



REQUEST FOR EXPRESSIONS OF INTEREST (the "RFEOI") No. PS20172110  
MEDIUM AND HEAVY DUTY ELECTRIC TRUCKS

Expressions of Interest are to be addressed to the Purchasing Services Office, City of Vancouver, 453 West 12<sup>th</sup> Avenue, Vancouver, British Columbia, Canada, V5Y 1V4 and should be received prior to 3:00 p.m., Vancouver Time (as defined in Note 3 below), on Monday January 29, 2018 (the "Closing Time").

EXPRESSIONS OF INTEREST WILL NOT BE PUBLICLY OPENED.

NOTES:

1. City requests that each Respondent submit its Expression of Interest either by email to the Contact Person, with the Respondent's name and the RFP title and number in the "subject" line ("Medium and Heavy Duty Electric Trucks; PS20172110") or in an envelope clearly marked with the Respondent's name and the RFP title and number ("Medium and Heavy Duty Electric Trucks; PS20172110") to the following address and delivered to the drop box at:

Supply Chain Management  
4<sup>th</sup> Floor, Vancouver City Hall  
453 West 12th Avenue  
Vancouver, British Columbia  
Canada, V5Y 1V4

If the Respondent is submitting via envelope please include four (4) hard copies and one (1) electronic copy (on a, flash drive, memory stick or similar medium) of each Proposal. It is each Respondent's sole responsibility to ensure delivery of its Expression of Interest by the Closing Time. All submissions should be made at the Respondent's sole cost and expense.

2. Each Expression of Interest must be marked with the Respondent's name and the RFEOI title and number.
3. "Vancouver Time" will be conclusively deemed to be the time shown on the computer clock at over the drop box on the 4<sup>th</sup> floor at Vancouver City Hall.
4. The City of Vancouver is open on business days from 8:30 a.m. to 4:30 p.m., Vancouver Time, and is closed Saturdays, Sundays, and holidays.
5. DO NOT SUBMIT EXPRESSIONS OF INTEREST BY FAX.
6. All queries related to this RFEOI should be submitted in writing to the attention of:

Gordon Harvey, Contracting Specialist  
Email: [gordon.harvey@vancouver.ca](mailto:gordon.harvey@vancouver.ca)

(the "Contact Person")

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## SECTION 1 GENERAL INFORMATION

### 1.1 Introduction

The City of Vancouver (the "City") is seeking expressions of interest ("Expressions of Interest") from Respondents with expertise in supplying, delivering and servicing electric medium and/or heavy duty trucks in the Gross Vehicle Weight Rating (GVWR) classes 3 through 8.

### 1.2 Background

In November 2015, Vancouver City Council committed to achieving 100% renewable energy use before 2050; extending an existing goal mandating departmental reductions of vehicle and equipment greenhouse gas emissions by 30% from 2007 levels by 2020. These targets have broad reaching implication to the way the City runs its business.

The Equipment Management (EQM) team within the City's Engineering Services department is committed to doing its part to help the City transition over to 100% renewable energy usage. EQM manages the City's \$200M vehicle fleet, vehicles used to provide our emergency services, build our roads, and run our day to day operations.

Given the importance of our fleet in delivering upon the City's core mandates, there is no doubt that the City will be operating vehicles for the foreseeable future; and aligning our fleet operations with our broader sustainability goals is a top priority. The introduction of electric medium and heavy duty trucks will allow the City to displace the use of diesel medium and heavy duty trucks which generate the bulk of the City's fleet emissions.

Currently the City has approximately 1850 fleet units with almost 400 of those being in the class 3-8 range. Due to the wide of work that the City fleet supports, there are dozens of different vehicle types that the City uses including work vans, pickup trucks, flatdecks, dump trucks, aerial trucks, cube vans, tractor trailers, sweepers, automated garbage trucks, sewer cleaners and various other speciality vehicles.

