

REQUEST FOR PROPOSALS (RFP)

Procurement for Prototype Hydrogen Fuel-Cell Motorcoach Manufacturer

Interested manufacturers must [subscribe](#) to SRTA's bid posting webpage to receive notices when information and possible RFP addenda become available.

RFP issued November 25, 2019

Proposals must be received no later than
5:00 PM on December 13, 2019

Shasta Regional Transportation Agency
1255 East Street, Suite 202
Redding, CA 96001
(530) 262-6190



2019 SRTA Board Members and Agency Partners

Board Members

Baron Browning
Julie Winter
Joe Chimenti
Leonard Moty
Mary Rickert
Greg Watkins
Kristen Schreder

Affiliation

City of Anderson
City of Redding
County of Shasta, District 1
County of Shasta, District 2
County of Shasta, District 3
City of Shasta Lake
Redding Area Bus Authority

Agency Partners

Caltrans, District 2
City of Anderson
City of Redding
City of Shasta Lake
County of Shasta
Redding Area Bus Authority (RABA)
Dignity Health Connected Living (DHCL)
Healthy Shasta
North State Super Region (NSSR)
Pit River Tribe
Redding Rancheria (Yana, Wintu, Pit River)

Introduction

Shasta Regional Transportation Agency (SRTA) is the designated Metropolitan Planning Organization (MPO) for the Shasta County region. Member agencies are the cities of Anderson, Redding, and Shasta Lake, the county of Shasta and the Redding Area Bus Authority (RABA). Information regarding SRTA, regional plans and programs, and this procurement are available online at www.srta.ca.gov.

SRTA seeks proposals from qualified coach manufacturers that will enter into a partnership with SRTA to assist the agency in developing a prototype hydrogen (H₂) fuel-cell motorcoach that can meet the range and performance requirements for SRTA's Salmon Runner service. The selected manufacturer is expected to provide a design and engineering cost estimate, commercial build cost estimate, and specifications of the vehicle.

If a qualified manufacturer is identified, SRTA plans to apply for Transit and Intercity Rail Capital Program (TIRCP) funding (a Caltrans program) for the design, engineering, and building of prototype fuel-cell motorcoach(es). In addition, the TIRCP application will also include related H₂ fueling infrastructure that SRTA will develop independent of this procurement. If SRTA should win an additional grant from Caltrans, the coach manufacturer named in the TIRCP application will be responsible for design and engineering, manufacturing, SRTA staff training, in-service evaluation, and ongoing service and support for one or more prototype fuel cell electric coaches. SRTA will be responsible for securing the funding to build one or more hydrogen fueling stations and upgrading maintenance facilities to service the coaches.

Background

In April 2018, SRTA was awarded over \$8.6 million in capital funding through the TIRCP for a new zero-emission intercity bus service between Redding and Sacramento, including a valley feeder that connects the cities of Corning, Orland, Willows, and Chico. The Salmon Runner service will offer four inter-connected round trips per day and is described in the [North State Intercity Bus System Business Plan](#). Salmon Runner vehicles have the unique requirements to travel at interstate speeds and reliably complete the 175-mile one-way trip between Redding and Sacramento on a single charge, or a single fueling in the case of H₂, under strenuous loads (max passenger load, HVAC) over the expected life of the vehicle.

In January 2019, SRTA released an RFP for the manufacture and delivery of seven battery-electric motorcoach buses and charging equipment. Two proposals were received. Independent modeling performed by Center for Transportation and the Environment (CTE) – under contract with SRTA to assist with the procurement – showed that the proposed vehicles from both proposals would not be able to meet the Salmon Runner service requirements.

