



## RFP 21-980369 - Florida Electric Transit Buses with Charging and Associated Equipment Scoring Summary

### Active Submissions

	Total	Responsive Review	A - Technical Evaluation Criteria	A-1 - Product design and performance	A-2 - Proposer's reputation and performance	A-3 - Delivery schedule	B - Pricing	B-1 -
Supplier	/ 100 pts	Pass/Fail	/ 80 pts	/ 30 pts	/ 30 pts	/ 20 pts	/ 20 pts	/ 20 pts
GILLIG LLC	71.8	Pass	71.8	27.8	28.4	15.6	-	-
New Flyer	70.4	Pass	70.4	25.8	27.2	17.4	-	-
Proterra Inc	67.8	Pass	67.8	24.8	24.8	18.2	-	-
BYD Coach and Bus LLC	63.2	Pass	63.2	23	21.6	18.6	-	-



## RFP 21-980369 - Florida Electric Transit Buses with Charging and Associated Equipment GILLIG LLC

### Scoring Summary

#### Evaluation Group 1 - Responsiveness Review

Reviewer	Responsive Review Pass/Fail
Contracting Officer	Pass
Average:	Pass
Calculated:	↓ Pass

#### Evaluation Group 2 - Evaluation Committee

Reviewer	Total / 80 pts	A - Technical Evaluation Criteria / 80 pts	A-1 - Product design and performance / 30 pts	A-2 - Proposer's reputation and performance / 30 pts	A-3 - Delivery schedule / 20 pts
Evaluation Member 1	78	78	30	30	18
Evaluation Member	65	65	27	26	12
Evaluation Member 3	75	75	29	28	18
Evaluation Member 4	76	76	28	28	20
Evaluation Member 5	65	65	25	30	10
	-	-	-	-	-
		Average:	27.8	28.4	15.6
Calculated:	71.8	71.8	↓ 27.8	↓ 28.4	↓ 15.6

#### Evaluation Group 3 - Pricing

Reviewer	Total / 20 pts	B - Pricing / 20 pts	B-1 - / 20 pts
Contracting Officer	-	-	-
		Average:	-
Calculated:	-	-	↓ -

### Scoring Comments

#### Responsive Review - Reviewer Scores



Reviewer	Score	Reason	Comments
Contracting Officer	Pass	Meets the requirement(s)	Proposal was considered Responsive

**A-1 - Product design and performance - Reviewer Scores**

Reviewer	Score	Reason	Comments
Evaluation Member 1	30	High level of detail in response	The proposal contained a high level of detail for the requested technical information in the RFP. Full review of the proposal left this reviewer with a complete picture of what vehicles were being proposed and their capabilities.
Evaluation Member	27	Meets or exceeds my expectations	Cummins EV drivetrain that will be supported by the Cummins network. Batteries are modular and expandable with 6-year warranty. Stated range of between 170-239 miles depending on battery pack size appears reasonable and is backed up by testing data. Plug in Inductive Wave & pantograph charging available. Altoona test report included. Preventive maintenance cost estimates are included. Standard repair times are included.
Evaluation Member 3	29	High level of detail in response	Good informative proposal. Easy to follow.
Evaluation Member 4	28	Strongly fits desired attribute(s)	The proposal clearly and with a great deal of technical details describes the bus design. The specifications of the Gillig BEB meet or exceed the RFP requirements.
Evaluation Member 5	25	Well-supported claim(s)	Gillig: 170 – 239 miles, Altoona tests 86.3, AC on. No significant issues at Altoona test

**A-2 - Proposer's reputation and performance - Reviewer Scores**

Reviewer	Score	Reason	Comments
Evaluation Member 1	30	Well-supported claim(s)	Gillig is 130 year company and has a solid reputation as a bus builder. Support network, field service response, financial capacity, quality, organizational structure, etc., are all areas where Gillig demonstrates the ability to design and support the product they sell.