This RFEOI represents an opportunity for the City to explore and understand the electric medium and heavy duty truck market in an effort to make an effective and realistic plan to reach our sustainability goals.

### 1.3 Scope of Work

A successful Respondent to this RFEOI should be able to supply, deliver and service any or all of the following electric medium and/or heavy duty trucks in the GVWR classes 3, 4, 5, 6, 7 and/or 8 to the City of Vancouver's Manitoba Works yard. The successful applicant should be able to provide servicing of the supplied vehicles in the Lower Mainland. Further details on the specifications of the trucks required are contained in Schedule 1.

### 1.4 Sustainability

1.4.1 The City's Procurement Policy, Ethical Purchasing Policy and related Supplier Code of Conduct found at <http://vancouver.ca/doing-business/selling-to-and-buying-from-the-city.aspx> align the City's approach to procurement with its corporate social, environmental and economic sustainability values and goals. They evidence the City's commitment to maximize benefits to the environment through product and service selection, and to ensure safe and healthy workplaces, where human and civil rights are respected. Each City vendor is expected to adhere to the supplier performance

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standards set forth in the Supplier Code of Conduct. The Ethical Purchasing Policy shall be referred to in the evaluation of Expressions of Interest, to the extent applicable.

- 1.4.2 Vendors are to provide environmentally sensitive products or services wherever possible. Where there is a requirement that a vendor supply materials, and where such materials may cause adverse environmental effects, the vendor should indicate the nature of the hazard(s) in its Expression of Interest. Furthermore, each vendor is asked to advise the City of any known alternatives or substitutes for such materials that would mitigate such adverse effects.

**1.5 RFEOI Process**

- 1.5.1 Respondents are required to respond to this RFEOI in accordance with the instructions set forth in this RFEOI.
- 1.5.2 Expressions of Interest are being requested in order to afford the City of Vancouver the opportunity to gauge such responses and evaluate Respondents' expertise, so that the City may then conduct a more formal procurement process, tailored (as determined in the City's discretion) to the responses received and limited, should the City so determine, to all or some of the RFEOI Respondents.
- 1.5.3 Notwithstanding the foregoing, the City may, as a result of the RFEOI, decide to proceed directly to negotiate a contract with an outstanding Respondent (or the sole qualified Respondent, if there is only one).
- 1.5.4 The RFEOI process is aimed at encouraging businesses with the required level of expertise to participate. Respondents should ensure that their Expressions of Interest demonstrate expertise in supplying, delivering and servicing any or all of the following electric medium and/or heavy duty trucks in the GVWR classes 3, 4, 5, 6, 7 and/or 8.
- 1.5.5 Any potential Respondent is requested to refrain from submitting an Expressions of Interest if it is not willing to submit bona fide proposal or tender in relation to the subject matter of the RFEOI if the City invites the Respondent to participate in a request for proposals or invitation to tender.
- 1.5.6 If a potential Respondent believes that the City may be unable to select it due to a conflict of interest, but is uncertain about this, the potential Respondent is urged to contact the individual named on the cover page above as soon as possible with the relevant information so that the City may advise the vendor regarding the matter.

**1.6 RFEOI Documents**

- 1.6.1 This RFEOI consists of:
- (a) the cover page hereof and sections 1 through 6 hereof; and
  - (b) schedules as follows:
    - (i) Schedule 1 – Description of Requirements;
    - (ii) Schedule 2\* – Letter of Expression of Interest;
    - (iii) Schedule 3\* – Format for Expressions of Interest; and
    - (iv) Schedule 4 – Certificate of Existing Insurance [not required]

(v) Schedule 5\* – Declaration of Supplier Code of Conduct Compliance

(collectively, the “RFEOI Documents”)

*\*Schedules 2, 3 & 5 are provided in Word format (attached) for convenience of completion and submission.*

- 1.6.2 If the City of Vancouver issues any amendments or addenda to the RFEOI Documents, such amendments or addenda will form part of the RFEOI Documents. It is the sole responsibility of all Proponents to check the City’s website at: <http://www.vancouver.ca/fs/bid/bidopp/openbid.htm> regularly for amendments or addenda to the RFEOI Documents, including questions and answers posted by the City in relation to this RFEOI.

