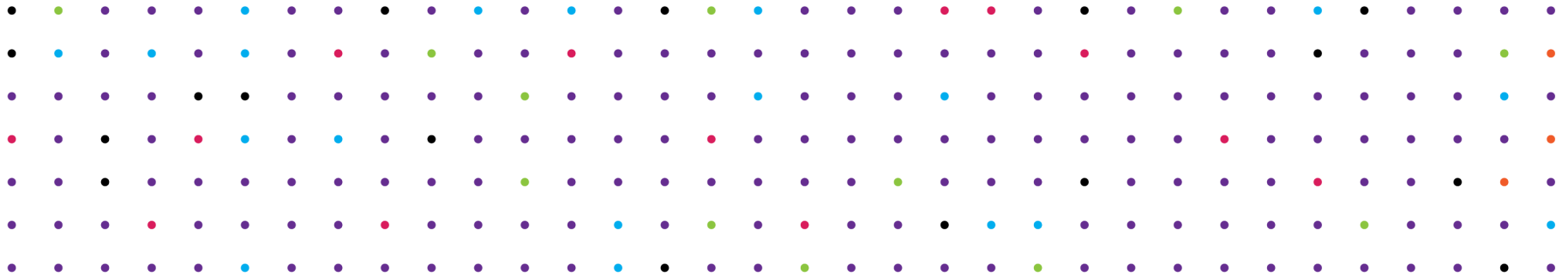


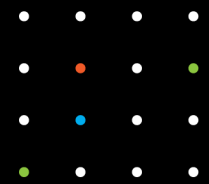
SHARED MOBILITY

METRO BIKE SHARE



Operations, Safety, & Customer Experience Committee Meeting
May 15, 2025

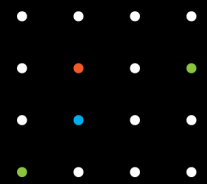
RECOMMENDATION



AUTHORIZE the Chief Executive Officer to:

- A. AWARD a firm fixed unit rate Contract No. PS124715000 to Lyft Bikes and Scooters, LLC to provide the Metro Bike Share (MBS) program services in the Not-To-Exceed (NTE) amount of \$86,845,569 for the five-year and six month base term, \$42,119,497 for the first three-year option term, \$46,403,975 for the second three-year option term, and \$22,879,834 for optional expansions to other jurisdictions for a total NTE contract amount of \$198,248,875, subject to the resolution of properly submitted protest(s), if any; and
- B. EXECUTE individual contract modifications within the Board approved contract modification authority.

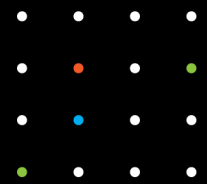
NEW MODEL & CONTRACT



Contract Award follows the new Board approved model:

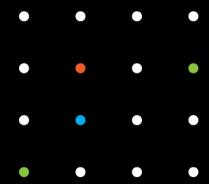
- Lower Cost - Decrease in O&M compared to current model
- Improve Equity – Grant based expansion, Mobility Wallet, focused outreach, etc.
- Improve Management - Performance based fixed unit rate service contract
- Provide a more sustainable path for other jurisdictions to join MBS
- Other
 - Requires living and prevailing wage
 - Includes Grant funded expansion (State REAP and Federal RCN grants amounting to \$12.55M)

NEW MODEL & RESPONSIBILITIES



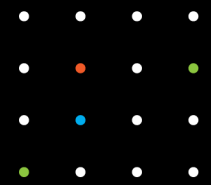
- Metro retains control over:
 - Expansion;
 - Station locations;
 - Fare;
 - Advertising/sponsorship;
 - MBS Data;
 - MBS brand and overall operations
- Equipment Ownership – Contractor provides, owns and replaces damaged/lost equipment at their cost
- Union Workforce and Continuity – Recommended Contractor's team includes a unionized subcontractor to support MBS using existing Transport Workers Union (TWU) bike share employees

OPERATIONAL IMPROVEMENTS



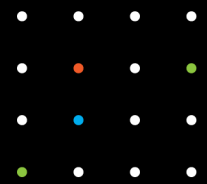
- All new equipment
 - 80% e-bike fleet versus current 10% - 15% (1,440 e-bikes v. 150 - 200 e-bikes);
 - New E-bikes have a 60+ mile range versus current 30+ miles; remote programming capability – geofencing, wheel immobilization, etc.; on-bike display
 - Electric charging stations (50 for base; 5 each for Grant expansions);
 - New equipment can support smaller dock deployments (1+ dock(s) versus current 10 - 20 docks/station);
- Improved transit connections - relocation of stations onto Metro property;
- Contractor responsible for ensuring a stable 1,800 on-street bike fleet (current contract requires Metro to purchase inventory to ensure fleet size);
- 24x7 operations versus current 7am to 8pm hours of operation;
- Transition to new system over 5 – 6 months
 - Phase 1 (approximately 4 months to complete)
 - ✓ Replace of 50% of the current stations with new stations
 - Phase 2 (approximately 2 months to complete)
 - ✓ Replace remaining 50% of system

