



November 17, 2025

To: Members of the Board of Directors

From: Jason Jewell, Managing Director 

Subject: Consultant Selection for Program Management Consultant Services for the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency

Overview

On July 21, 2025, the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency Board of Directors authorized the release of a request for proposals for program management consultant services to assist staff in the management and delivery of projects, including oversight, planning, environmental clearance, engineering, right-of-way acquisition, and project controls activities to support the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency. Board of Directors' approval is requested for the selection of a firm to provide the required services.

Recommendations

- A. Approve the selection of RailPros, Inc. as the firm to provide program management consultant services to the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency.
- B. Authorize the Managing Director to negotiate and execute Agreement No. L250002 between the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency and RailPros, Inc., for an initial term of three years, with one two-year option term, to provide Program Management Consultant Services.

Discussion

Since 2016, the Los Angeles – San Diego – San Luis Obispo (LOSSAN) Rail Corridor Agency (Agency) has secured approximately \$545.3 million in competitive and formula grant funding from state grant agencies to deliver programs, projects, and services to improve mobility along the LOSSAN rail corridor.

These projects include the design and construction of new or expanded layover and maintenance facilities for the Pacific Surfliner intercity passenger rail service in

San Luis Obispo, Goleta, and San Diego; a grade-separated pedestrian crossing at the Camarillo station; a siding track near the City of Carpinteria; and bridge replacements along the Santa Barbara Subdivision. Additionally, future planned projects may include build-out of the new maintenance and layover facilities, track and station improvements, facility rehabilitation projects, equipment overhauls, and other improvements that will benefit passenger rail service and system safety.

Continuity of program management consultant (PMC) services is needed to assist LOSSAN Agency staff with technical expertise and staff augmentation to help manage the development and delivery of capital projects. Currently, the PMC services are provided by RailPros, Inc.

Procurement Approach

This procurement was handled in accordance with LOSSAN Agency Board of Directors (Board)-approved procedures for architectural and engineering (A&E) services that conform to both federal and state laws. Proposals are evaluated and ranked in accordance with the qualifications of the firm, staffing and project organization, as well as work plan. As this is an A&E procurement, price is not an evaluation criterion pursuant to state and federal laws. Evaluation of the proposals was conducted based on overall qualifications to develop a competitive range of offerors. The highest-ranked firm is requested to submit a cost proposal, and the final agreement is negotiated. Should negotiations fail with the highest-ranked firm, a cost proposal will be solicited from the second-ranked firm in accordance with the LOSSAN Board-approved procurement policies.

On July 21, 2025, the LOSSAN Agency Board authorized the release of Request for Proposals (RFP) 5-4209, which was electronically issued on CAMM NET. The RFP was advertised in newspapers of general circulation on July 21 and July 28, 2025. A pre-proposal conference was held on July 29, 2025, with 33 attendees representing 20 firms. Three addenda were issued to make available a copy of the pre-proposal conference registration sheets and presentation, provide responses to questions received, and address administrative issues related to the RFP.

On August 20, 2025, four proposals were received. An evaluation committee consisting of LOSSAN Agency staff and Orange County Transportation Authority (OCTA) staff from the Contracts Administration and Materials Management and the Capital Project Delivery Departments met to review all proposals received.

The proposals were evaluated based on the following Board-approved evaluation criteria and weights:

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| • Qualifications of the Firm | 35 percent |
| • Staffing and Project Organization | 40 percent |
| • Work Plan | 25 percent |

In developing the criteria weightings, several factors were considered. Staff assigned 35 percent to qualifications of the firm criteria, as the firm must be knowledgeable in the specific areas identified in the scope of work (SOW) and capable of supporting the necessary level of effort over the term of the contract. Staff assigned the greatest level of importance to the staffing and project organization criterion, as the project manager, subconsultant teams, and the key team members must demonstrate their experience and ability in working with the railroads, as well as with local regulatory and environmental agencies. Additionally, the selected firm's ability to manage and support a variety of capital programs along the LOSSAN rail corridor is critical to timely project delivery. The work plan was assigned a weighting of 25 percent, as the work will be directed and determined by the LOSSAN Agency. As this is an A&E procurement, price is not an evaluation criterion pursuant to state and federal laws.

The evaluation committee reviewed and discussed all proposals based on the evaluation criteria and found three firms most qualified to perform the required services. The most qualified firms are listed below in alphabetical order:

Firm and Location

HNTB Corporation (HNTB)
Santa Ana, California

RailPros, Inc (RailPros)
Irvine, California

TYLin International (TYLin)
Irvine, California

On September 30, 2025, the evaluation committee interviewed the three firms. The interviews consisted of a presentation allowing each firm to present its qualifications, highlight its personnel, and respond to evaluation committee questions. Each firm also discussed its staffing plan, work plan, and perceived project challenges. Each firm was asked questions specific to its proposal regarding team approach to the requirements of the SOW, management of the Project, experience with similar projects and its approach to executing the proposed work plan.