## SECTION 2 QUALIFICATION CRITERIA

### 2.1 General

The City currently expects to base its decision with respect to each Respondent’s qualification (or not) to participate in a request for proposal on (i) whether the statement of qualifications submitted by the Respondent as part of its Expression of Interest (its “**Statement of Qualifications**”) has met, and whether such Statement of Qualifications shows that the Respondent has met, the requirements set out in the RFEOI Documents and (ii) the evaluation criteria set out in Section 5.1

## SECTION 3 COMMUNICATIONS

Respondents may not communicate with the City about the RFEOI except in writing by email to the contact person listed on the cover page of this RFEOI.

## SECTION 4 SUBMISSION OF EXPRESSIONS OF INTEREST

### 4.1 Delivery

See delivery instructions on Page 1.

### 4.2 Late Expressions of Interest

The City of Vancouver may, in its discretion, accept, or reject and return, any Expression of Interest received after the Closing Time.

### 4.3 Form of Expression of Interest

Each Expression of Interest must consist of a letter in the form set forth in Schedule 2 together with a Statement of Qualifications in the format set forth in Schedule 3, and declaration of Supplier Code of Conduct compliance in the form of Schedule 5.

### 4.4 Lack of Information

Following receipt of an Expression of Interest, the City of Vancouver may, in its sole discretion and without having any duty or obligation to do so, request that the Respondent provide the City of Vancouver with additional information to clarify or substantiate the information provided by the Respondent. If a Respondent fails to provide information required for the City’s evaluation of the Respondent’s qualifications, or fails to provide timely clarification or

substantiation of the information supplied, that failure may result in no further consideration being given to the Expression of Interest.

#### 4.5 Material Changes

Respondents should inform the City of Vancouver of any material change in information that might affect their qualification status at any time during the RFEOI process. Participants in a request for proposal will be required to update key qualification information at the time of proposal submission. Prior to the entry into any agreement for goods or services, a successful vendor will be required to confirm its continued status.

### SECTION 5 REVIEW OF EXPRESSIONS OF INTEREST

#### 5.1 Evaluation by the City of Vancouver

The City will review the Expressions of Interest submitted to determine whether, in the City's opinion, each Respondent has demonstrated that it has the required experience and qualifications in order for it to advance in the City's procurement process. In doing so, the City currently expects to base its decision with respect to each Respondent on (i) whether the Statement of qualifications submitted by the Respondent has met, and whether such Statement of Qualifications shows that the Respondent has met, the requirements set out in the RFEOI Documents and (ii) the evaluation criteria set out below.

- a) Qualifications and relevant experience and capability of the Respondent;
- b) Proven track record substantiated by recent and relevant client references and projects;
- c) Knowledge of medium and heavy duty truck industry;
- d) Electric medium and heavy duty truck offerings;
- e) Sustainability goals and initiatives;
- f) Innovative ideas relating to electrification of medium and heavy duty trucks.

**Note:** The above evaluation criteria may not necessarily be listed in order of importance and will not necessarily be weighted equally.

The City currently may select a number of Respondents ("**Pre-Qualified Respondents**"); provided that:

- 5.1.1 the determination of which Respondents are designated as Pre-Qualified Respondents will be at the sole discretion of the City; and
- 5.1.2 the City reserves the right to limit the number of Respondents designated as Pre-Qualified Respondents.

#### 5.2 Inquiries

The City, in its sole discretion and without having any duty or obligation to do so, may conduct any inquiries or investigations, including but not limited to contacting references, to verify the statements, documents, and information submitted in connection with an Expression of Interest and may seek clarification from a Respondent's bankers and clients regarding any financial and experience issues.

