

City of



DEPARTMENT OF TRANSPORTATION

Fresno Area Express | Q | Handy Ride

SELECTION COMMITTEE REPORT

For

RFP 12500180

Charge Management Software Services

December 2024

Prepared by:

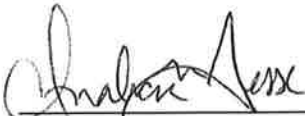
Orie Rubalcava, Projects Administrator
Department of Transportation/Fresno Area Express
2223 G Street
Fresno CA, 93706

Selection Committee Sign-Off

The following Selection Committee voting members have read the enclosed report and concur with the findings as written:



Frank Peter
Fleet Manager
Department of Transportation



Analicia Jesse
Senior Management Analyst
Department of Transportation



Noel Villaverde
Computer Systems Specialist III
Information Services Department

I. EXECUTIVE SUMMARY

The Department of Transportation/ Fresno Area Express (FAX) owns and operates charging infrastructure to support its transition to zero emission vehicle technology. The charging infrastructure is a 3-megawatt Siemens system with 46 fast charging dispensers and 30 level-2 charging dispensers. The charging infrastructure's communications conform to the Open Charge Point Protocol (OCPP) which allows any charging system to communicate with any OCPP certified central management system. The OCPP allows for easier integration of future projects, as the central management system would not be limited by the manufacturing suppliers.

FAX released a Request for Proposals (RFP) on July 15, 2024, seeking qualified vendors to provide charge management services that optimized charging around fleet schedules, utility time of use rates, outside customers, and reporting for the California Low Carbon Fuels Standard (LCFS) program. FAX utilized the following criteria to assess proposals:

- Technology: [35%]
- Price: [30%]
- Presentation on Approach to Program: [20%]
- Financial Capacity [10%]
- References [5%]

On August 20, 2024, FAX received six (6) proposals which were reviewed and deliberated by the Selection Committee. Presentations by the proposers were held with the Selection Committee. The result of the Selection Committee's evaluation are as follows:

Overall Scoring					
Numocity	Mobility House	Siemens	Synops	MOEV	Flipturn
69.68	61.57	53.27	64.94	66.04	78.05

As Flipturn Inc. received the highest average score, the Selection Committee unanimously recommends Flipturn Inc. for award of RFP 12500180, *Charge Management Software Services*.

II. COMMITTEE MEMBERS

ORIE RUBALCAVA *Committee Chair (Non-Voting)*

FRANK PETER *Committee Member (Voting)*

ANALICIA JESSE *Committee Member (Voting)*

NOEL VILLAVERDE *Committee Member (Voting)*

SHARLEE FLORES *Advisor (Non-Voting)*

STEFANEE RAMIREZ *Advisor (Non-Voting)*

TAMRA TORRENCE *Procurement Specialist (Non-Voting)*

III. SIGNIFICANT EVENTS

July 15, 2024 – Solicitation Posted
August 20, 2024 – Proposals Due
September 3, 2024 – Committee Meeting
September 25, 2024 – Numocity Presentation
September 25, 2024 – The Mobility House Presentation
September 25, 2024 – Siemens Presentation
September 27, 2024 – Flipturn Presentation
October 1, 2024 – Synops Presentation
October 3, 2024 – MOEV Presentation
October 8, 2024 – Committee Meeting

IV. EVALUATION CRITERIA

The Selection Committee evaluated the proposal based on five categories:

Technology: [35%]

The efficiency and effectiveness of the Contractor's hardware and software to carry out the necessary work as detailed in the *Scope of Services*.

Price: [30%]

The reasonableness and competitiveness of the total price for services rendered to FAX, the adequacy of source data and information provided to support cost quotes and figures, and the use of industry and government recognized measurements when compiling estimates.

Presentation on Approach to Program: [20%]

After proposals are opened, each proposer will be scheduled for an in-person or virtual presentation to describe their approach to the *Scope of Services* and the benefits to the proposed approach. Any proposer who does not provide a presentation will be found non-responsive.

Financial Capacity [10%]

The Proposer shall provide information demonstrating that it has the necessary financial resources to satisfactorily complete the period of performance required under this RFP. The Proposal shall include copies of one of the following forms of financial information in order of preference: (1) audited financial statements; (2) income statement, balance sheets; and cash flow; (3) tax returns; (4) bank references, or similar information. In the case where the Proposer is a subsidiary organization, the Proposer should provide the financial information for its parent organization as well. Subsidiary statements can be provided to show the relationship with the parent.