Evaluation Member	26	Strongly fits desired attribute(s)	Project team is identified. Project plan, schedule plan, communication plan and configuration management plan are all adequate. References included from past customers. Aftermarket parts is very well organized, warranty and engineering support structure is discussed and acceptable. Training programs and special tools are outlined. Able to provide some buses requested by this RFP. Agreement with Cummins for warranty support Good field service support, aftermarket parts support and training availability.
Evaluation Member 3	28	Well-supported claim(s)	Good reputation throughout the industry. Personal experience has been a positive professional one with Gillig.
Evaluation Member 4	28	Meets or exceeds my expectations	The reputation and experience of the proposer is excellent. The proposers methodology and approach to quality control, quality assurance and customer support is excellent.
Evaluation Member 5	30	Meets or exceeds my expectations	Gillig: 6yr/300kmiles or 12yr/500k miles warranty, 60 BEB Buses over 25 locations, 97.5% US Spend, 100% US Company, 130 years

### A-3 - Delivery schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	18	Meets or exceeds my expectations	Gillig has a strong commitment to meeting delivery timelines per contract. Deliveries of orders up to 10 buses will be delivered within fifteen (15) months after receipt of order. Deliveries of orders over 10 buses will be negotiated a time of order placement. Would have been interested to be a breakout of production milestone dates.
Evaluation Member	12	Medium level of detail in response	Proposer production rate is 35 buses per week. Have not been late on any contract in the last 3 years or paid any LD's for late delivery. No proposed scheduling document or process, but they do state "We have NEVER been late on a promised delivery date."
Evaluation Member 3	18	Meets or exceeds my expectations	Acceptable delivery expectations, based on previous experience. Would like to see the timeframe reduced in time.



Evaluation Member 4	20	Meets or exceeds my expectations	Based on previous experience with this proposer they have always met their promised delivery schedules.
Evaluation Member 5	10	Partially meets my expectations	Gillig: Delivery within 15 months



## RFP 21-980369 - Florida Electric Transit Buses with Charging and Associated Equipment New Flyer

### Scoring Summary

#### Evaluation Group 1 - Responsiveness Review

Reviewer	Responsive Review Pass/Fail
Contracting Officer	Pass
Average:	Pass
Calculated:	↓ Pass

#### Evaluation Group 2 - Evaluation Committee

Reviewer	Total / 80 pts	A - Technical Evaluation Criteria / 80 pts	A-1 - Product design and performance / 30 pts	A-2 - Proposer's reputation and performance / 30 pts	A-3 - Delivery schedule / 20 pts
Evaluation Member 1	80	80	30	30	20
Evaluation Member	75	75	29	28	18
Evaluation Member 3	75	75	28	28	19
Evaluation Member 4	67	67	22	25	20
Evaluation Member 5	55	55	20	25	10
	-	-	-	-	-
		Average:	25.8	27.2	17.4
Calculated:	70.4	70.4	↓ 25.8	↓ 27.2	↓ 17.4

#### Evaluation Group 3 - Pricing

Reviewer	Total / 20 pts	B - Pricing / 20 pts	B-1 - / 20 pts
Contracting Officer	-	-	-
		Average:	-
Calculated:	-	-	↓ -

### Scoring Comments

#### Responsive Review - Reviewer Scores

Reviewer	Score	Reason	Comments
Contracting Officer	Pass	Meets the requirement(s)	Proposal was considered Responsive

#### A-1 - Product design and performance - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	30	High level of detail in response	The proposal contained all technical information for buses, performance, maintenance, etc. The level of detail was more than sufficient and very informative.
Evaluation Member	29	High level of detail in response	Excellent level of documentation & information included in proposal Proposals included all testing performed for each bus type with detailed results. Altoona Reports included. Battery warranty – 6 years or 300,000 miles. Charging is plug in or pantograph. Life cycle testing information was not provided. Detailed PM cost by task is provided including the 12-year project total maintenance costs. Preventive maintenance intervals and standard repair time were supplied and seen realistic.
Evaluation Member 3	28	Meets or exceeds my expectations	Good informative proposal.
Evaluation Member 4	22	Other	The proposer did not provide a clear or concise technical description of their BEB operating system. The proposers list of deviations was lengthy and included some important specification items.
Evaluation Member 5	20	High level of detail in response	New Flyer: Range XE40 142-236, 60 96-108, Worn bushings, broken shock and other issues at Altoona Test