**5.3 Non-Conforming Expressions of Interest**

Expressions of Interest which fail to conform to the format requirements set forth in Schedule 3 hereto or which fail to conform to any other requirement of these RFEOI Documents may be rejected by the City of Vancouver, in its discretion. Notwithstanding the foregoing or any other provision of these RFEOI Documents, the City may at its sole discretion elect to retain for consideration Expressions of Interest which deviate either materially or non-materially from the format requirements set out in Schedule 3 hereto or which otherwise fail to conform to any other requirement of these RFEOI Documents.

**SECTION 6 NOTIFICATION AND RFP PROCESS**

**6.1 Notification of Prequalification**

Following the Closing Time, the City of Vancouver will only notify those Respondents which are selected as Pre-Qualified Respondents (or with which the City proposes to proceed to negotiate an agreement). The City of Vancouver thanks all other Respondents for their interest.

**6.2 Changes after Pre-Qualification**

Any change in the structure or formation of a Pre-Qualified Respondent will be subject to prior written approval of the City prior to the deadline for submission of proposals or tenders. The City may deny that approval if the change in the structure or formation of the Pre-Qualified Respondent, from that presented in the Expression of Interest, would have affected whether or not the Respondent would have been short-listed in the first instance.

**6.3 The City of Vancouver Rights**

6.3.1 The City may, without liability to any Respondent or Pre-Qualified Respondent, may:

- (a) amend the scope and description of the goods and services to be procured under the RFEOI or any subsequent request for proposals process, varying them from those described herein, or amend the qualifications that may be required to meet those requirements;
- (b) reject or accept any or all Expressions of Interest;
- (c) cancel the RFEOI process and reject all Expressions of Interest;
- (d) cancel the RFEOI process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
- (e) request that any Respondent provide additional information, clarifications or goods samples or demonstrations, without requesting the same from all Respondents; or
- (f) terminate the RFEOI process and enter into direct negotiations with any party whether or not a Respondent

6.3.2 By submitting an Expression of Interest, a Respondent acknowledges and agrees that these RFEOI Documents are, in no way whatsoever, an offer to enter into an agreement (except on the limited terms and conditions expressly stated in Schedule 2), and that submission of an Expression of Interest by a Respondent does not in any way whatsoever create any obligation on the part of the City to treat the Respondent's or

any other Respondent's Expression of Interest in any particular manner or undertake the City's RFEOI process in any particular manner (except as expressly stated in Schedule 2 with respect to confidentiality).

- 6.3.3 The form of letter set forth in Schedule 2 also contains a release of the City's liability and other important terms and conditions that should be reviewed carefully by each Respondent, and each Respondent should obtain the advice of independent legal counsel in connection therewith.

#### 6.4 Information Disclaimer

6.4.1 The City makes no representation, warranty or undertaking with respect to these RFEOI Documents and the City and its directors, officers, employees, agents, consultants and advisors will not be liable or responsible for the accuracy or completeness of the information in these RFEOI Documents or for any other written or oral information made available to any interested person or its advisors, and any similar such liability however arising, is expressly disclaimed by the City.

6.4.2 Each Respondent should conduct its own independent investigations of all relevant matters and must not rely on the City in such regard. The information contained in the RFEOI Documents is provisional and is expected to be superseded by information in a request for proposals and other documents.

### SECTION 7 CONFLICTS/COLLUSION/LOBBYING

#### 7.1 Conflicts of Interest Generally

Each Respondent must disclose whether any officer, director, shareholder, partner, employee or contractor of the Respondent or of any of its proposed subcontractors, or any other person related to the Respondent's or any proposed subcontractor's organization (a "person having an interest") or any spouse, business associate, friend or relative of a person having an interest is:

- (a) an elected official or employee of the City; or
- (b) related to or has any business or family relationship with an elected official or employee of the City,

in each case such that there could be any conflict of interest or an appearance of a conflict of interest in the evaluation or consideration of the Respondent's Expression of Interest by the City. The City will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFEOI in light of the particular matter.

