

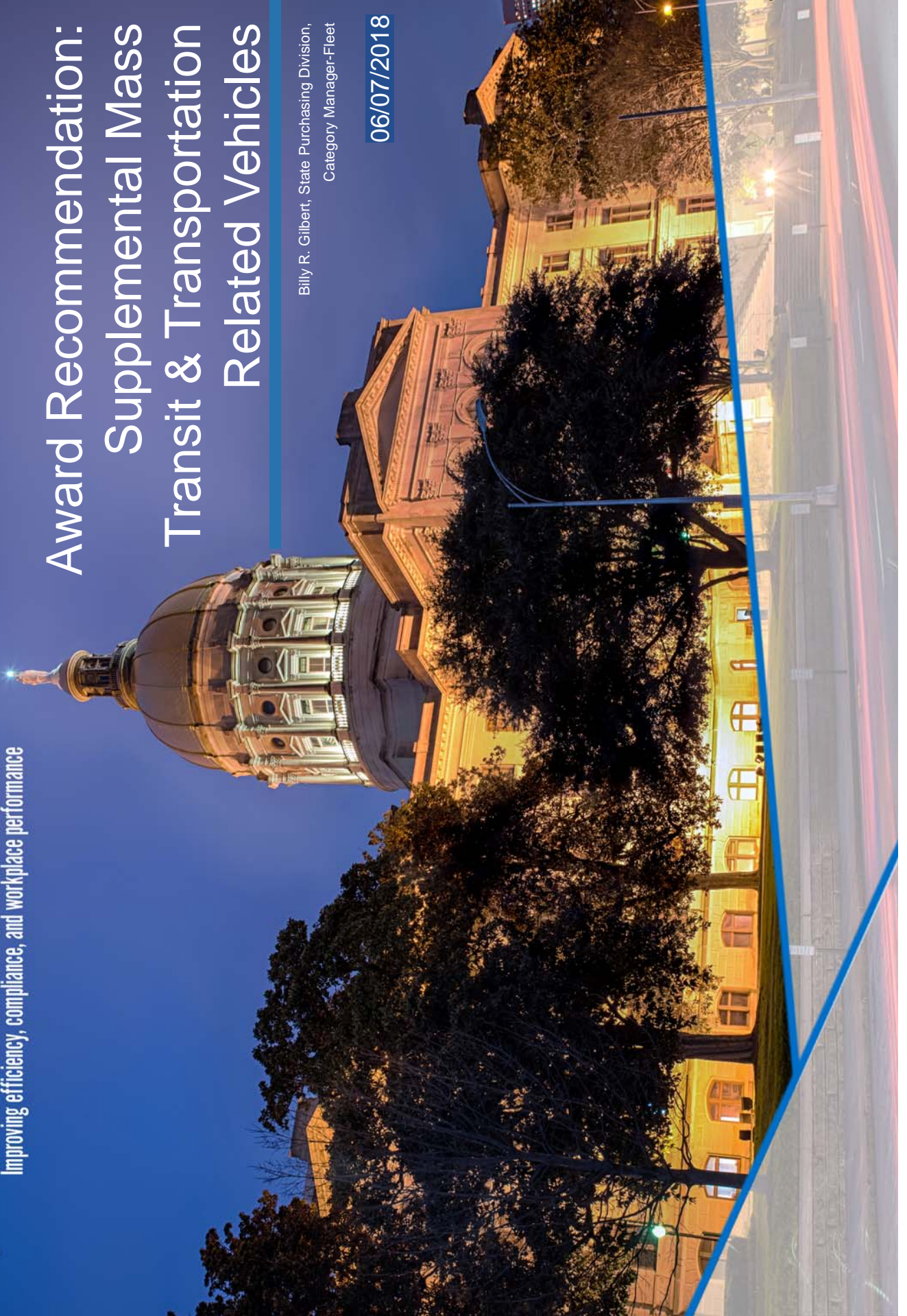
# Department of Administrative Services

Improving efficiency, compliance, and workplace performance

## Award Recommendation: Supplemental Mass Transit & Transportation Related Vehicles

Billy R. Gilbert, State Purchasing Division,  
Category Manager-Fleet

06/07/2018



# BACKGROUND

- ❑ Public Mass Transit & Transportation Related Vehicles with Accessories and Attachments; SWC # 99999-001-SPD00000138 awarded 12/17/2017
- ❑ Contract Term: One (1) year base term with four (4) one (1) year renewal options; Currently in base term
- ❑ Awarded 4 bus categories (Trolleys, Light Duty Transit Vehicles/Cutaways, Mobility Vans, Specialty Vans)
- ❑ Alliance Bus Group, Creative Bus Sales and The Bus Center-Atlanta are the current statewide contract suppliers.
- ❑ Contract features an “a la carte” style ordering process.

# BACKGROUND (cont'd)

## CURRENT CONTRACT

Historical Spend				
FY13	FY14	FY15	FY16	FY17
\$1,515,689	\$2,041,378	\$13,184,059	\$2,626,585	\$929,629
Total Spend		\$20,297,340		
Average Annual Spend		\$4,059,468		

- Top Users: MARTA 45%  
 GDOT (Local Transit Agencies) 35%  
 GRTA/State Agencies/Universities 13%
- Administrative Fee: 1%  
 \*\*\*\*\*
- Rebid 4 bus categories (Coach, Transit, Electric, and Medium Duty Transit Vehicles/Cutaways)
- Spend Opportunity-Federal Transit Administration (FTA)-Compliant Vehicles: (FY13-FY17-\$ 34.211M)

# CATEGORIES, BUS TYPES, USERS

S U P P L E M E N T A L M A S S T R A N S I T



Category 1: Coach (GRTA)

STATE AGENCIES / ENTITIES



Category 2: Transit (MARTA, GDOT, other Transit Agencies)