SRTA plans to apply for additional TIRCP funding, applications due January 16, 2020, for the design, engineering, and building of prototype fuel-cell motorcoach(es) (and related H₂ fueling infrastructure). To submit this application, SRTA must determine if there are any bus

manufacturers willing to partner with SRTA to design a prototype fuel cell motorcoach that meets Salmon Runner's unique requirements. These requirements are not so unique to the motorcoach industry, but rather to zero emission buses. It is SRTA's understanding that, if a prototype long-range, higher powered, fuel cell electric coach were developed, other agencies would be interested in purchasing, including:

- Golden Gate Transit
- Caltrans
- Amtrak
- Santa Barbara County Association of Governments
- Additional national and international transit providers

In addition, there are a number of private corporate companies that operate employee shuttles who would be very interested in a zero-emission alternative to diesel. The market potential for private coach shuttles could easily number more than several thousands.

Project Partnership

The objective of this RFP is to assess the interest level of bus manufacturers to partner with SRTA to build a prototype 45' fuel cell electric coach. If qualified responses are received, the most qualified manufacturer will develop a non-binding Letter of Intent to enter into an agreement with SRTA to design, engineer, and build prototype fuel cell electric coach(es).

Submitted responses must take into consideration the following prototype vehicle ideal performance characteristics/operating needs:

- Zero emission (most likely fuel cell)
- Coach style
- Travel at interstate speeds over long distances (i.e. 75+ mph, as far as 45 to 50 miles before slowing down or stopping)
- Complete the one way trip between Redding and Sacramento (i.e. 175 miles) on one fueling event to full vehicle fuel capacity (or one charge)
- Appropriate acceleration rates (to enter the freeway safely)
- Fuel economy (mpg) of 1.5-2 times more efficient than diesel coaches that would otherwise operate on the Salmon Runner route
- ADA compatible
- Secured luggage storage (significant storage needed considering stop at Sacramento International Airport)
- Bike storage
- Bathroom
- 35-40 passenger seated load (no standing passengers)

Bad Elf GPS data is available for the anticipated Salmon Runner route and can be provided upon request.

Following execution of the Letter of Intent, the manufacturer must be able to provide a design and engineering cost estimate, commercial cost estimate and specifications of a prototype vehicle prior to January 10, 2020. The cost estimate will be used in the application to Caltrans, and will reflect a “not-to-exceed” amount to accomplish the project scope. A more detailed and final specification can follow once a procurement contract has been executed and a Notice to Proceed has been issued.

Timeline

SRTA plans to submit a TIRCP application on January 16, 2020. The TIRCP application will need to include general cost and specifications of the prototype electric coach. The manufacturer selected to develop a Letter of Intent with SRTA will need to provide information in support of the TIRCP application prior to January 10, 2020. Development of the prototype vehicle is contingent upon award of TIRCP funds.

Proposal Contents

Written proposals shall not exceed 35 pages (including attachments). At a minimum, the following information should be included and clearly labeled:

1. Transmittal letter--signed by an officer who may contractually bind the business, with a description of the firm containing the firm name, firm address, firm’s status as a DBE or non-DBE, age of the firm, NAICS code, and annual gross receipts (may be a range). The proposal shall contain a statement of commitment to a partnership with SRTA on developing a prototype vehicle that can meet the Salmon Runner needs. The transmittal letter shall contain a statement acknowledging the TIRCP application deadline.
2. Statement of understanding of the project partnership and the required performance characteristics, including a proposed solution. The solution should include a description of the proposed manufacturing locations, any proposed cost-sharing, ongoing service and support, as well as QA/QC procedures. Although TIRCP is state funding, manufacturers should address how they plan to meet Buy America requirements for this vehicle design in the future.
3. List of the personnel on the project, design, and development team, including a summary of their qualifications and work experience (resumes should be included as an attachment). This includes component manufacturers, specifically fuel cell manufacturers proposed for use. Include qualifications for the company, the team members, and fuel cell component manufacturer, including collaboration methods and design approaches.

4. Organization chart showing line and functional responsibilities for all stages of the project:
 - Design and Engineering
 - Manufacturing and Quality Control/Assurance
 - SRTA Driver and Technician Training
 - Evaluation
 - Ongoing Service and Support
5. Representative list of similar projects completed within the last five years including: manufacture location, QA/QC controls and systems, record of on-time delivery from start of production, and experience with electric drive trains and fuel cells.
6. Work plan and schedule to complete the project scope of work, identifying milestones and deliverables.
7. How the respondent heard of the procurement.