#### 7.2 Former City Employees

Each Respondent must disclose whether any person having an interest (as defined above) is a former official, former employee or former contractor of the City who has non-public information relevant to the RFEOI obtained during his or her employment or engagement by the City. The City will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFEOI in light of the particular matter.

#### 7.3 Other Clients

Each Respondent must disclose whether the Respondent or any of its proposed subcontractors is currently engaged in supplying (or is proposing to supply) goods or services to a third party such that entering into an agreement with the City in relation to the subject matter of the

RFEOI would create a conflict of interest or the appearance of a conflict of interest between the Respondent's duties to the City and the Respondent's or its subcontractors' duties to such third party. The City will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFEOI in light of the particular matter.

**7.4 Collusion**

Each Respondent is required to disclose whether the Respondent is competing for purposes of the RFEOI with any entity with which it is legally or financially associated or affiliated. Each Respondent must also disclose whether it is cooperating in any manner in relation to the RFEOI with any other Respondent responding to the RFEOI. The City will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFEOI in light of the particular matter.

**7.5 Lobbying**

Each Respondent is required to disclose whether it or any officer, director, shareholder, partner, employee or agent of the Respondent or any of its proposed subcontractors: (1) is registered as a lobbyist under any lobbyist legislation in any jurisdiction in Canada or in the United States of America; or (2) has engaged in any form of political or other lobbying whatsoever with respect to the RFEOI or sought, other than through the submission of its Expression of Interest, to influence the outcome of the RFEOI process. The City will evaluate each matter disclosed to determine whether and to what extent the Respondent can be given consideration in the RFEOI in light of the particular matter.

SCHEDULE 1 – DESCRIPTION OF REQUIREMENTS

**Description of Products and Services:**

The City seeks Expressions of Interest from Respondents who have expertise in Medium and Heavy Duty Electric vehicles including the following:

- (a) Sales and supply of; and
- (b) Maintenance, parts supply and service of: and
- (c) Charging station supply and support for.

The City is interested in transitioning from gasoline and diesel powered Medium and Heavy Duty trucks to fully Medium and Heavy Duty Electric trucks. This would include, but is not limited to, cab and chassis to be used with multiple different types of bodies within numerous different operations:

Class 3-6

- Service Trucks
- Cube Body
- Flat Deck
- Dump Body
- Refuse Trucks (Side Load and Rear Load)

Class 7-8

- Trailer hauling Tractors
- Dump Body
- Aerial Boom
- Roll-off Container
- Refuse (Fully Automated Side Load and Rear Load)

The City hopes to have approximately 100 Medium and Heavy Duty Electric Trucks in their fleet by the end of 2022.

SCHEDULE 2 – LETTER OF EXPRESSION OF INTEREST

*[Letterhead paper of the Respondent or participant responsible for a joint venture, including full postal address, telephone and facsimile.]*

Date: *[Insert]*

TO: THE CITY OF VANCOUVER (the "City")

RE: EXPRESSION OF INTEREST -- REQUEST FOR EXPRESSIONS OF INTEREST NO. 20172110 (the "RFEOI") IN RESPECT TO MEDIUM AND HEAVY DUTY ELECTRIC TRUCKS Being duly authorized to represent and act on behalf of *[Insert full corporate name and if a joint venture, then state "on behalf of..." and list the full corporate names of the companies forming the joint venture]*, the undersigned hereby submits the attached Statement of Qualifications and supporting materials on behalf thereof.

