



PTD22-001

Green Transit Technology

**Pre-Proposal Meeting
May 17, 2022**

Housekeeping

- Meeting purpose is to provide solicitation clarifications
 - Please have the solicitation and its attachments available for the meeting
- No recording is allowable
- PowerPoint and Attendance sheet will be posted
- Attendance
 - Roll Call

WebEx Meeting Question Format

- Use the chat feature to direct questions to the Procurement Officer
- Procurement Officer will read the question to city staff for the response

Oral communications during the pre-offer conference do not constitute a change to the solicitation. All questions must be submitted to the Procurement Officer in writing.

Solicitation Framework

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RFP Schedule



Written Inquiries Due

June 1, 2022, 5:00 PM

Proposals Due

June 28, 2022, 2:00 PM

Award Recommendation

September 19, 2022

City Council Formal

October/November 2022

Questions and Answers Reminder

QUESTIONS

Inquiries Form

All questions must be submitted in writing to ptdprocurement@phoenix.gov

Please cite the solicitation number PTD22-001 in the subject line of the email

ANSWERS

RFP Addendum

All answers will be provided in an RFP Addendum

Solicitation Instructions

Section 1.15 – Pre-Award Qualifications

The following requirements must be met at offer due date and time, or else the CITY may determine that the offer is non-responsive, or the Offeror is non-responsible:

- 1.15.1. Offerors shall have three (3) or more years of recent and relevant experience comparable in size and quantity as specified in this solicitation's scope of work. Offerors shall demonstrate this by inclusion of Years in Business and References Forms and submit this with their offer submittal.
- 1.15.2. Offeror must conduct and submit a verification of HVAC APTA Test Section 9 pull down testing on all bus types offered

Solicitation Instructions

Section 1.23 – Contract Award

1.23. CONTRACT AWARD

The CITY reserves the right to award a contract by bus type group (Group 1 - Battery Electric, Group 2 - Hybrid Electric, Group 3 - Fuel Cell Electric), all, some, or none, or any other combination most advantageous to the CITY. The CITY reserves the right to multiple award.

Attachment A – Price Schedule

Tab 1 – Bus Groups

ATTACHMENT A														
Tab 1 - Price Schedule for 40-Ft Bus Groups, With All Batteries														
(see Section 7.4)														
GROUP 1 - BATTERY ELECTRIC BUSES					GROUP 2 - HYBRID ELECTRIC BUSES					GROUP 3 - FUEL CELL ELECTRIC BUSES				
Item no.	Unit of measure	Description	Estimated Quantity Range	Unit price	Item no.	Unit of measure	Description	Estimated Quantity Range	Unit price	Item no.	Unit of measure	Description	Estimated Quantity Range	Unit price
1	EA	Year 1	0 - 40	\$ -	1	EA	Year 1	0 - 40	\$ -	1	EA	Year 1	0 - 40	\$ -
1	EA	Year 2	0 - 40	\$ -	1	EA	Year 2	0 - 40	\$ -	1	EA	Year 2	0 - 40	\$ -
1	EA	Year 3	0 - 40	\$ -	1	EA	Year 3	0 - 40	\$ -	1	EA	Year 3	0 - 40	\$ -
1	EA	Year 4	0 - 40	\$ -	1	EA	Year 4	0 - 40	\$ -	1	EA	Year 4	0 - 40	\$ -
1	EA	Year 5	0 - 40	\$ -	1	EA	Year 5	0 - 40	\$ -	1	EA	Year 5	0 - 40	\$ -
TOTAL FOR GROUP 1				\$ -	TOTAL FOR GROUP 2				\$ -	TOTAL FOR GROUP 3				\$ -

Solicitation Overview

Attachment A Price Proposal

Attachment B Vehicle Data Sheet Form (one form for each bus type offered)

Attachment C Expected Results Under Phoenix's Specified Pull-Down Test (one form for each bus type offered)

Attachment D Altoona Test Results (one form for each bus type offered)

Attachment E HVAC APTA Section 9 Pull-Down Test Result (one form for each bus type offered)

Solicitation Overview

Section IV – Federal Terms and Conditions – FTA Certifications

FTA CERTIFICATION SUBMITTALS

1. Debarment and Suspension Certification
2. Buy America Certification
3. Lobbying Certification
4. Certificate of Compliance with Bus Testing Requirement
5. Transit Vehicle Manufacturer DBE Certification
6. Federal Motor Vehicle Safety Standards Certification
7. Tax Liability Certification

Solicitation Overview

Section VII

Section 7.6 Bus Types Offered

Section 7.7 Payment Terms

Section 7.8 Addenda Certification

Section 7.9 Contract Disclosure Form

Section 7.10 Years in Business Certification

Section 7.11 References

Section 7.12 Offer Page (signed by Authorized Signatory)

Solicitation Overview

Section VII

7.6. BUS TYPES OFFERED

Contractor shall check the boxes for all bus types that it offers in response to this Solicitation:

- Group 1 - Battery Electric
- Group 2 - Hybrid Electric
- Group 3 - Fuel Cell Electric

Solicitation Overview

Section 7.3 – Technical Proposal Package

Tab 1 Design & Production Process

Tab 2 Warranty

Tab 3 Workforce Training and Contractor Outreach/Recruitment

Solicitation Overview

Section 7.5 – Offer Evaluation Criteria

For each bus type group (Group 1 - Battery Electric, Group 2 - Hybrid Electric, Group 3 - Fuel Cell Electric), Offerors will receive a separate score (0-1000 Pts, based on the criteria below) for that bus type, if offered, which will facilitate evaluation between offers for each bus type. Consequently, Offerors may receive differing scores (0-1000 Pts each) between offered bus types.

Evaluation Criteria (Max 1000 points)	Points
Evaluation Criterion # 1 – Design & Production Process: Product Support and Reliability (Technical Proposal Tab 1a)	0-275 Pts
Evaluation Criterion # 2 – Design & Production Process: Bus and Component Design (Technical Proposal Tabs 1b and 1c)	0-275 Pts
Evaluation Criterion # 3 – Price (Price Proposal Tab 1)	0-250 Pts
Evaluation Criterion # 4 – Workforce Training and Contractor Outreach/Recruitment (Technical Proposal Tab 3)	0-100 Pts
Evaluation Criterion # 5 – Design & Production Process: Schedule (Technical Proposal Tab 1d)	0-50 Pts
Evaluation Criterion # 6 – Warranty (Technical Proposal Tab 2)	0-50 Pts

Solicitation Overview

Section 7.1 – Copies

One (1) Original Hard Copy

One (1) **Unlocked** Electronic Copy

Includes: Cover Letter, Technical Proposal Package, and Price Proposal and Required Submittal Forms Package

Three (3) Printed Hard Copies and Three (3) Electronic Copies

Excludes: Price Proposal and Required Submittal Forms Package

Solicitation Instructions

Section 1.6 – Exceptions

“Offerors **must not take any exceptions** to any terms, conditions, or material requirements of this solicitation. Offers submitted with exceptions may be deemed **non-responsive and disqualified** from further consideration in the CITY’s sole discretion. Offerors must conform to all the requirements specified in the solicitation. The CITY encourages Offerors to send inquiries to the procurement officer rather than including exceptions in their Offer.”

Special Terms and Conditions

Section III

3.1. TERM OF CONTRACT

The term of this Contract shall be five (5) years. The Contract is anticipated to commence on or about November 1, 2022.

3.5. Repairs after Non-Acceptance

The Contractor, or its designated representative, shall perform the repairs identified during non-acceptance. If the Contractor fails or refuses to **begin the repairs within five (5) business days**, the Work may be done by the CITY's personnel, or its designated representative, with reimbursement by the Contractor.

Special Terms and Conditions (cont.)

Section III

3.7.2. Delivery Schedule

The maximum delivery rate is 5 units per week, with deliveries to occur Mon. – Thurs. 7 A.M. to 2 P.M. MST (local Arizona time). That maximum delivery rate is subject to change, at the City's sole discretion, depending upon the CITY's capacity to accept delivery. No deliveries will be accepted on Fridays, Weekends, or City holidays. **The delivery of the pilot bus for any purchase order shall be completed within fifty-two (52) weeks from the date of the notice to proceed (NTP), unless otherwise stated in the NTP.** For each order of buses, the CITY will issue an NTP with the applicable delivery schedule. The CITY's purchases each year will vary in quantities and include varying configurations. Each NTP will state the exact number and type of buses.