RFP Questions, Contact Person, and Schedule

Questions

Questions concerning this RFP will be responded to collectively, and made available for interested manufacturers via the SRTA website. All email inquiries must be submitted no later than **3:00 PM on December 4, 2019**, to the below contact person. **Questions taken from prospective manufacturers, and responded to by SRTA staff, will be reported on SRTA's bid posting webpage.**-All responses to questions will be posted on the [SRTA website](http://www.srta.ca.gov) no later than December 6, 2019. Interested manufacturers must subscribe to SRTA's bid posting webpage at <http://www.srta.ca.gov/bids.aspx> so that they are notified of any addenda to the RFP, or for responses to questions received.

Contact Person

Julie McFall
Associate Transportation Planner
jmcfall@srta.ca.gov
530-262-6188

Schedule

The RFP schedule follows.

Tasks	Deadline (all times PDT)
Release RFP	November 25, 2019
Interested Manufacturer Questions Due	3:00 PM, December 4, 2019
SRTA Response to Manufacturer Questions	No later than December 6, 2019
SRTA Board of Directors Advised of RFP	December 10, 2019
Manufacturer Proposals Due	5:00 PM, December 13, 2019 (no postmarks accepted)
Evaluation and Ranking of Proposals	December 16-17, 2019
Interviews (if necessary)	December 18, 2019
Manufacturer Selected	December 19, 2019
SRTA/MANUFACTURER Letter of Intent	December 30, 2019
Contract Start	Contingent on TIRCP award

Proposal Evaluation

A panel will be formed to evaluate the proposals, and make a recommendation in consultation with the executive director. The proposal evaluation will be based on the scoring criteria presented in Figure 2. In unusual circumstances where a recommendation cannot be made based on the proposals alone, the highest ranked manufacturers may be invited to an interview. Should interviews be held, SRTA will provide a list of questions and evaluation criteria before the interviews. Presentations will be allowed, with a specified time limit.

Figure 2 – Proposal Scoring Criteria

Criteria	Scoring Weight %
Demonstrated experience with engineering and integrating components of electric fuel cell vehicles, including established relationships with vehicle component providers.	30
Qualifications and similar experience of the manufacturer and project team, including number of vehicles built.	20
Cost sharing approach	10
QA/QC procedures and ability to provide on-going support	10
Demonstration of Salmon Runner service understanding	10
Demonstration of ability to design/develop prototype vehicle within reasonable timeframe	10
DBE participation level	5
References	5

Contract Amount and Award

Contract award is contingent upon award of TIRCP funds.

The selected manufacturer will develop a non-binding Letter of Intent to enter into an agreement with SRTA to build and support one or more prototype fuel cell electric coach(es). Following execution of the Letter of Intent, the manufacturer must be able to provide a design and engineering cost estimate, commercial cost estimate and specifications of a prototype vehicle prior to January 10, 2020.

Protest Procedure

All protests, signed by the protesting party, must be in writing within three (3) business days from the results notification and be addressed to the SRTA Executive Director. Include a description of the expected relief or corrective action in the protest. The protest should stipulate an issue of fact concerning the following points:

- A matter of bias, discrimination, or conflict of interest on the part of an evaluator(s);
- Errors in computing the score; and/or
- Non-compliance with procedures described in this RFP or SRTA's established policies.

SRTA will only consider protests based on the above points. SRTA will reject protests without merit if they address issues such as an evaluator's professional judgment on the objective quality of a proposal. The SRTA Executive Director will review and respond to protests within five (5) business days from receipt. Protests considered unresolved by the protesting party will be forwarded to the SRTA Board of Directors either at the meeting at which the subject contract is under consideration, or at a subsequent meeting.

Debriefing

SRTA will provide an informal debriefing to interested manufacturers not selected for this contract, once a final contract has been negotiated and executed.

