



San Francisco International Airport

MEMORANDUM

July 20, 2021

TO: AIRPORT COMMISSION
Hon. Larry Mazzola, President
Hon. Eleanor Johns, Vice President
Hon. Richard J. Guggenlime
Hon. Everett A. Hewlett Jr.
Hon. Malcom Yeung

21-0153
= JUL 20 2021

FROM: Airport Director

SUBJECT: Award of Contract No. 50276 to SP Plus Corporation for Staffing and Managing the Curbside Management Program

DIRECTOR'S RECOMMENDATION: AWARD CONTRACT NO. 50276 TO SP PLUS CORPORATION FOR STAFFING AND MANAGING THE CURBSIDE MANAGEMENT PROGRAM IN AN AMOUNT NOT TO EXCEED \$20,700,000 FOR A TERM OF NOVEMBER 1, 2021 THROUGH OCTOBER 31, 2024 WITH ONE 2-YEAR OPTION TO EXTEND.

Executive Summary

The Airport's Curbside Management Program (CMP) Contract No. 50085 with FSP PPM Management, LLC will expire on October 31, 2021. Staff seeks Commission approval to award Contract No. 50276 for staffing and managing the CMP to SP Plus Corporation in an amount not to exceed \$20,700,000 for a term of November 1, 2021 through October 31, 2024 with one 2-year option to extend, exercisable at the sole discretion of the Commission.

Background

The Airport has a complex and highly competitive system of commercial ground transportation operations that provide services to millions of passengers each year. The selected firm is responsible to comprehensively manage and coordinate commercial ground transportation operations on Airport terminal curbsides and in staging lots for commercial operators. The CMP firm monitors and dispatches taxi services, monitors curbside limousine operations, and monitors the staging lots for shared-ride vans, limousines and Transportation Network Companies (TNCs).

On November 10, 2020, the Contract Monitoring Division (CMD) waived the Local Business Enterprise (LBE) requirement for the CMP.

On November 10, 2020, by Resolution No. 20-0206, the Commission authorized Staff to issue a Request for Proposals (RFP) No. 50276 for staffing and managing the CMP and to conduct negotiations with the highest-ranking firm.

On April 23, 2021, the Airport received five proposals. Four of the firms met the minimum qualifications and one firm was deemed non-responsive.

THIS PRINT COVERS CALENDAR ITEM NO. 4

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

LONDON N. BREED MAYOR LARRY MAZZOLA PRESIDENT ELEANOR JOHNS VICE PRESIDENT RICHARD J. GUGGENHIME EVERETT A. HEWLETT, JR. MALCOLM YEUNG IVAR C. SATERO AIRPORT DIRECTOR

The Selection Process

A three-member evaluation panel reviewed the qualifying proposals and scored them against the evaluation criteria set forth in the RFP. The panelists were: Operations Manager at Port of Oakland; Airport Operations Manager at San Jose International Airport; and Senior Transportation Planner, Landside Operations at SFO. On June 10, 2021, the two highest scoring proposers participated in an oral interview.

The maximum points allotted for this RFP is 1260. The results of the evaluation process are set forth in the table below:

Proposer	Written	Oral	Total
SP Plus Corporation	662.09	296	958.09
FSP PPM Management, LLC	647.37	280	927.37
Safer Taxi San Jose, Inc.	564.00	--	564.00
LAZ Parking California, LLC	534.69	--	534.69

SP Plus Corporation was the highest-ranked proposer, and Staff has successfully negotiated the scope of work, billing rates and fees with SP Plus Corporation. The term for Contract No. 50276 will be three years with one 2-year option to extend, exercisable at the sole discretion of the Commission.

A Notice of Intent to Award was issued on June 25, 2021. On July 1, 2021, one protest was received by FSP PPM Management, LLC, expressing concern about the range of scores from one panelist. The City Attorney's Office reviewed and determined the protest to be without merit. Each panel member scores the proposals independently, drawing on their own judgment, and thus, the variation in scores is typical and not a cause for concern.

As the contract exceeds \$10,000,000, pending Commission authorization, the Airport will request the Board of Supervisors to approve this contract as required by San Francisco Charter Section 9.118(b).

Recommendation

I recommend this Commission award Contract No. 50276 to SP Plus Corporation for staffing and managing the Curbside Management Program in an amount not to exceed \$20,700,000 for a term of November 1, 2021 through October 31, 2024 with one 2-year option to extend, exercisable at the sole discretion of the Commission.



Ivar C. Satero
Airport Director

Prepared by: Jeff Littlefield
Chief Operating Officer

Attachment

AIRPORT COMMISSION

CITY AND COUNTY OF SAN FRANCISCO

RESOLUTION NO. 21-0153

AWARD OF CONTRACT NO. 50276 TO SP PLUS CORPORATION FOR STAFFING AND MANAGING THE CURBSIDE MANAGEMENT PROGRAM IN AN AMOUNT NOT TO EXCEED \$20,700,000 FOR A TERM OF NOVEMBER 1, 2021 THROUGH OCTOBER 31, 2024 WITH ONE 2-YEAR OPTION TO EXTEND

WHEREAS, the Airport's Curbside Management Program (CMP) firm comprehensively manages and coordinates commercial ground transportation operations on Airport terminal curbsides and in staging lots for commercial operators; and

WHEREAS, on November 10, 2020, by Resolution No. 20-0206, the Commission authorized Staff to issue a Request for Proposals for staffing and managing the CMP, and to conduct negotiations with the highest-ranking firm; and

WHEREAS, on April 23, 2021, the Airport received five proposals, one of which did not meet the minimum qualifications and was deemed non-responsive; and

WHEREAS, a three-member evaluation panel reviewed and scored the proposals, and conducted an oral interview with the two top scoring proposers; and

WHEREAS, based on the written and oral interview scores, SP Plus Corporation is the highest-ranking proposer; and

WHEREAS, Staff has negotiated an agreement with SP Plus Corporation and recommends award; now, therefore, be it

RESOLVED, that this Commission awards Contract No. 50276 to SP Plus Corporation for staffing and managing the CMP in an amount not-to-exceed \$20,700,000 for a term of November 1, 2021 through October 31, 2024 with one 2-year option to extend, exercisable at the sole discretion of the Commission; and, be it further

RESOLVED, that the Commission Secretary is hereby directed to request approval of the Contract from the Board of Supervisors pursuant to Section 9.118 of the Charter of the City and County of San Francisco.

I hereby certify that the foregoing resolution was adopted by the Airport Commission

at its meeting of

= JUL 20 2021


Secretary