BASE CONTRACT COST SUMMARY – CURRENT v NEW MODEL



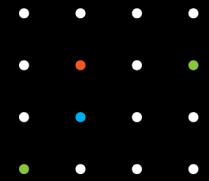
	Estimated Current Model Cost	New Model Savings \$	New Model Savings %
Current System O&M (5Yrs)	\$76M - \$80M	(\$24M - \$32M)	(31% - 39%)
Equipment Replacement	\$21M	(\$3M)	(14%)
Subtotal Current System*	\$97M - \$101M	(\$27M - \$34M)	(27% - 34%)
<i>Grant Expansion Equipment/One-Time</i>	<i>\$10M</i>	<i>(\$2M)</i>	<i>(24%)</i>
<i>Grant Expansion O&M</i>	<i>\$24M - \$25M</i>	<i>(\$11M - \$14M)</i>	<i>(47% - 56%)</i>
Subtotal Grant Expansion*	\$34M - \$35M	(\$12M - \$15M)	(36% - 42%)
Base Award*	\$131M - \$136M	(\$38M - \$49M)	(30% - 36%)
<i>Subtotal Options</i>	<i>\$165M - \$193M</i>	<i>(\$53M - \$84M)</i>	<i>(32% - 43%)</i>
Total All O&M*	\$259M - \$292M	(\$91M - \$125M)	(35% - 43%)
Total All*	\$296M - \$330M	(\$93M - \$131M)	(32% - 40%)

GRANT FUNDED EXPANSION



- Included in the Base Contract Award and consists of:
 - Two Grants – State REAP (\$7.55M) and Federal RCN (\$5M)
 - Grants support the following system gap in-fill expansion:
 - ✓ Downtown service area (Vermont Ave) to Westside service area (Westwood Blvd) – 100 stations and 1,000 bikes;
 - ✓ Downtown service area (Exposition Blvd) to MBS stations on Rail-to-Rail Active Transportation Corridor (Slauson Ave) in South LA – 20 stations and 200 bikes
- With Grant offset cost of expansion will reduce to approximately \$8M over the five-year period (without additional revenue offsets)

PROCUREMENT SUMMARY



AWARDEE

Lyft Bikes and Scooters, LLC

NUMBER OF PROPOSERS

Three (3) proposals were received - one (1) was deemed non-responsive to DBE requirements

Proposers include:

- Bicycle Transit Systems, Inc.
- Drop Mobility California, LLC (non-responsive due to DBE commitment)
- Lyft Bikes and Scooters, LLC

DEOD COMMITMENT

DBE goal – 15% DBE commitment – 31.46%

ISSUE

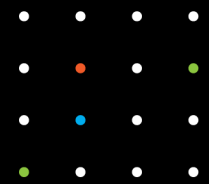
The current contract, inclusive of 3 one-month options, expires November 30, 2025. A new contract is needed to continue operating the MBS program.

DISCUSSION

The award of this contract will ensure continued operation of MBS pursuant to prior Board directive and actions. The new contract will decrease costs and improve the ability to expand MBS.

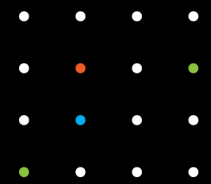


PROPOSAL EVALUATION



Evaluation Criteria	Maximum Points	Lyft	BTS
Experience and Qualifications of Proposed Team and Key Personnel	20.00	16.90	17.00
Understanding of Requirements and Work and Overall Approach	50.00	43.75	40.50
Contract Outreach and Mentoring Plan	5.00	4.00	5.00
Price	25.00	25.00	24.54
Total Score	100.00	89.65	87.04
Best and Final Offers		\$ 198.25M	\$ 201.95M
DBE Commitment	Goal 15%	31.46%	17.21%

STRENGTHS OF RECOMMENDED CONTRACTOR



- Greater understanding of operations in major metropolitan areas with oversight and management of the 6 largest bike share programs in US
- Understanding of the requirements and practices of large-scale special events/incidents – Presidential Inaugurations, UN General Assembly meetings, major sporting events, etc.
- Improved theft deterrence (reported 3% loss versus 7% -8%)
- Significant deployment of in-dock charging stations – over 20 cities, 2,100 stations, 43,000 docks – including solar powered charging stations
- Ability to leverage existing operations to support MBS needs
 - Temporary resources – obtain resources from other large systems to support MBS
 - Existing venue partnerships (SoFi Stadium and Intuit Dome)
 - Coordinate and possibly integrate with other bike share programs operated by Lyft
- Successfully securing large scale sponsorships
- Exceeds DBE Goal (15%) with a 31.46% commitment