



SOUTHERN CALIFORNIA PUBLIC POWER AUTHORITY

Request for Proposals for Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs

Issuance Date: July 3, 2019

Response Deadline: July 24, 2019

I. Introduction

The Southern California Public Power Authority (SCPPA), on behalf of its Member Utilities, is hereby soliciting proposals for Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs for the purchase of new Battery Electric Vehicles (BEV) and Plug-in Hybrid Vehicles (PHEVs), as described below in Section III. SCPPA is also soliciting proposals for Electric Vehicle Service Equipment (EVSE) Discount Programs from manufacturers and retailers for Level 1, Level 2, and DC Fast Charging Stations as described below in Section III.

SCPPA is interested in discovering all Respondent's offerings related to specified Areas of Interest and associated pricing to enable informed decisions and potentially proceed to more specific negotiations on contract development with one or more qualified Respondents to this Request for Proposals (RFP).

Responses to this RFP are due on or before July 24, 2019, as described below in Sections III and V.

II. Background

SCPPA is a joint powers authority and a public entity organized under the California Joint Exercise of Power Act found in Chapter 5 of Division 7 of Title 1 of the Government Code of the State of California, and through the SCPPA Joint Powers Agreement, for the purposes of planning, financing, developing, acquiring, constructing, operating and maintaining projects for the generation or transmission of electric energy. SCPPA also facilitates joint service contracts, at the request of its members, to aggregate like project efforts among its Members for the purposes of developing energy efficiency, demand response and resource procurement Programs or Projects to improve operating efficiencies and reduce costs.

Membership of SCPPA consists of eleven cities and one irrigation district, which supply electric energy within Southern California, including the municipal utilities of the cities of Anaheim, Azusa, Banning, Burbank, Cerritos, Colton, Glendale, Los Angeles, Pasadena, Riverside, and Vernon, and the Imperial Irrigation District. SCPPA is governed by its Board of Directors, which consists of representatives from each of its Members. The management of SCPPA is under the direction of an Executive Director who is appointed by the Board.

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

Any service contract subsequently entered into by SCPPA pursuant to this RFP would be utilized directly by the interested Members to serve their respective utility customers' needs. The service and work products would be ordered and approved directly by SCPPA and/or the applicable Members and the billing would be administered through SCPPA.

III. Areas of Interest

SCPPA Members have expressed interest in offering discount programs for the purchase of EVs and EVSE to customers, City employees, and retirees of participating electric utilities to take advantage of available discounts.

In summary, SCPPA is seeking to offer discount programs for the purchase of:

- Electric Vehicles
 - Battery Electric Vehicles (BEV); and
 - Plug-in Hybrid Vehicles (PHEVs)

- Electric Vehicle Service Equipment
 - Level 1 (120V) Charging Stations;
 - Level 2 (240V) Charging Stations; and
 - DC Fast Charging Stations

The specific outline of purchasing discount programs that are desired to meet the needs of Members and to provide valued assistance to the communities that they serve is presented below.

1. Battery Electric Vehicle (BEV) and Plug-In Electric Vehicle (PHEV) Discounts

- The discount programs shall identify:
 - eligible model year(s),
 - model vehicle(s),
 - the discount amount(s) being offered (typically a discount off the MSRP) which shall be in addition to any negotiated dealer discounts,
 - timeframe in which the incentive will be offered,
 - and the specific terms of the promotion.

2. Electric Vehicle Service Equipment (EVSE)

- The discount programs shall identify the:
 - specific eligible charger model(s),
 - discount amount(s) being offered,
 - timeframe the incentive will be offered,
 - and the specific terms of the promotion.

- The discount could be offered as:
 - a coupon
 - or percentage or dollar off the vendor's posted pricing.

- In no case should the posted EVSE vendor pricing be higher than the manufacturer's suggested list price.

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

3. Special Considerations for the EV and EVSE Promotions

- The offered promotions would be for new plug-in electric vehicles only (BEV or PHEV). However, local Southern California auto dealers that specialize in pre-owned electric vehicles with a robust inventory may also participate in the program.
- Promotions must be available for at least a month, but no longer than six months.
- Participation by the OEMs and EVSE vendors is voluntary, but the terms of specific offerings are expected to be honored.
- Customer outreach by the individual participating SCPPA members will be according to what is determined to be appropriate by each member.
- Participating OEMs and EVSE vendors will have a contact available for customers to call if they have problems with the promotion or to address individual customer inquiries