#### A-2 - Proposer's reputation and performance - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	30	Well-supported claim(s)	NF is the largest bus manufacturer in North America across all bus lines. In addition, NF is the largest parts supplier, and has over 8,000 employees in ten countries. Financial capacity is sound with no question of being able to carry out contracts. Reputation is solid.

Evaluation Member	28	Strongly fits desired attribute(s)	Proposer overall structure and capabilities are very good. Largest bus producer in North America with good track record. Aftermarket parts is very well organized, warranty and engineering support structure is discussed and acceptable. Training programs and special tools are outlined. References included from past customers. QA plan included and is very detailed. Able to furnish all buses requested in the RFP
Evaluation Member 3	28	Meets or exceeds my expectations	Proposal exhibits good performance in these areas.
Evaluation Member 4	25	Other	Personal experience with proposers product, product support, warranty process and parts supply capabilities has been poor.
Evaluation Member 5	25	High level of detail in response	New Flyer: Batt Warranty 12yr - 800k km - 500k miles, Started Li-Cycle in 2016, 90 Years

### A-3 - Delivery schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	20	Meets or exceeds my expectations	The proposal contained a production timeline broken out by the typical milestone dates customary for bus production. The timeline detailed number of weeks from order entry to production to delivery.
Evaluation Member	18	High level of detail in response	Schedule starts at 25 weeks before line entry. 1-10 units will be completed 300 days from NTP. Order from 10-20 will be completed 365 days from NTP. Proposer has 3 manufacturing facilities in the US and there are no concerns with them being able to meet scheduling requirement.
Evaluation Member 3	19	Meets or exceeds my expectations	Acceptable delivery time.
Evaluation Member 4	20	Well-supported claim(s)	Proposer provided delivery schedule through September 2022.
Evaluation Member 5	10	Medium level of detail in response	New Flyer: Delivery time 1-2 years





## RFP 21-980369 - Florida Electric Transit Buses with Charging and Associated Equipment Proterra Inc

### Scoring Summary

#### Evaluation Group 1 - Responsiveness Review

Reviewer	Responsive Review Pass/Fail
Contracting Officer	Pass
Average:	Pass
Calculated:	↓ Pass

#### Evaluation Group 2 - Evaluation Committee

Reviewer	Total / 80 pts	A - Technical Evaluation Criteria / 80 pts	A-1 - Product design and performance / 30 pts	A-2 - Proposer's reputation and performance / 30 pts	A-3 - Delivery schedule / 20 pts
Evaluation Member 1	70	70	20	30	20
Evaluation Member	67	67	25	25	17
Evaluation Member 3	74	74	28	27	19
Evaluation Member 4	73	73	26	27	20
Evaluation Member 5	55	55	25	15	15
	-	-	-	-	-
		Average:	24.8	24.8	18.2
			↓	↓	↓
Calculated:	67.8	67.8	24.8	24.8	18.2

#### Evaluation Group 3 - Pricing

Reviewer	Total / 20 pts	B - Pricing / 20 pts	B-1 - / 20 pts
Contracting Officer	-	-	-
		Average:	-
			↓
Calculated:	-	-	-

### Scoring Comments

#### Responsive Review - Reviewer Scores



Reviewer	Score	Reason	Comments
Contracting Officer	Pass	Meets the requirement(s)	Proposal was considered Responsive

