

To: Board of Directors

Date: August 2, 2013

From: J. Scott Mitchell
Director of Maintenance

Reviewed by:

SUBJECT: Bus Procurement Contract

BACKGROUND:

County Connection's capital plan requires replacement of seventy-one (71) buses over the next five (5) years. At the December 2012 Operations & Scheduling (O&S) Meeting, the O&S Committee authorized staff to develop and release a multi-year multi-configuration Request for Proposal for the replacement of transit buses.

On December 26, 2012, County Connection acting as the lead agency for a joint procurement for twenty-two (22) transit agencies released a Request for Proposal for the manufacture and delivery of heavy-duty transit coaches. The intent of this proposal was to solicit competitive proposals for 30, 35 and 40 foot transit buses under a five (5) year contract.

The proposal identifies quantities for the first year and for the following four (4) years as identified in the twenty-two (22) agencies' capital replacement plans. The twenty-two (22) transit agencies are County Connection, AC Transit, AVTA, Big Blue Bus, City of Modesto, City of San Luis Obispo, City of Santa Maria, City of Visalia, Tri Delta Transit, Glenn County Transportation Commission, Golden Gate Transit, HTA, ICTC, Lake Transit Authority, Wheels, MST, RTA, Sacramento Regional Transit District, SamTrans, SORTA, Union City Transit, WESTCAT. Each agency will award a separate contract to the successful proposer for the initial year quantities appropriate for their agency.

The objective of using this type of proposal enables County Connection to standardize on current and future selection of buses, realize a better price through volume discounts, and reduce the need for periodic bus procurement solicitations as Grant money is made available. This proposal enables County Connection to expedite bus purchases as funds are made available. Soliciting competitive proposals is becoming widely used throughout the transit industry to get the best overall value for transit agencies.

SUMMARY OF ISSUES:

County Connection received two competitive proposals to manufacture and supply buses to County Connection and twenty-one other transit agencies; one from Gillig and one from BYD. County Connection staff found the BYD proposal to be non-compliant. It does not meet the technical specifications in the RFP. The Gillig proposal is fully compliant with all components of the RFP.

Gillig's price proposal for the first year for the County Connection base bus specification is:

	30 Foot	35 Foot	40 Foot
A. Base Offer per Bus:	\$402,472.00	\$410,222.00	\$414,722.00
B. California Sales Tax: @8.75% (.00875 x line A)	\$35,216.30	\$35,894.42	\$36,288.17
C. Non-Taxable ADA Equip.:	\$24,954.00	\$24,954.00	\$24,954.00
D. Delivery Cost per Bus: (To the County Connection)	\$196.00	\$196.00	\$196.00
E. Total Base Offer per Bus: (Add lines A, B, C, and D)	\$462,838.30	\$471,266.42	\$476,160.17

County Connection staff performed a price analysis utilizing the Public Transportation Database written by the American Public Transportation Association. County Connection staff did ensure and find that the Gillig proposal is fair and responsible.

RECOMMENDATIONS:

The O&S Committee recommends that the Board of Directors authorize the General Manager to enter into a contract with Gillig to purchase a minimum of seven (7) and a maximum of seventy-one (71) buses over a period not to exceed five (5) years.

CHANGES FROM COMMITTEE:

ADDITIONAL BACKGROUND INFORMATION: