ATTACHMENT B

PROCUREMENT SUMMARY

ON-ROUTE OPPORTUNITY CHARGERS FOR ZERO EMISSION BUSES/OP128598000

1.	**Contract Number**: OP128598000	
2.	**Recommended Vendor**: EO Charging US, Inc.	
3.	**ype of Procurement (check one):** ☐ **IFB** ☒ **RFP** ☐ **RFP–A&E** ☐ **Non-Competitive** ☐ **Modification** ☐ **Task Order**	
4.	**Procurement Dates**:	
	A. Issued: 12/31/2024	
	B. Advertised/Publicized: 12/31/2024	
	C. Pre-Proposal Conference: 1/15/2025	
	D. Proposals Due: 5/21/2025	
	E. Pre-Qualification Completed: 5/21/2025	
	F. Ethics Declarations Form Submitted to Ethics: 5/27/2025	
	G. Protest Period End Date: 11/26/2025	
5.	**Solicitations Downloaded**: 104	**Bids/Proposals Received**: 3
6.	**Contract Administrator:** Antonio Monreal	**Telephone Number:** (213) 922-4679
7.	**Project Manager**: Alberto Garcia	**Telephone Number**: (213) 922-6760

A. <u>Procurement Background</u>

This Board Action is to approve Contract No. OP128598000 for the procurement and installation of up to 73 on-route opportunity chargers for zero emission buses and associated components, parts, and software, and a six (6) year service level agreement for the maintenance of the equipment. Board approval of contract awards is subject to the resolution of any properly submitted protest(s), if any.

Request for Proposal (RFP) No. OP128598 was issued in accordance with Metro's Acquisition Policy and the contract type is a firm fixed unit rate.

Seven (7) amendments were issued during the solicitation phase of this RFP:

- Amendment No. 1, issued January 24, 2025, extended the proposal due date.
- Amendment No. 2, issued February 18, 2025, extended the proposal due date.
- Amendment No. 3, issued March 19, 2025, revised the scope of services, technical requirements, and evaluation criteria, and extended the proposal due date.
- Amendment No. 4, issued April 11, 2025, revised the scope of services and extended the proposal due date,

- Amendment No. 5, issued April 29, 2025, revised the sample agreement document, scope of services, and schedule of quantities and prices, and extended the proposal due date.
- Amendment No. 6, issued May 8, 2025, revised the scope of services and technical requirements.
- Amendment No. 7, issued May 16, 2025, extended the proposal due date.

A total of 104 firms downloaded the RFP and were included on the planholders' list. A virtual pre-proposal conference was held on January 15, 2025, and was attended by 32 participants. There were 139 questions received for this RFP and responses were provided prior to the proposal due date.

A total of three proposals were received by the due date of May 21, 2025, and are listed below in alphabetical order:

1. Camber Operating Company, Inc. (Camber)
2. EO Charging US, Inc. (EO Charging)
3. New Flyer of America Inc. (New Flyer)

B. Evaluation of Proposals

A diverse Proposal Evaluation Team (PET) consisting of staff from Metro's Bus Acquisition and Alternative Delivery/Construction Management departments was convened to conduct a comprehensive technical evaluation of the proposals received.

The RFP required that all proposals would be evaluated on the minimum qualifications on a pass/fail basis. Any proposer that received a single rating of "fail" for any of the minimum qualifications would be eliminated from further consideration.

The minimum qualifications were as follows:

1. Proposer and or Subcontractor must demonstrate it has provided fast Direct Current (DC) bus charging equipment (min 50kW) to a minimum of three (3) transit agency clients within the past three (3) years.

2. Proposer and or Subcontractor must be authorized by the original equipment manufacturer (OEM) to service the equipment during the entire term of the contract.

3. Proposed equipment must be Buy America compliant.

All three proposers met the minimum qualification requirements and were further evaluated according to the following evaluation criteria:

- Proposer experience and past performance 20 percent
- Proposed work plan and approach 25 percent

- Technical compliance and charger capabilities 30 percent
- Price Proposal 25 percent

The evaluation criteria are appropriate and consistent with criteria developed for other similar procurements. Several factors were considered when developing these weights, giving the greatest importance to technical compliance and charger capabilities.

On July 22, 2025, the evaluation committee conducted virtual interviews with the firms. The firm's key personnel had an opportunity to present each team's qualifications and respond to the evaluation committee's questions. In general, each team's presentation addressed each firm's technical proposal with a focus on the work plan, proposed charging equipment, service level agreements, and a demonstration of the charging equipment. Each firm was asked questions regarding their plan to install, test and commission the proposed charging equipment, service level agreement for the charging equipment, operating temperature of the equipment, and specifications of the equipment.

