

WATER EMERGENCY TRANSPORTATION AUTHORITY

NOTICE OF INTENT TO AWARD

REQUEST FOR PROPOSALS #19-013

for

BAY BREEZE AND SOLANO REPLACEMENT VESSELS

September 9, 2020

Reference is made to that certain REQUEST FOR PROPOSALS #19-013 for Bay Breeze and Solano Replacement Vessels, issued by the San Francisco Bay Area Water Emergency Transportation Authority (“WETA”) on April 20, 2020 (together with any Addenda, the “RFP”).

This notice shall constitute formal written notification to the Proposers of WETA’s intent to award the agreement to Mavrik Marine Inc.

Procurement & Evaluation Process:

Proposals were solicited using an RFP process in accordance with the Federal Transit Administration and the Authority’s Administrative Code procurement requirements, in which WETA considers both price and qualitative components of a proposal that are deemed the most advantageous and of the greatest value to WETA.

The RFP was released on April 20, 2020. Notice of this RFP was sent to WETA’s mailing list, posted on the Agency’s website, and advertised. WETA staff issued five addenda to the RFP clarifying the specifications set forth in the RFP, and responding to pre-bid questions and COVID-related extension requests.

On May 4, 2020 WETA hosted a non-mandatory proposers’ conference online due to COVID restrictions. There were over 50 attendees at this conference, including nine shipyards and 12 different suppliers.

Proposers were required to submit proposals consisting of a detailed vessel Technical Proposal and a separately sealed Price Proposal. WETA received eight proposals on July 27, 2020 in response to the RFP. The Proposal Evaluation Committee (PEC) convened to evaluate and determine responsiveness and the competitive range. Based on the preliminary evaluation of the Technical and Price Proposals in accordance with the evaluation criteria set forth in the RFP, the PEC established a competitive range. The following six proposals fell within the competitive range as shown in Table 1.

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Table 1: Competitive Range

Proposers in the Competitive Range
All American Marine
Arcadia Alliance
Delta Marine
Mavrik Marine
Metal Shark
Nichols Brothers Boat Builders

The PEC then proceeded to fully evaluate the six shipyards' Technical Proposals and Price Proposals. This included detailed analysis, comparisons, and review of the proposals and contacting proposers' references. The PEC requested additional information, clarifications and corrections from all six shipyards to ensure all proposals were being evaluated fairly. When the proposers submitted their revised/additional Technical information and Price Proposals the final scoring was completed. The Technical and Price Proposals were scored as per the evaluation criteria stated in Part A of the RFP, and as below in Table 2.

Table 2: Evaluation Criteria

Scoring Summary	
Technical Approach, Qualifications and Experience	150.00
Vessel Design	200.00
Delivery Schedule	50.00
Vessel Metrics	200.00
Total Price	400.00
Total	1,000.00

The scoring results are summarized in Table 3 below and the associated Price Proposals submitted are summarized in Table 4 below.

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Table 3: Technical Proposal Scoring Results

Proposer	Technical Approach & Qualifications	Detailed Vessel Information	Delivery Schedule	Vessel Metrics	Total Price	Total Score
Possible Points	150.00	200.00	50.00	200.00	400.00	1,000.00
Mavrik Marine	104.43	174.86	18.77	133.55	385.08	816.69
Metal Shark	77.02	133.47	23.56	106.53	397.12	737.71
Arcadia Alliance	88.08	134.15	24.47	108.91	375.28	730.90
All American Marine	100.69	118.58	25.05	82.81	400.00	727.12
Delta Marine	88.77	145.55	21.88	101.78	343.75	701.72
Nichols Brothers Boat Builders	87.69	142.32	17.47	83.34	366.41	697.22

Table 4: Price Proposal Summary

The Price Proposal amounts include costs for two base contract vessels, all options and an optional third vessel.

Proposer	Price Proposal*
Mavrik Marine	\$43,398,072
Metal Shark	\$42,082,198
Arcadia Alliance	\$44,531,504
All American Marine	\$41,778,962
Delta Marine	\$48,615,505
Nichols Brothers Boat Builders	\$45,609,114

* Rounded to the nearest dollar

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Recommendation for Contract Award:

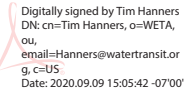
Using the RFP's evaluation criteria, Mavrik Marine was deemed the highest ranked Proposer. The PEC in particular found Mavrik Marine's vessel metrics to be superior. Vessel metrics are specific metrics that describe vessel performance and efficiency, in addition to other specific data points like interior seating, vessel draft, and bicycle capacity. The PEC also found Mavrik Marine's qualifications impressive; Mavrik Marine's proposed vessel has a lineage of direct parent craft in both twin and quad engine configurations that have been in service for more than 17 years.

Mavrik Marine's detailed vessel information was superior, with well supported technical data that gave the PEC high confidence in the accuracy of the provided information. Finally, Mavrik Marine's proposal demonstrated a mature design with Mavrik's high quality fabrication and detail work.

On October 1, 2020, the WETA Board will consider a contract award for this project to Mavrik Marine Inc. Please note that this Notice of Intent to Award does not award the Agreement, mandate an award by WETA or otherwise grant any legal or equitable rights relative to the Agreement. As set forth in the RFP, WETA reserves the right to not award the Agreement, cancel this Notice of Intent to Award, terminate the procurement and/or take such other actions as are permitted by the RFP. Formal award shall only occur as and when, if at all, the WETA Board takes such action. Nothing in this notice modifies or alters the terms of the RFP, including WETA's reserved rights thereunder, which shall remain in full force and effect.

Finally, WETA would like to take this opportunity to thank each of the Proposers for participating in this procurement.

Tim
Hanners



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Tim Hanners
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