Special Terms and Conditions (cont.)

Section III

3.8. PAYMENT

The CITY shall pay and the Contractor shall accept the amounts set forth in the price schedule as full compensation for all costs and expenses of completing the Work in accordance with the Contract, including but not limited to all labor, equipment and material required, overhead, expenses, storage and shipping, risks and obligations, taxes (as applicable), fees and profit, and any unforeseen costs.

3.8.1. Payment Schedule

All payments shall be made as provided herein, less any additional monies withheld as provided below and less any amounts for liquidated damages in accordance with **Section 3.9** (“Liquidated Damages for Late Bus Delivery”).

Special Terms and Conditions (cont.)

Section III

3.8.2. Performance Surety

Performance surety in the amount of **\$2,500,000** shall be provided by the Contractor immediately upon receiving notice of contract award. The CITY will not give a notice to proceed in any form until the performance surety is received by the CITY. The performance surety must be in the form of a bond, cashier's check, certified check or money order. Personal or company checks are not acceptable unless certified. If performance surety is in the form of a bond, the company issuing the surety must be authorized by the Insurance Department of Arizona to transact business in the State of Arizona or be named on the approved listing of non-admitted companies. A Certificate of Deposit (CD) issued by a local Phoenix bank may also be used as a form of surety provided that the CD is issued jointly in the name of the City of Phoenix and the Contractor, and that the Contractor endorses the CD over to the CITY at the beginning of the contract period. Interest earnings from the CD can be retained by the Contractor. The bond amount may be reduced annually based on the required number of buses for that contract period.

Special Terms and Conditions (cont.)

Section III

3.9. LIQUIDATED DAMAGES FOR LATE BUS DELIVERY

It is mutually understood and agreed by and between the parties to the Contract that time is of the essence with respect to the completion of the Work and that in case of any failure on the part of the Contractor to deliver the buses within the time specified in **Section 3.7.2** (“Delivery Schedule”), except for any excusable delays as provided in **Section 2.6.3** (“Force Majeure”) or any extension thereof, the CITY will be damaged thereby. The amount of said damages, being difficult if not impossible of definite ascertainment and proof, it is hereby agreed that **the amount of such damages due to the CITY shall be fixed at \$250.00 per day per bus**, excluding weekends and holidays, not delivered in substantially good condition as inspected by the CITY at the time released for shipment.

Scope of Work

Section VI

40' low floor buses

Quantities are estimated total over 5 yrs.

- Will be a mix of 3 options. Actual mix is TBD
- Phoenix fleet transition plan calls for fleet transition to ZEB by 2040
- Phoenix reserves the right to purchase CNG from existing contract as needed
- While infrastructure is being built (yr 1 & 2) the BEB and/or FCEB will be supplemented by CNG and/or HEB

BEB

HEB

FCEB

Scope of Work

Section VI

Aside from powertrain most requirements will be similar to current Phoenix fleet.

- There are some, mostly minor, changes in the spec to accommodate new tech, simplify the requirements, or accommodate new needs.
 - Please review fully for any changes. A few notable items are listed here **(not all inclusive)**
 - Accessibility, Durability, Fuel range and HVAC performance remain high priorities
 - Change to fire suppression
 - Addition on card reader to farebox prewire (VIX)
 - CAD/AVL remains Clever Devices – They have updated obsolete hardware recently
 - Side windows now fixed (previous phoenix buses had upper transom)

Scope of Work

Section VI

The proposal will be evaluated based on the SOW. In particular, we will be looking at:

- Product support and reliability
- Parts procurement and distribution
- Bus and component design
- Warranty
- Training

Transparency Policy

City Code 43-36

All respondents and their representatives under penalty of disqualification will refrain from contacting anyone involved in this process other than the procurement officer.

OFFERORS THAT VIOLATE THIS POLICY SHALL BE DISQUALIFIED