**A-1 - Product design and performance - Reviewer Scores**

Reviewer	Score	Reason	Comments
Evaluation Member 1	20	Meets or exceeds my expectations	The proposal contained most of the information regarding performance and capability of the buses being proposed. The proposal however seemed to be missing information requested on a typical PM schedule and cost of ownership analysis.
Evaluation Member	25	Well-supported claim(s)	Battery option is 450kWh with optional 675kWh and are located under the floor of the bus not the roof. 6-year warranty on batteries and HV equipment, optional 12 year warranty at additional cost Range testing included (Altoona and PSTA operating environment) Composite body & structure Vehicle design has unique subsystems and traditional options are not available Overhead Pantograph or plug in charging
Evaluation Member 3	28	Meets or exceeds my expectations	Overall good proposal. Informative.
Evaluation Member 4	26	Other	My scoring is based on reported record of Altoona testing and failures. I also relied my personnel experience with the reliability of the buses in our fleet.
Evaluation Member 5	25	Meets or exceeds my expectations	Proterra: 40' Altoona 79.9, Significant cracks at Altoona Test, ZX5Max range 163-300, ZX5 Range 186-241, Battery placement lower center mass, 40' 40 pax cap, light weight

**A-2 - Proposer's reputation and performance - Reviewer Scores**

Reviewer	Score	Reason	Comments
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Evaluation Member 1	30	Well-supported claim(s)	Proterra has been in the electric bus business for a long time so its no doubt that they are the leading manufacturer of BEB's in North America. Proterra has the experience and reputation to produce BEB's and supply the charging equipment needed. There organizational structure was well detailed in the proposal and has the technical support staff available to assist with service after the sale.
Evaluation Member	25	Well-supported claim(s)	Can provide 35' and 40' buses Aftermarket parts are distributed from the manufacturing plant location, Tech support 3 tech' son Florida, closest is in Orlando. Service, Engineering and Customer Success team org charts included. References included from past customers. Leadership Team & Bios included Need more information about training & customer support plan QA ISO 9001:2015, ISO 14001:2015 certified and business system manual included
Evaluation Member 3	27	Other	Problems with parts support, especially body parts from personal experience and conversations with other properties.
Evaluation Member 4	27	Other	Scoring was based on personal experiences with the proposers product reliability, product warranty support and number of fleet defects.
Evaluation Member 5	15	Partially meets my expectations	Proterra: 2170 BP 12yr/Unl Miles, Battery Warranty, 6/Unl., 6/200MWh for 112.5 kWh, 10 yrs since first delivery

### A-3 - Delivery schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	20	Meets or exceeds my expectations	The proposal contained a typical production milestone broken out by task. The proposer commits to deliver buses 12 months after notice to proceed.
Evaluation Member	17	Meets or exceeds my expectations	Delivery of bus #1 is +7 months from NTP Two manufacturing plants in US 451 buses committed to 37 contracts
Evaluation Member 3	19	Well-supported claim(s)	My experience is the delivery dates are met and mostly ahead of schedule.
Evaluation Member 4	20	Well-supported claim(s)	Delivery history and schedule provided.



Evaluation Member 5	15	Meets or exceeds my expectations	Proterra: Delivery ETA 1 yr
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## RFP 21-980369 - Florida Electric Transit Buses with Charging and Associated Equipment BYD Coach and Bus LLC

### Scoring Summary

#### Evaluation Group 1 - Responsiveness Review

Reviewer	Responsive Review Pass/Fail
Contracting Officer	Pass
Average:	Pass
Calculated:	↓ Pass

#### Evaluation Group 2 - Evaluation Committee

Reviewer	Total / 80 pts	A - Technical Evaluation Criteria / 80 pts	A-1 - Product design and performance / 30 pts	A-2 - Proposer's reputation and performance / 30 pts	A-3 - Delivery schedule / 20 pts
Evaluation Member 1	60	60	20	20	20
Evaluation Member	62	62	25	22	15
Evaluation Member 3	71	71	28	25	18
Evaluation Member 4	73	73	27	26	20
Evaluation Member 5	50	50	15	15	20
	-	-	-	-	-
		Average:	23	21.6	18.6
Calculated:	63.2	63.2	↓ 23	↓ 21.6	↓ 18.6