References [5%]

The Proposer shall provide a minimum of three (3) references. For each reference, provide the agency name, address, contact person, telephone number and email address. FAX reserves the right to contact references provided by the Proposer and solicit additional references to determine best value.

The criteria scoring is as follows:

TECHNOLOGY		
Proposer	Comments	Criteria Score
Numocity	The proposer's technology met all minimum requirements of the Scope of Services that addressed both internal and external customer case use.	26.02
Mobility House	The proposer's technology provided for a unique approach maintaining control of equipment and retaining data. Their inroads with other transit agencies provided advantages above their competitors.	31.5
Siemens	The proposer's technology met all minimum requirements of the Scope of Services that addressed both internal and external customer case use. Integration into the existing hardware would be seamless, given it is also a Siemens product.	29.17

Flipturn	The proposer's technology provided unique features of significant value to FAX. Their technology architecture also promises future advantages to FAX.	32.93
Synops	The proposer's technology most of the requirements of the Scope of Services. Some aspects would require partner companies and potential for customized services.	31.5
MOEV	The proposer's technology exceeded most of the minimum requirements of the Scope of Services that addressed both internal and external customer case use.	31.5

PRESENTATION ON APPROACH TO PROGRAM		
Proposer	Comments	Criteria Score
Numocity	The proposer provided a high-level overview of their technology and some details on implementation. Their team was made available to answer questions	10.33
Mobility House	The proposer's detailed presentation defined specific steps for implementation and technology use. The presenters were well prepared to answer all the committee's questions and had personnel present to address detailed technical questions.	18
Siemens	The proposer was unprepared, but did provide details on the features associated with its technology.	9
Flipturn	The proposer provided a well-organized presentation on the capabilities of their technology and future capabilities. Although, details on implementation were wanting, the presenter was able to convey sufficient enough details to put aside any major concerns.	18.47
Synops	The proposer provided a high-level overview of their technology and some details on implementation. Their team was made available to answer questions.	18
MOEV	The proposer provided a high-level overview of their technology and some details on implementation. Their team was made available to answer questions.	17.67

FINANCIAL CAPACITY		
Proposer	Comments	Criteria Score
Numocity	The proposer did not provide any financial statements.	3.33
Mobility House	The proposer had strong financial statements and demonstrated its ability to carry out the services for the life of the contract.	9.5
Siemens	As a Fortune 500 company, Siemens financial strength outpaces every proposer for this RFP.	9.17
Flipturn	The proposer provided limited insight into their financials, primarily due to being a newer company. However, the company was able to demonstrate healthy financial footing and the ability to out the services for the life of the contract.	8.33
Synops	The proposer provided limited insight into their financials, primarily due to being a newer company. That which the committee could review did demonstrate good financial footing.	8.67
MOEV	The proposer provided limited insight into their financials, primarily due to being a newer company. That which the committee could review did raise some concerns.	6.17

REFERENCES		
Proposer	Comments	Criteria Score
Numocity	The proposer's references did not provide input.	0
Mobility House	The proposer's references provided positive feedback on the ability of the company to implement and maintain charge management services.	1.58
Siemens	The proposer's references provide some mixed feedback on their services.	2.2
Flipturn	The proposer's references provided positive feedback on the ability of the company to implement and maintain charge management services.	5
Synops	The proposer's references provided positive feedback on the ability of the company to implement and maintain charge management services.	1.58
MOEV	The proposer's references provided positive feedback on the ability of the company to implement and maintain charge management services.	1.58

PRICE
<p>The scoring for price was based on the lowest price in relation to the offered price. The formula is as follows:</p> <p style="text-align: center;"><i>Price Scoring = lowest price/offered price x 100 x 30%</i></p> <p>The results are as follows:</p> <p>Numocity Criteria Score – 30</p> <p>Mobility House Criteria Score – 1.65</p> <p>Siemens Criteria Score – 3.74</p> <p>Synops Criteria Score – 5.52</p> <p>MOEV Criteria Score – 9.13</p> <p>Flipturn Criteria Score – 13.23</p>

The overall scores for the proposers are as follows:

Overall Scoring					
Numocity	Mobility House	Siemens	Synops	MOEV	Flipturn
69.68	61.57	53.27	64.94	66.04	78.05

V. NEGOTIATIONS

The Selection Committee did not enter negotiations.

VI. RECOMMENDATION

After independent evaluation of the proposals and group deliberation, the Selection Committee determined that Flipturn Inc. meets the interest of the City and the objectives of the project. The committee recommends awarding a two-year Service Contract, with options for three one-year extensions to Flipturn Inc.