Of the three proposals received, two were determined to be within the competitive range, and are listed below in alphabetical order:

1. Camber Operating Company, Inc.
2. EO Charging US, Inc.

One firm was determined to be outside the competitive range as was not included for further consideration.

Qualifications Summary of Firms within the Competitive Range:

Camber Operating Company, Inc.

Camber has been operating commercial EV chargers for more than 15 years. Under their previous designation as Proterra Energy, the EV charging team at electric bus manufacturer Proterra, the Camber team installed over 1,500 ports for DC-fast charging (DCFC) systems, including all-in-one chargers and pantograph systems. Camber has built and operated the largest commercial network of DC-fast chargers for fleets in North America. These projects include a multitude of on-route, transit charging projects that include charging stations and pantograph charging, including projects for CapMetro, Broward County, and BC Transit in Canada.

EO Charging US, Inc.

EO Charging is a provider of electric vehicle (EV) charging solutions, specializing in fleet electrification for public transit, fleet/logistics, and commercial operations. With over 100,000 charging stations deployed worldwide, EO Charging has built their reputation on delivering infrastructure that meets the operational demands of clients including Amazon in the UK and GoAhead Group in London, one of the largest transit operators contracted by Transport for London (TfL). EO Charging operates out of its headquarters in Greenville, South Carolina, and has assembled a growing team with experience in engineering, project management, and electrical contracting.

Metro conducted discussions with Camber and EO Charging regarding the firms' technical proposals, clarifications, contract exceptions, and price assumptions. These discussions were held to give the proposers within the competitive range an opportunity to fully address and meet Metro's requirements.

Upon conclusion of the discussions, Metro issued a request for Best and Final Offers (BAFO) on September 11, 2025. BAFO proposals were distributed to the PET for technical scoring in accordance with the evaluation criteria established in the solicitation.

At the conclusion of the evaluation process, which was comprised of technical evaluations of submitted proposals, oral presentations, comprehensive discussions with both firms in the competitive range, and review of BAFOs, EO Charging's proposal was determined to be the highest-ranked proposal.

The following is a summary of the PET scores:

1	Firm	Average Score	Factor Weight	Weighted Average Score	Rank
2	**EO Charging US, Inc.**				
3	Proposer (including subcontractors) experience and past performance	79.40	20.00%	15.88	
4	Proposed work plan and approach	83.92	25.00%	20.98	
5	Technical compliance and charger capabilities	94.40	30.00%	28.32	
6	Price Proposal	100.00	25.00%	25.00	
7	**Total**		**100.00%**	**90.18**	**1**
8	**Camber Operating Company, Inc.**				
9	Proposer (including subcontractors) experience and past performance	75.35	20.00%	15.07	
10	Proposed work plan and approach	76.76	25.00%	19.19	
11	Technical compliance and charger capabilities	92.43	30.00%	27.73	
12	Price Proposal	81.04	25.00%	20.26	

13	**Total**		**100.00%**	**82.25**	**2**

C. Price Analysis

The recommended price has been determined to be fair and reasonable based upon the Independent Cost Estimate (ICE), price analysis, fact finding, and technical evaluation.

	Proposer Name	Proposal Amount	Metro ICE	Best and Final Offer
1	EO Charging US, Inc.	$46,711,602	$118,489,187	$47,193,912
2	Camber Operating, Inc.	$77,967,789	$118,489,187	$58,244,127

The variance between the ICE and the recommended award amount is attributable to several factors. First, Metro's ICE included a 12-year Service Level Agreement (SLA) term, which was then reduced to a 6-year SLA term. Further, the ICE assumed higher unit rates for the equipment and related services based on previous purchases of similar equipment from a different manufacturer. Lastly, the ICE originally assumed that the chargers would be purchased at set times through the life of the contract, whereas the solicitation was later amended to include an escalation/de-escalation formula based on the Producer Price Index and capped at a maximum of 7% per annum. The de-escalation provisions will allow Metro to benefit if there were a change in the market conditions for this equipment and pricing were to be reduced. The escalation provisions will allow Metro to only pay for actual escalation based on current market conditions rather than commit to preset price escalations throughout the contract that might result in higher costs to Metro.

D. Background on Recommended Contractor

EO Charging US, Inc., operates out of their headquarters in Greensville, South Carolina. EO Charging is a provider of electric vehicle (EV) charging solutions, specializing in fleet electrification for public transit, fleet/logistics, and commercial operations. Clients include Rock Island County Metropolitan Mass Transit District (MetroLINK), Amazon EU, and GoAhead Group in London.