4. Logistics

- SCPPA will provide a customer facing “white labeled” web landing page for each participating SCPPA Member Utility to link to and add their own branding/labeling and/or logo(s).
- This SCPPA web page will have links to a PDF informational packet or web page prepared and maintained by participating OEMs and EVSE vendors that describe the term of the promotion, terms and conditions, promo codes, program details and forms needed for customers to take advantage of the promotion.
- Only one link per OEM or EVSE vendor will be provided by the SCPPA web page. If more than one promotion is offered concurrently by an OEM or EVSE vendor, the informational package or web page should include information for all active promotions.
- New OEM and EVSE vendor promotions can be introduced at any time on a rolling basis.
- Notice of a new promotion would be provided to the SCPPA program administrator to update participating members and to update the links on the SCPPA web landing page as necessary. If updates to the web page are needed, notice should be provided during the week prior to the 25th of the month before the promotion takes effect. The SCPPA program administrator will upload the OEM or EVSE vendor’s new promotional PDF informational packet or update the associated web page link between the 25th and the first day of the month.
- New promotions will start on the first of every month and end on the last day of the designated month the promotion is set to expire.
- Web pages will display an informational disclaimer on each of the web pages stating:
 - the utility does not specifically endorse any of the listed electric vehicle manufacturers or dealers
 - the utility does not specifically endorse any of the listed electric vehicle charging equipment manufacturers or dealers

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

5. Participation

- The Member Agencies of SCPPA are the cities of Anaheim, Azusa, Banning, Burbank, Cerritos, Colton, Glendale, Los Angeles, Pasadena, Riverside, and Vernon, and the Imperial Irrigation District.
- Participation by both OEMs, EVSE vendors and utilities is voluntary in the program.
- No monetary compensation will be exchanged between parties, but it is expected that vendor specific MOUs would be developed between the vendor and SCPPA (with utility opt-ins) to further define how both parties work together. The MOU would include additional logistical details along with appropriate indemnification language.

Timeline / Schedule*

SCPPA RFP for Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs Selection Process	
Schedule of Requirements	Target Date(s)
Issue RFP	July 3, 2019
Responses Due	4 PM PDT - July 24, 2019
Review of Responses	July – August 2019
Interviews (if necessary)	July – August 2019
Selection of Respondent(s)	July – August 2019

*Timeline/Schedule is subject to change at sole discretion of SCPPA.

IV. Proposal Submission Required Elements

1. Transmittal Letter Content:

- a. A brief statement of the Respondent's understanding of the work to be done and commitment to perform the work as scheduled, including:
 - i) statement of work specifications; and
 - ii) reference to any proposed contractual terms and conditions required by the Respondent; and
 - iii) a summary of exceptions taken to the RFP requirements; and
 - iv) any and all expectations from SCPPA including, but not limited to: requirements definitions, strategy refinement, and staffing requirements to support the proposed project or program implementation.
- b. An officer authorized to bind must sign the proposal on behalf of the Respondent and must include the following declarations on the transmittal letter:

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

“This proposal is genuine, and not sham or collusive, nor made in the interest or in behalf of any person not herein named; the Respondent has not directly or indirectly induced or solicited any other Respondent to put in a sham bid, or any other person, firm or corporation to refrain from submitting a proposal; and the Respondent has not in any manner sought by collusion to secure for themselves an advantage over any other Respondent.”

2. **Respondent Information:** Provide legal name of Company or Individual, physical street address, the name(s) and title(s) of the individual(s) authorized to represent the Respondent, including telephone number(s) and email address(es).
3. **Proposal:** Proposals must include a description of the proposed project or program, how it meets (or does not meet) each of the objectives of this RFP, and a detailed description addressing all of the Areas of Interest. Respondents may also include additional services, products, tasks, task elements and/or functions that may not be part of or included in the RFP, but are deemed by the Respondent to be pertinent and potentially valuable to SCPPA or its Members. SCPPA will have full discretionary authority to consider, accept and/or reject without cause such supplemental information that is not directly requested, included in or made part of the RFP.
4. **Fees:** Not Applicable.
5. **Experience:** Respondent shall clearly identify project participants and management team, including:
 - a. Describe your firm's experience as may be applicable to this RFP, your organizational structure, management qualifications, and other contract related qualifications, including number of years firm has been in business.
 - b. Specify key employees and describe their qualifications, experience and duties related to this RFP, including the office location(s) where work will be performed, in addition to the physical street address referenced above.
 - c. Provide a commitment statement for the retention and use of key employees as proposed, their availability to initiate and sustain the proposal, as well as planned supplemental employees if key personnel are not available to assure project delivery.
 - d. State whether Respondent will use subcontractors to perform services pursuant to the contract. Should the use of subcontractors be offered, the Respondent shall provide the same assurances of competence for the subcontractor, plus the demonstrated ability to manage and supervise the subcontracted work. Subcontractors shall not be allowed to further subcontract with others for work. The provisions of any contract resulting from this RFP shall apply to all subcontractors in the same manner as to the Respondent.
 - e. Respondent shall indicate any and all pending litigation that could affect the viability of Respondent's proposal, continuance of existing contracts, operation or financial stability.
6. **References:**