#### Evaluation Group 3 - Pricing

Reviewer	Total / 20 pts	B - Pricing / 20 pts	B-1 - / 20 pts
Contracting Officer	-	-	-
		Average:	-
Calculated:	-	-	↓ -

### Scoring Comments

#### Responsive Review - Reviewer Scores

Reviewer	Score	Reason	Comments
Contracting Officer	Pass	Meets the requirement(s)	Proposal was considered Responsive

#### A-1 - Product design and performance - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	20	Meets or exceeds my expectations	30ft, 35ft, 40ft, 45ft, and 60ft bus models. Proposal contained most of the requested information on performance and capability. The proposal did not contain lifecycle cost analysis and the PM schedule section contained minimal information.
Evaluation Member	25	Well-supported claim(s)	12 Year battery warranty and can be charged with plug-in, overhead pantograph or wireless inductive. Tested and meet SAE J2929 safety standards for hybrid vehicles. Wheel End Traction Motors – Put through 5 different reliability tests and rated for 12 years/500,000 miles. BMS is 3 controllers – performance issue in past with cell balance. Issue, if some cells develop issue, then the BMS shuts down section of the Battery significantly reducing vehicle range with no notification to the driver of a problem. Stated range of vehicle seems accurate but Altoona On-Road Energy Consumption & Range Test were not supplied. Preventive maintenance intervals and standard repair time were supplied and seen realistic.
Evaluation Member 3	28	Meets or exceeds my expectations	Good informative proposal.
Evaluation Member 4	27	Other	No extract of Altoona test results.
Evaluation Member 5	15	Partially supported claim(s)	BYD: Altoona Tests 88 & 83, 40' scheduled for 2022 Q4, Range 123 – 276, AC off test an issue. avg 185 m.

#### A-2 - Proposer's reputation and performance - Reviewer Scores

Reviewer	Score	Reason	Comments
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Evaluation Member 1	20	Meets or exceeds my expectations	65,000 BEB's with over 28,000,000,000 miles driven in daily transit operations. Good QA/QC plan, production plan with milestones, company organization chart was vague, few actual names of key people, were found.
Evaluation Member	22	Well-supported claim(s)	Project team is identified. Project plan, schedule plan, communication plan and configuration management plan are all adequate. Have a lot of engineering support globally but proposal does not identify what their levels are locally. Field service, Aftermarket sales, warranty support and field service support levels are not clearly identified. Manuals and drawings are a concern. References included from past customers Parts availability and lead times are a concern. ISO 9001:2015 QA program Able to furnish 30', 35', 40', 45' & 60' buses
Evaluation Member 3	25	Other	Reputation for lack of quality, support, and parts from other agencies in other states.
Evaluation Member 4	26	Other	Not enough references or vehicle performance history details provided.
Evaluation Member 5	15	Partially supported claim(s)	BYD: City of Albuquerque litigation resolved, Manufacturing Facility expansion to be built supporting additional growth, 60% US investors, US Bus Manufacturing Started in 2013, 12 yr battery warranty

### A-3 - Delivery schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Evaluation Member 1	20	Meets or exceeds my expectations	Milestone production plan broken out by weeks was included in the proposal.
Evaluation Member	15	Well-supported claim(s)	Proposer meets requirements. Illustrates Milestone process with a 13 week build time for a bus and 10-month overall process from NTP to last delivery. Proposer currently has 16 other projects totaling 297 buses.
Evaluation Member 3	18	Meets or exceeds my expectations	Bus delivery on time performance reported by other agencies kept me from going higher.
Evaluation Member 4	20	Well-supported claim(s)	Delivery schedule provided.



Evaluation Member 5	20	High level of detail in response	BYD: 13 week production schedule, Manufacturing Facility expansion not built to support additional growth, 463 days for 5 buses project release with pilot program from Contract award to final delivery, most detailed delivery schedule
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