



Date: November 23, 2021; amended 12/01/2021

To: Prospective Respondents to RFP 20211109: Electric Vehicle Service, Joint Procurement

From: Julia Halsted, Designated Contact

Re: Pre-Response Questions and Agency Response

Consistent with RFP 20211109: Electric Vehicle Service, Joint Procurement, all questions, pertaining to the solicitation were required to be submitted in writing to the Designated Contact. Questions and responses are hereby posted as an amendment to the solicitation. Respondents are responsible for monitoring for updates through the deadline for Agency response to questions.

1. Why is Region 1 Planning Council doing this RFP?

Region 1 Planning Council is an independent special-purpose form of government. R1 is a [Metropolitan Planning Organization](#), a designation of the US Federal Transit Administration, for the purpose of conducting coordinated transportation planning for local government.

2. Who is Mike Dudek and what role does he play in relation to this RFP?

Mr. Dudek is an independent contractor hired to consult Region 1 Planning Council on this specific RFP. However, as stated in the RFP (lines 135-143), respondents should only communicate with the Designated Contact in writing to jhalsted@r1planning.org.

3. How many chargers?

200-700 EV charger units within a three-year period.

4. The RFP states, "Target goals by the RPC is to have the cost to the consumer be equal to gas at \$3.00 per gallon of gas for 40 miles...". Please break this down more.

The goal is to provide cost to consumer at \$3.00 per 40 miles of EV range. This is separate from the cost to the charger owner.

5. The RFP states, "Propose "total cost to customer per 40 miles of charging" assuming 2-4 hours of charging. Also propose the total annual cost per charging head" to owner for total cost of EV implantation evaluation; Propose their vision of offering a format and branding that achieves "ease of use" that includes universal point of sale transactions." What does the owner want it to cost?

Per the reply above, at a cost of \$3.00 per 40 miles total cost would be \$6.00 for 2 hours and \$12.00 for 4 hours.

"Total cost to owner," is the capital cost of the physical charger, the maintenance and warranty costs, and the reoccurring cost of software and customer support for the station on an annual basis. Costs incurred by the owner may be passed on the consumer within the charging fee. Understanding that each charging vendor has its own business model, owners need to know how all capital and reoccurring cost can be calculated and incorporated into their charge rate given a quantity of charges per day. Installation will be a separate cost that is variable for each site condition.

6. Are lines 70-89 optional? Or is it only lines 70-78 that's optional?

Only lines 70-78 are optional. Lines 79-89 are *not* optional. Owner wants to understand vendor-specific options to meet location scenarios. It is understood that a streetlight pole charging unit may not be available for some manufacturers.

7. The RFP states, "RESPONDENT PERFORMANCE. The vendor agrees to perform its obligations demonstrating quality workmanship and completion of all work in a timely manner as shall be judged and determined by RPC-designated staff." What is "timely manner"?

Respondent must be prepared to perform the content of its proposal provided in response to this solicitation. This may include, but is not limited to:

- Response to municipalities,
- Assistance to site planning,
- Actual delivery,
- Commissioning,
- Customer support,
- Maintenance services, and
- Software support to owners.

8. The RFP states, "STATEMENT OF WORK. Proposal describing the Respondent's solution to meet the requirements of the solicitation. Address the Specific Requirements in the Scope of Work, identify milestones and deliverables." Please break down what milestones and deliverables look like to this project and R1.

The statement of work (similar to a work plan or project plan) should detail the timeframe to fulfill each proposed step in the process, such as procurement of the physical charging station unit, software, manufacturer support in site planning, installation, commissioning, and long-term maintenance and service to customers. This is not pre-defined, as we are seeking the vendors recommendation and expertise.

9. The RFP requests "Most recent annual financial report." Please define.

The purpose of this request is to ascertain the financial standing and capability to perform. Equivalent financial statement (audited preferred), performance/surety bonds, public filing, or tax statement will be accepted.

10. Questions and Answers Posted Wednesday, November 24, 2021. Where are these to be posted?

All RFP notices are made available at DemandStar.com and <http://r1planning.org/procurement>.

11. Is the above RFP for installations or is the intent of the RFP to qualify suppliers for future bids?

No. This RFP is set cost per dual charger and services for the regions with a single manufacturer to provide ease of use and provide consistency in the region.

12. If there is a set price, we would regionally like to charge the customer for that mileage/duration of charge - we can set that price to make it best for both the customer and owner of the charging station specific to that location. Please let me know if there is a desired price and I can help provide solutions for models of ROI for the charging station.

See 3 & 4.

13. The RFP states, "Propose "total cost to customer per 40 miles of charging" assuming 2 -4 hours of charging." I can capture this question in 2 ways: Our Charging stations have the ability to be set for no charge to the customer – or - pay as you go with various payment methods accepted. Depending on the

ROI the owner of the Charging Station would like to achieve-it can be advantageous to charge and not charge at the same time. In the private sector, grocery stores sometimes choose to not charge as it attracts more customers to purchase groceries and the longer the customer charges the EV the more sales are generated inside the store.

See 3 & 4. The option for a business not to charge customers will be an individual decision. In the requested cost scenario above the owner of the charging station would absorb those costs.

14. The question I will ask: if there is a set price, we would regionally like to charge the customer for that mileage/duration of charge - we can set that price to make it best for both the customer and owner of the charging station specific to that location. Please let me know if there is a desired price and I can help provide solutions for models of ROI for the charging station.

See 3 & 4. A business may elect not to charge customers. In that case, the owner would be responsible for the cost (potentially for the purpose of attracting business.)

15. Regarding Line 10 of the RFP, please explain the equal to gas at \$3.00 per gallon means. I read it as what would the station owner charge to equal \$3.00 per gallon of gas.

See 3 & 4.

16. Regarding Line 41, “total cost to customer per 40 miles of charging.” By customer do you mean owner or driver. What is included in “total cost” Does that include cloud, maintenance, electric cost. There are a lot of variables in this question.

The customer is the general public. See #5. Yes, all cost should be included including capital cost to provide true return on investment (ROI) of a station project.

17. Regarding Lines 50 and 51, “cord management and cost of installation.” By cost of installation are you referring to final installation and on station activation or complete installation. Complete installation has no definitive answer because of the many variables.

For ROI purposes and “Cost to end user/customer”, a baseline cost of installation of a dual head charger shall be \$7,000 per unit. Sites will vary, however, those additional cost will be burdened by the owner.

18. Regarding Line 91, “completion of all work.” What is this covering – complete installation, final installation to a made ready site or no installation and just supplying equipment.

In this case, installation is will be a separate, however, a unit shall be commissioned and fully function to be considered a “completion of all work”. Vendors should explain their method of assuring a quality installation by a 3rd party vendor.

19. Regarding Line 128, “Project budget for each “package”.” I am assuming this means a budget quote for each type of station including networking and Parts and Labor Warranty. Need confirmation of what a “package” is.

The project budget for each “package” refers to the scale of units for municipal partners. What may be beneficial and befitting of one partner is not the same need as another, whether it be smaller or larger. The scale for each “package” would be based on the procurement of dual head chargers on a unit basis by: 2, 5, 10, and 20 units.

20. Can you please provide a cost per kWh typical for utility service in the region of interest for this procurement?

The cost per KWh is typically 12 cents per KWh. The supplier is Common Wealth Edison for the Rockford Region.