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

- a. Describe whether the Respondent has, within the last five (5) years, rendered any service to SCPPA or to any of SCPPA's Members, either as a contractor or subcontractor, either under the current Respondent's name or any other name or organization. If so, please provide details (status as prime or subcontractor, brief description of the contract, contract start and end date, the contract administrator name, and total actual contract expenditures).
- b. If the Respondent has not rendered any service within the last five (5) years to SCPPA or to any of SCPPA's Members, then please provide references over that period with the details described above including the counterparty for which services were provided.
- c. Identify existing related or relevant projects or programs which Respondent developed and/or operates that would demonstrate Respondent's capabilities in this area.
- d. Describe relevant program development and implementation experience, approach, and provide a list of references for similar projects completed.

V. Proposal Submission Delivery Requirements

The deadline to submit questions on this RFP will be 4:00PM (PDT) on **July 17, 2019**. All questions should be submitted electronically via e-mail to: [EVPurchasingDiscountRFP@scppa.org](mailto:EV PurchasingDiscountRFP@scppa.org), referencing **EV & EVSE Purchasing Discount RFP** in the subject line. Answers to all questions will be provided to inquisitor via e-mail as soon as a practicable after the date received. Answers to questions that SCPPA, at its sole determination and discretion, deems to be substantive or that would place the inquisitor at a distinct and unfair advantage to other potential Respondents will be posted on SCPPA's website at <http://www.scppa.org/page/RFPs-Programs> as soon as a practicable after the date received, but no later than **July 22, 2019**. It is the responsibility of potential Respondents to review this website for any and all postings.

One (1) electronic copy of your response and any supporting documentation must be delivered no later than 4:00 pm PST on Wednesday, July 24, 2019 via e-mail to [EVPurchasingDiscountRFP@scppa.org](mailto:EV PurchasingDiscountRFP@scppa.org).

Additionally, one (1) hard copy of the submittal may be, but is not required to be, submitted with the electronic copy of your submittal, no later than the time and date referenced above, to:

Southern California Public Power Authority
Electric Vehicle and Electric Vehicle Service Equipment Purchasing
Discount Programs RFP
Attention: Joanna Lopez
1160 Nicole Court
Glendora, California 91740

No contact should be made with the Board of Directors, committees or working group representatives, or SCPPA Members concerning this RFP.

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

All information received by SCPPA in response to this RFP is subject to the California Public Records Act and may be subject to the California Brown Act and all submissions may be subject to review in the event of an audit.

VI. Terms and Conditions

1. SCPPA reserves the right to cancel this RFP at any time, reject any and all proposals and to waive irregularities.
2. SCPPA shall determine at its sole discretion the value of any and/or all proposals including price and non-price attributes.
3. Proposals may be sub-divided or combined with other proposals, at SCPPA's sole discretion.
4. SCPPA shall perform an initial screening evaluation to identify and eliminate any proposals that are, for example, not responsive to the RFP, do not meet the minimum requirements set forth in the RFP, are not economically competitive with other proposals, or are submitted by Respondents that lack appropriate creditworthiness, sufficient financial resources, or qualifications to provide dependable and reliable services for this RFP.
5. SCPPA reserves the right to submit follow up questions or inquiries to request clarification of information submitted and to request additional information from any one or more of the Respondents.
6. SCPPA reserves the right, without qualification and in its sole discretion, to accept or reject any or all proposals for any reason without explanation to the Respondent, or to make any award to that Respondent, who, in the opinion of SCPPA, will provide the most value to SCPPA and its Members.
7. SCPPA may decline to enter into any potential engagement agreement or contract with any Respondent, terminate negotiations with any Respondent, or to abandon the request for proposal process in its entirety.
8. SCPPA reserves the right to make an award, at its sole discretion, irrespective of price or technical ability, if SCPPA determines that to do so would result in the greatest value to SCPPA and its Members.
9. Those Respondents who submit proposals agree to do so without legal recourse against SCPPA, its Members, their directors, officers, employees and agents for rejection of their proposal(s) or for failure to execute or act on their proposal for any reason.
10. SCPPA shall not be liable to any Respondent or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in connection with this RFP.
11. SCPPA shall not be liable for any costs incurred by any Respondents in preparing any information for submission in connection with this RFP process or any and all costs resulting from responding to this RFP. Any and all such costs whatsoever shall remain the sole responsibility of the Respondent.

