

PROCUREMENT SUMMARY

60' LOW FLOOR ZERO EMISSION TRANSIT BUSES/OP28367-001

1.	Contract Number: OP28367-001		
2.	Contractor: NEW FLYER OF AMERICA, INC.		
3.	Mod. Work Description: Upgrade battery capacity from 250kW-hr to 320kW-hr for 37 units of production buses		
4.	Contract Work Description: Manufacture and delivery of 40 60-foot zero emission buses		
5.	The following data is current as of: 09/02/18		
6.	Contract Completion Status		Financial Status
	Contract Awarded:	07/27/17	Contract Award Amount: \$60,050,097
	Notice to Proceed (NTP):	11/15/17	Total of Modifications Approved: \$8,128,246
	Original Complete Date:	09/16/19	Pending Modifications (including this action): \$2,792,074
	Current Est. Complete Date:	09/16/19	Current Contract Value (with this action): \$70,970,417
7.	Contract Administrator: Elizabeth Hernandez		Telephone Number: (213) 922-7334
8.	Project Manager: Steven Schupak		Telephone Number: (213) 922-6652

A. Procurement Background

This Board Action is to approve Contract Modification No. 3 issued in support of Metro's bus fleet replacement plan for the manufacture and delivery of 40 units of 60' zero emission buses from New Flyer of America Inc. This Modification is to upgrade the 37 production buses to higher density battery capacity from 250kw-hr to 320kw-hr for increased bus range and operational flexibility benefits.

This Contract Modification will be processed in accordance with Metro's Acquisition Policy and the contract type is firm fixed price.

- On July 27, 2017, Contract No. OP28367-001 was awarded to New Flyer America Inc. for the manufacture and delivery 60' zero emission transit buses in the amount of \$51,211,033, including charging equipment, taxes and delivery.
- An additional not-to-exceed amount of \$8,839,064 was awarded for Optional Vehicle Features, Spare Parts, and Training Aids for a total combined contract amount not-to-exceed \$60,050,097.
- At the ATVC (Advanced Transit Vehicle Consortium) board meeting in March 2018, New Flyer indicated that battery capacity for the 60' ZE bus

configuration could be increased from 250 kW-hr to 320 kW-hr and will be available for Metro’s base buy order. On August 29, 2018, Vehicle Engineering and Acquisition staff recommended the upgrade of battery capacity for increased bus range and operational capability. Based on Metro staff’s delegated contract authority, Contract Modification No. 2 was issued for the upgrade of battery capacity for 3 pilot buses in the amount of \$226,384.

- The recommended Contract Modification would increase the battery capacity for 37 production buses.

B. Cost/Price Analysis

The recommended price of \$2,792,094 has been determined to be fair and reasonable based upon MAS audit findings, an independent cost estimate, cost analysis, technical evaluation, fact finding, and negotiations.

The cost differential between Metro’s ICE was caused by differences in statement of work requirements and assumptions made by the ICE. The ICE did not account for a complete redesign of the battery pack configuration utilizing higher capacity battery cells, or an increase in the number of battery strings necessary to increase the battery capacity to 320 kWh. Metro’s ICE also did not include an extended 12-year warranty.

Proposal Amount	Metro ICE	Negotiated Amount
\$2,792,074	\$2,125,520	\$2,792,074