Based on the evaluation of written proposals and information obtained from the interviews, the evaluation committee recommends RailPros as the top-ranked firm to provide PMC services for the LOSSAN Agency. RailPros proposed a qualified project team with adequate availability, including stakeholder and technical experts, to help as needed. It also presented a detailed work plan addressing the SOW requirements.

The following is a summary of the proposal evaluation results.

Qualifications of the Firm

All three short-listed firms are well established with recent, relevant experience and are qualified to perform the services requested. Positive references were received for all three firms.

RailPros was founded in 2000 and currently employs 1,100 employees nationwide in 15 offices, including its local City of Irvine office. RailPros is a rail-focused firm with demonstrated recent, relevant experience with the LOSSAN Agency, serving as the prime consultant for the LOSSAN PMC contract in which it provided a host of services, including, but not limited to: project management, contract management and development, utility coordination, document controls, and project delivery for various projects along the LOSSAN Corridor. Additionally, RailPros served as the LOSSAN Corridor Program Manager for the San Diego Association of Governments (SANDAG), which included a full scope of services for the management of 35 rail improvement projects. RailPros prior similar work includes experience with Southern California Regional Rail Authority (SCRRA), BNSF Railway and Union Pacific Railroad, providing services such as on-call design, staff augmentation and engineering services. RailPros proposed to six subconsultants in a wide range of disciplines in order to provide all the services required by the SOW. RailPros also detailed its working experience with the proposed subconsultants and highlighted their strengths and expertise with key stakeholders.

HNTB was founded in 1914 and currently employs 7,000 employees in 81 locations nationwide, with four local offices in the cities of Santa Ana, Ontario, Los Angeles, and San Diego. HNTB is a rail and transit program management firm. HNTB is a subconsultant on the current LOSSAN PMC contract with RailPros providing technical specialization and document and project control services. HNTB also discussed its role as SCRRA's on-call project and construction management consultant, assisting SCRRA with, but not limited to, engineering reviews, interagency coordination, risk management, and funding alignment. HNTB proposed a team of two subconsultants with experience in commuter rail, freight partnerships, and construction services. Although HNTB shows it is

experienced in this industry, it has selected a subconsultant which it has not formally partnered with on projects.

TYLin was founded in 1954 and currently employs over 3,600 employees in 95 offices across the Americas and Asia, with local offices in the cities of Irvine, Ontario, Los Angeles, and San Diego. TYLin is a full-service infrastructure consulting and engineering firm providing project management, engineering design, construction oversight, environmental compliance, stakeholder engagement, value engineering, cost estimation, and grant support services across a variety of transportation infrastructure projects. TYLin is providing PMC services for the San Diego LOSSAN Rail Realignment (SDLRR) project to including but not limited to project management, third-party coordination, project controls, and design reviews. Similarly, TYLin provided PMC services on the Mid-Coast Corridor Transit Project. TYLin also discussed its role in providing PMC services, including design coordination and traffic studies for the Harbor Drive 2.0 /Vesta Street project for the Port of San Diego.

TYLin proposed a team of nine subconsultants with experience in commuter rail, freight partnerships, and construction services to provide all the services required by the SOW. TYLin detailed its prior working experience with four of its nine proposed subconsultants on past projects. Although TYLin shows it is experienced in this industry, its experience has mostly been local to the San Diego region, and it did not demonstrate sufficient relevant experience on similar projects for a few of its proposed subconsultants.

Staffing and Project Organization

All three firms proposed qualified teams of key personnel and subconsultants with sufficient availability.

RailPros proposed a project team with recent, relevant experience. The proposed project manager (PM) has 12 years of experience in the engineering and construction industry and currently serves as the deputy project manager for the LOSSAN PMC contract. The PM's primary duties are to assist with the preparation of project study reports and to coordinate independent peer reviews of the design of capital projects. Both the proposed project controls and document control staff have recent experience on the existing LOSSAN PMC contract, providing scheduling, budgeting, and procurement services. RailPros proposed a team of stakeholder advisors who are experts with regard to the specific agencies along the corridor and can provide their knowledge to navigate and partner with those agencies. During the interview, RailPros discussed the team's past working relationship with each subconsultant and outlined its plan to continue serving the LOSSAN rail corridor. RailPros proposed six subconsultants to provide expertise in asset management, railroad modeling, environmental engineering, ridership modeling, right-of-way (ROW) services,

architectural/mechanical electrical plumbing (MEP)/facility concept layouts, and geotechnical services needed for this project.

HNTB proposed a team of qualified staff. The proposed PM has 19 years of experience in construction and project management across rail, transit and transportation industries and has led high-profile projects for SCRRA, Riverside County Transportation Commission, OCTA, San Bernardino County Transportation Authority, Los Angeles County Metropolitan Transportation Authority (Metro), and is currently the subconsultant PM on the LOSSAN PMC. The proposed deputy project manager and technical oversight personnel have experience serving in traditional project delivery roles, which include design, design management, project management, program management, and construction oversight. HNTB proposed two subconsultants to provide the expertise in rail signaling/communications and construction technical oversight services needed for this project.