Proposal Submittal

Please submit proposals to:

Shasta Regional Transportation Agency
Attn: Julie McFall
1255 East Street, Suite 202
Redding, CA 96001
jmcfall@srta.ca.gov

Submittals must be received at the SRTA office before **5:00 PM [PDT] on December 13, 2019**. No proposals will be accepted after this time. **Postmarks are not acceptable**. Manufacturers

may forward their proposal by email or by mail, or delivery service. Proposal receipt will be acknowledged by email.

The cost of preparing and submitting a proposal, pre-contract meetings, and participating in an interview—if held—are at the sole expense of the manufacturer. SRTA reserves the right to reject any or all proposals, and to waive any informality, technical defect, or clerical error in any proposal at SRTA's discretion. Solicitation of proposals in no way obligates SRTA to contract with any firm or individual. The decision to approve and award a contract is at the discretion of SRTA.

Public Records Act: All proposals submitted in response to the RFP will become the exclusive property of SRTA. At such time as a contract award is recommended to the agency, all bids and proposals become a matter of public record and will be regarded as public records and subject to the Public Records Act (Gov. Code Section 6254 et. seq.).

In the event of litigation concerning the disclosure of any records, SRTA's sole involvement will be as a stakeholder, retaining the records until otherwise ordered by a court. The manufacturer, at its sole expense and risk, shall be fully responsible for any, and all, fees for prosecuting or defending any action concerning the records and shall indemnify and hold SRTA harmless from all costs and expenses, including attorney's fees, in connection with, any such action.

Modification or Withdrawal of Proposal: Any proposal received prior to the deadline may be withdrawn or modified either personally, through e-mail, or by written request of the manufacturer. To be considered, the modification must be received in writing (email acceptable) prior to the deadline. Proposals may be withdrawn following the proposal deadline for good cause; please consult with the RFP contact person to discuss this.

RFP Addendum or Addenda: Any changes to the RFP will be made by written addenda issued by SRTA, and shall be considered part of the RFP. The RFP deadline may be extended dependent upon the nature of the changes issued. Upon issuance, such addenda shall be incorporated into the agreement documents, and shall prevail over inconsistent provisions of earlier issued documentation. Any addenda will be posted on-line only. It will be the manufacturer's responsibility to assure that all addenda are incorporated into the proposal as required according to all the terms and conditions for submittal of the proposal. In no event will SRTA modify the RFP with less than five (5) days remaining to the deadline, without extending the RFP deadline.

Verbal Agreement or Conversation: No prior, current, or post-award verbal conversations or agreement(s) with any officer, agent, or employee of SRTA shall affect or modify any terms or obligations of this RFP, or any contract resulting from this procurement.

Special Funding Considerations: Any contract resulting from this RFP will be financed with funds available to SRTA. The contract for this service is contingent upon the provision of these funds to

SRTA. In the event these funds are reduced or eliminated, SRTA reserves the right to terminate or revise any contract.

Alternatives: Manufacturers may not alter objectives and deliverables of the RFP in the response to the RFP. If the manufacturer brings to SRTA's attention, at least ten (10) days before the RFP deadline, an alternative end product than the RFP delineates, SRTA reserves the right to cancel the RFP and re-bid the project

DBE Requirement: SRTA has determined that disadvantaged business enterprises, as defined in 49 CFR Part 26, will have the opportunity to compete fairly for contracts financed, in whole or in part, with federal funds. SRTA has a disadvantaged business enterprise (DBE) goal of 4.8% for federal fiscal years 2018/2019/2020. SRTA encourages respondents to include the participation of DBE businesses within your proposal.

Buy America: Buy America regulations apply to federally assisted procurements, typically development and/or construction activities subject to a NEPA determination, exceeding certain amounts. Buy America Regulations require the manufacturer to provide goods produced or manufactured in the US, unless the federal government has granted a waiver authorized by those regulations.

Equal Employment Opportunity/Affirmative Action: In awarding a contract to a manufacturer, SRTA includes language within the contract which requires the manufacturer to certify their compliance with federal regulations.