current agreement and return with an amendment.**