TYLin proposed a team of qualified staff. The proposed project manager has 32 years of experience managing projects and programs for environmental clearance, railroad, transit, and stormwater design and construction. The PM is currently the technical advisor for the SDLRR PMC with SANDAG and was previously the director of engineering at SANDAG. The proposed project controls, document controls, and technical support lead personnel all have many years of experience providing the technical expertise needed for this PMC, and all have listed the SDLRR as their most recent relevant experience. TYLin proposed nine subconsultants to provide the expertise in tunnels, paleontology, environmental studies, MEP, cost estimating, ROW, stations/facilities, and rolling stock needed for this project. Although TYLin's key staff covers the requirements of the SOW, some staff members have short tenure with the firm and limited experience with Union Pacific.

Work Plan

All three short-listed firms demonstrated an understanding of the required services and adequately discussed their approach to the project.

RailPros presented a work plan that included all the elements outlined in the SOW. The firm demonstrated a solid understanding of LOSSAN needs by providing a clear, step-by-step approach for delivering project phases within the scope. RailPros integrated personnel resources into their work plan by naming key roles and describing each one's responsibilities, further highlighting the firm's understanding of the SOW requirements. The technical proposal discussed potential critical issues such as host rail and utility coordination, and program funding, along with proposed solutions. The proposal included considerations for enhancements such as safety mapping for train strikes, transitioning to zero-emission vehicles, and implementing quarterly reporting methods for the program. Other aspects of the work plan addressed included quality control, planning, and grant funding. During the

interview, RailPros shared its vision for automating quarterly reporting and leveraging technology to integrate these into LOSSAN Agency's SharePoint and other platforms. The key personnel provided thorough responses to questions, drawing on their experience, especially in regard to a new approach in selecting a location for a San Diego layover facility. RailPros also highlighted that its familiarity with LOSSAN Agency's work processes would support its ability to effectively apply the proposed work plan to LOSSAN Agency projects and build upon lessons learned as the incumbent on the current LOSSAN PMC contract.

HNTB's work plan presented an approach that addressed the elements of the SOW identified in the RFP. The proposal included a project management plan detailing project cost and schedule controls, risk management, quality, document management, and communication plans. HNTB provided good examples of project schedules and a detailed project outlook. HNTB also demonstrated a strong understanding of the SOW by including change management, budget controls, and a thorough explanation of its project processes. Other elements of the work plan, such as quality control, planning, and grant funding, were also addressed. During the interview, HNTB emphasized that its familiarity with the SOW gained with its experience as a subconsultant on the existing LOSSAN PMC would help it perform on this project. While HNTB's work plan covered the SOW's needs, some proposed enhancements, such as building temporary platforms for the LA28 Olympics, did not seem feasible.

TYLin's work plan was organized to cover each element of the SOW and its experience. The proposal clearly outlines execution of the SOW step by step. TYLin provided a detailed Quality Assurance/Quality Control plan, discussed project management coordination, and included a sample project showing detailed steps on how they would carry out the work. Other parts of the work plan, like planning and grant funding, were also addressed. During the interview, TYLin clearly discussed its industry experience and answered all questions. While TYLin's work plan included a lot of detail and demonstrated expertise, it seemed more suited for a larger program. Additionally, scope-specific tasks appeared generic and needed more detail.

Procurement Summary

Based on the evaluation of the written proposals, team qualifications, work plan, and information obtained from the interviews, the evaluation committee recommends the selection of RailPros as the top-ranked firm to provide program management consultant services for the LOSSAN Agency. RailPros presented a comprehensive proposal that was responsive to all the requirements of the RFP, a qualified team of key personnel, support staff and subconsultants to provide all required services, and demonstrated a thorough understanding of the SOW.

Fiscal Impact

Funding for the contract is included in the LOSSAN Agency's Fiscal Year 2025-26 budget and will be funded with approved administrative funds as appropriate. Similarly, funding for future years will be consistent with annual Board approved budgets.

Summary

Staff requests Board of Directors' approval for the Managing Director to negotiate and execute Agreement No. L250002 with RailPros, Inc., for an initial term of three years, with one two-year option term, to provide program management consultant services to the Los Angeles – San Diego – San Luis Obispo Rail Corridor Agency.

Attachments

- A. Review of Proposals, RFP 5-4209 Program Management Consultant Services for the LOSSAN Agency
- B. Proposal Evaluation Criteria Matrix ("Short-Listed Firms"), RFP 5-4209 Program Management Consultant Services for the LOSSAN Agency
- C. Contract History for the Past Two Years, RFP 5-4209 Program Management Consultant Services for the LOSSAN Agency

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