

DOCKETED

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Concept Workshop: Solicitation to Establish Bulk Purchase Pricing for Electric School Buses
Discussion Questions
July 24, 2018

SOLICITATION DESIGN

1. What is missing from our proposed design concept?
2. Are there additional evaluation criteria that should be requested that would be beneficial?
3. What is the preferable approach to this solicitation:
 - a. Bulk purchase price negotiated with specific vendors?
 - b. Approved vendor list with a set price the Energy Commission will pay?
4. Is there any reason a district, COE or JPA would or could not accept a bus based on these proposed approaches?
5. Is bulk purchase pricing available? How many buses would be needed to lower the bus price?
6. Is bulk pricing available for add-on features?
7. Is there anything infeasible to provide, in terms of the proposed evaluation criteria? Is there anything that is missing?
8. For bidding purposes, what key elements are necessary in the Commission's agreement with bus manufacturers/dealers to be able to order buses to satisfy a school's procurement processes?
9. Can the proposed solicitation act as the school's competitive bid process?

DELIVERY TIMEFRAME

10. What is a reasonable time period for bus delivery? Is 6 months reasonable?
11. Will any additional features/accessories prolong the delivery timeframe? If so, which ones?

STANDARD FEATURES

12. What are considered standard or customary features of an electric school bus?
13. What standard features would fleets like to see included in the purchase of an electric bus?

BATTERY/RANGE

14. What is the expected range for each type of bus?
15. What type of battery management system is included with the bus and how often does it record data? (Remaining battery range, battery pack health, etc.)

WARRANTY/REPAIR

16. What are the warranty lengths, including battery, and what is covered?
17. How do you manage your supply chain to ensure that parts are available when required for maintenance?
18. Will technicians come out to fix issues under warranty or will the bus need to be taken in to a service center?
19. Will repair/maintenance manuals and wiring diagrams be provided to the school district/COE/JPA upon delivery of the bus?
20. What kind of training is available for fleet staff to be able to perform basic repairs and maintenance, especially towards the end of the warranty?

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WORKFORCE TRAINING

21. In addition to buses, what additional options, such as technical assistance, may be included in the manufacturing package?
22. What are schools asking for in terms of training opportunities? Driver training?
23. What type of workforce training would be beneficial for fleet staff? What type of training is being requested by staff?

INFRASTRUCTURE

24. Is any charging infrastructure provided by the manufacturer with the purchase of a bus?
25. What type of infrastructure support is provided to customers?
26. Will these buses be equipped with a universal charging system?
27. Is there any infrastructure, outside of charging equipment, that schools or dealers would like the Commission to consider?
28. How long would it take to get the charging site ready for bus delivery?

ADDITIONAL FUNDING OPPORTUNITIES

29. What other incentive opportunities are available to dealers to leverage funds to maximize the number of old school buses to be replaced?