UNIVERSITY SYSTEM OF GEORGIA



Category 3: Electric (GRTA, MARTA and other Transit Agencies)

LOCAL CITIES & COUNTIES



Category 6: Medium Duty Transit Vehicles/Cut-Away (Universities, Transit Agencies, MARTA)

\*All: State Agencies Incl. GDOT, GRTA, MARTA, Universities, Local Municipalities



Atlanta-Region Transit Link (ATL) Approved by Legislature



# CROSS FUNCTIONAL TEAM

Team Member	Organization	Position
Darryl Howell	GRTA	Maintenance Director
Lisa Rudder	DOT	Fleet & Risk Manager, Intermodal Division
Steve Boatwright	Chatham Area Transit	Maintenance Director
Grant Sparks	Chatham Area Transit	Senior Planner
David Golder	Macon Transit	Safety & Training Manager

# SOLICITATION STRATEGY

- Procurement Method/Structure: eRFP, convenience contract, “a la carte” ordering style
- Procurement Objective: Provide Regular & Alternative Fueled, FTA-compliant buses in 4 bus categories (Coach, Transit, Electric, Medium Duty Transit Vehicles/ Cutaways)
- Evaluation Scoring: Technical (300 Points); Cost (700 Points): Total Combined Score 1000
- Contract Term: One (1) year base term with four (4) one year renewal options
- Pricing: Firm Fixed (bus and options)
- Administrative Fee: 1%
- Award Strategy
  - ✓ Single or Multiple Line Item Award

# ADMINISTRATIVE REVIEW RESULTS

Responsive Suppliers (8)		
Supplier	Small Business	Georgia Small Business
Alliance Bus Group, Inc.	Yes	Yes
Creative Bus Sales, Inc.	Yes	Yes
The Bus Center-Atlanta, Inc.	Yes	Yes
BYD Motors, Inc.	No	No
Proterra, Inc.	Yes	No
Motor Coach Industries	No	No
Prevost, Inc.	Yes	No
TESCO, Inc.	No	No