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

12. SCPPA may require certain performance assurances from Respondents prior to entering into negotiations for work that may result from this RFP. Such assurances may potentially include a requirement that Respondents provide some form of performance security.
13. SCPPA Members, either collectively or individually may contact Respondents to discuss or enter into negotiations regarding a proposal. SCPPA is not responsible or liable for individual Members interactions with the Respondent which are not entirely conducted through SCPPA or at SCPPA's option or election to engage the Respondent as defined within the RFP.
14. Submission of a Proposal constitutes acknowledgement that the Respondent has read and agrees to be bound by the terms and specifications of this RFP and any addenda subsequently issued by SCPPA.
15. Information in this RFP is accurate to the best of SCPPA's and its Members' knowledge but is not guaranteed to be correct. Respondents are expected to complete all of their due diligence activities prior to entering into any final contract negotiations with SCPPA.
16. SCPPA reserves the right to reject any Proposal for any reason without cause. SCPPA reserves the right to enter into relationships with more than one Respondent, can choose not to proceed with any Respondent with respect to one or more categories of services, and can choose to suspend this RFP or to issue a new RFP that would supersede and replace this RFP.

VII. Additional Requirements for Proposal

1. **Consideration of Responses:** Submitted proposals should be prepared simply and economically, without the inclusion of unnecessary promotional materials. Proposals should be submitted on recycled paper that has a minimum of thirty percent (30%) post-consumer recycled content and duplex copied (double-sided pages) where possible.
2. **Insurance, Licensing, or other Certification:** If selected, the Respondent will be required to maintain sufficient insurance, licenses, or other required certifications for the type of work being performed. SCPPA or its Members may require specific insurance coverage to be established and maintained during the course of work and as a condition of award or continuation of contract.
3. **Non-Discrimination/Equal Employment Practices/Affirmative Action Plan:** If selected, the Respondent and each of its known subcontractors may be required to complete and file an acceptable Affirmative Action Plan. The Affirmative Action Plan may be set forth in the form required as a business practice by the Department of Water and Power of the City of Los Angeles which is SCPPA's largest Member.
4. **Living Wage Ordinance:** If selected, the Respondent may be required to comply with the applicable provisions of the City of Los Angeles Living Wage Ordinance and the City of Los Angeles Service Contract Workers Retention Ordinance. The Living Wage Ordinance provisions are found in Section 10.36 of the Los Angeles City Administrative Code; and the Service Contract Workers Retention Ordinance are found in Section 10.37 of the Los Angeles Administrative Code (SCWRO/LW0).

SCPPA Electric Vehicle and Electric Vehicle Service Equipment Purchasing Discount Programs RFP – 07-03-2019

5. **Prevailing Wage Rates:** If selected, the Respondent will be required to conform to prevailing wage rates applicable to the location(s) where any work is being performed. Workers shall be paid not less than prevailing wages pursuant to determinations of the Director of Industrial Relations as applicable in accordance with the California Labor Code. To access the most current information on effective determination rates, Respondent shall contact:

Department of Industrial Relations
Division of Labor Statistics and Research
PO Box 420603, San Francisco, CA 94142-0603
Division Office Telephone: (415) 703-4780
Prevailing Wage Unit Telephone: (415) 703-4774
Web: <http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm>

6. **Child Support Policy:** If selected, Respondent may be required to comply with the City of Los Angeles Ordinance No. 172401, which requires all contractors and subcontractors performing work to comply with all reporting requirements and wage earning assignments and wage earning assignments relative to court ordered child support.
7. **Supplier Diversity:** Respondents shall take reasonable steps to ensure that all available business enterprises, including Small Business Enterprises (SBEs), Disadvantaged Business Enterprises (DBEs), Women-Owned Business Enterprises (WBEs), Minority-Owned Business Enterprises (MBEs), Disabled Veteran Business Enterprises (DVBES), and other Business Enterprises (OBEs), have an equal opportunity to compete for and participate in the work being requested by this RFP. Efforts to obtain participation of these business enterprises may reasonably be expected to produce a twenty-five percent (25%) participation goal for SBEs. For the purpose of this RFP, SCPPA's Supplier Diversity program is modeled after that of the Los Angeles Department of Water and Power. Further information concerning the Supplier Diversity Program may be obtained from the Supply Chain Services Division of the Los Angeles Department of Water and Power.
8. **SCPPA-Furnished Property:** SCPPA or a Member's utility drawings, specifications, and other media furnished for the Respondent's use shall not be furnished to others without written authorization from SCPPA or the applicable Member(s).
9. **Contractor-Furnished Property:** Upon completion of all work under any agreement developed as a result of this RFP, ownership and title to reports, documents, drawings, specifications, estimates, and any other document produced as a result of the agreement shall automatically be vested to SCPPA and no further agreement will be necessary for the transfer of ownership to SCPPA. SCPPA has the sole right to distribute, reproduce, publish, license, or grant permission to use all or a portion of the deliverable documentation, work product or presentations as it determines in its sole discretion.