# SCORING RESULTS BY LINE ITEM-SAMPLE

**SAMPLE**

**S U P P L I E R S C O R I N G**

Line Item	Line Item Description	Supplier	Vehicle Description	Technical Score	Cost Score	Final Evaluated Score
<b>CATEGORY 1: COACH BUSES</b>						
1-1	45 Ft. Suburban/Coach/Commuter Over the Road	Motor Coach Industries, Inc.	D 4500	203	700	903
<b>CATEGORY 2: TRANSIT BUSES</b>						
2-5	40 ft: 40 ft to 44 ft 11 Heavy Duty Low Floor	Creative Bus Sales	ENC Axxess 40	153	700	853
<b>CATEGORY 3: ELECTRIC BUSES</b>						
3-8	35 ft: 35 ft to 39 ft 11 in Electric Heavy Duty Low Floor Transit Bus	BYD, Inc.	BYD K9S	189	612	801
<b>CATEGORY 6: MEDIUM DUTY TRANSIT (CUTAWAY)</b>						
6-1	28 ft Medium Transit Vehicle-22,000 GVWR Min HF Front Engine Rail	Alliance Bus Group	El Dorado Aero Elite Navistar	195	663	858

# CATEGORY AWARD RECOMMENDATION

A W A R D S R E C O M M E N D E D

## Category 1: Coaches – 4 Suppliers

Alliance Bus Group, Inc. Awarded 4 Line Items  
 Motor Coach Industries Awarded 4 Line Items  
 Prevest, Inc. Awarded 2 Line Items  
 TESCO, Inc. Awarded 1 Line Items



## Category 2: Transit Buses – 2 Suppliers

Creative Bus Sales, Inc. - Award 4 Line Items  
 Alliance Bus Group, Inc. - Award 2 Line Items



## Category 3: Electric Buses – 2 Suppliers

Proterra, Inc. Award 2 Line Items  
 BYD Motors, Inc. Award 11 Line Items



## Category 6: Medium Duty Cutaways – 4 Suppliers

Alliance Bus Group, Inc. Award 19 Line Items  
 Creative Bus Sales, Inc. Award 4 Line Items  
 TESCO, Inc. Award 6 Line Items  
 The Bus Center-Atl Award 9 Line Items



# Price Comparison

## Challenges

- New Categories
- Historical Spend Not Readily Available
- Highly Configurable Items (optional equipment & features)
- Benchmark Prices from GovSpend (federal, state & local governments)
- Supplier Proposed “Base Vehicle Price” used for Comparison

BENCHMARK ANALYSIS					
	Coaches	Transit	Electric	Medium Cutaway	Totals
Number of Line Items Compared	3	3	10	11	27
TOTAL Benchmark Price (Gov Spend)	\$743,516	\$1,233,523	\$6,933,875	\$1,772,665	\$10,683,579
TOTAL New Price (Lowest Line Item Price)	\$702,150	\$1,348,029	\$6,496,770	\$1,626,767	\$10,173,717
Amount Difference	-\$41,366	\$114,506	-\$437,105	-\$145,898	-\$509,862
Percent Difference	-5.56%	9.28%	-6.30%	-8.23%	-4.77%

# Marketing Strategy

- **Market “COMPLETE” Mass Transit Statewide Contract to State Entities, Colleges & Universities and Local Governments and other Authorized Users.**
  - Present a customized “SOLUTION” to targeted customers, based on historical and estimated spend/volume
    - Focus on Local Government Opportunities
      - Target State “Transit” Units
      - Target MARTA
  - Increase Awareness by Highlighting the contract as a “Contract of the Month”
    - Article in SPD Buyers Digest
    - Advertise on the Team Georgia Marketplace “Home Page” –Spotlight Section
    - Directly Target APO/CUPO, Local Governments
  - Trade Shows/Conferences/Associations
    - Annual Georgia Municipal Association Conference
    - GAINS Annual Conference
    - Annual Georgia Procurement Conference (“GPC”)
      - Showcase contract to State and Local Procurement Professionals
      - Recommend awarded supplier exhibits during GPC
    - Showcase contract to attendees of National Institute of Governmental Purchasing - Georgia Chapter – 2019 Reverse Trade Show

# NEXT STEPS-THE ROAD AHEAD

- **ISSUE NOIA**                      **JUNE 7, 2018**
- **ISSUE NOA**                      **JUNE 18, 2018**
- **IMPLEMENTATION**        **90 DAYS FROM AWARD**



# QUESTIONS