1. Herein, the term "Respondent" refers to *[insert full corporate name and if a joint venture, then state "...refers to each of" and list the full corporate names of the companies forming the joint venture]*.
2. The City and its representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this Expression of Interest, and to seek clarification from the Respondent's bankers and clients regarding any financial and experience issues, and to do all other things stated in the RFEOI.
3. Capitalized terms used herein have the definitions ascribed thereto in the RFEOI.
4. The City its representatives may contact the following persons for further information:  
  
*[Insert information]*
5. This Expression of Interest is made with the full understanding and agreement that:
  - (a) any information submitted during qualification may be subject to verification by the City of Vancouver, including during evaluation of any subsequent proposal or tender;
  - (b) the Respondent will (and does hereby undertake to) submit a bona fide proposal or tender in relation to the subject matter of the RFEOI (and consistent with this Expression of Interest) if the City invites the Respondent to participate in a request for proposals or invitation to tender;
  - (c) the City of Vancouver may:
    - (i) amend the scope and description of the goods and services to be procured under the RFEOI or any subsequent request for proposals process, varying them from those described in the RFEOI, or amend the qualifications that may be required to meet the City's requirements;
    - (ii) reject or accept any or all Expressions of Interest;
    - (iii) cancel the RFEOI process and reject all Expressions of Interest;

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- (iv) cancel the RFEOI process and commence a new process in respect of the same request for proposals with the same or an amended set of documents, information or requirements;
  - (v) request any respondent to provide additional information or clarification or goods samples or demonstrations without requesting such information from all respondents; or
  - (vi) terminate the RFEOI process and enter into direct negotiations with any party whether or not a respondent; and
- (d) the City of Vancouver will not be liable in any way whatsoever for any actions described under 4(c) of this letter.
6. The Respondent acknowledges and agrees that the RFEOI Documents are, in no way whatsoever, an offer to enter into an agreement except on the limited terms and conditions expressly stated in this letter, and submission of this Expression of Interest by the Respondent does not in any way whatsoever create any obligation on the part of the City to treat the Respondent's or any other respondent's Expression of Interest in any particular manner or undertake the City's RFEOI process in any particular manner (except as expressly stated below in this letter with respect to confidentiality).
7. The Respondent acknowledges and agrees to the information disclaimers and other terms and conditions set forth in the RFEOI.
8. Except only and to the extent that the City is in breach of Section 10 of this letter, the Respondent now releases the City, its officials, its agents and its employees from all liability for any costs, damages or losses incurred in connection with the RFEOI, including any cost, damages or losses in connection with:
- (a) any alleged (or judicially determined) breach by the City or its officials, agents or employees any obligation or duty under the RFEOI;
  - (b) any unintentional tort of the City or its officials or employees occurring in the course of conducting the RFEOI; or
  - (c) the manner in which the City: reviews, considers, evaluates or negotiates any Expression of Interest; addresses or fails to address any Expression of Interest; or resolves to enter into any contract or not enter into any contract.
9. Subject to the applicable provisions of the *Freedom of Information and Protection of Privacy Act* (British Columbia) and the City's right to publicly disclose information about or from any Expression of Interest, including without limitation names and prices, in the course of publicly reporting to the Vancouver City Council about the RFEOI, the City will treat the Expression of Interest (and the City's evaluation of it), in confidence in substantially the same manner as it treats its own confidential material and information.
10. The Respondent acknowledges receipt of the following amendments and addenda (if applicable):
- |                                   |                  |
|-----------------------------------|------------------|
| Amendment/Addendum No. [Complete] | Date: [Complete] |
| Amendment/Addendum No. [Complete] | Date: [Complete] |
| Amendment/Addendum No. [Complete] | Date: [Complete] |

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11. Any dispute relating to the RFEOI (except to the extent that the City breaches Section 10 above) will be resolved by arbitration in accordance with the *Commercial Arbitration Act* (British Columbia), amended as follows:
- (a) The arbitrator will be selected by the City's Director of Legal Services;
  - (b) Section 9 of this letter, and the other provisions hereof, will apply; and
  - (c) The Respondent will bear all costs of the arbitration.
12. The Respondent (a) has read, understands and agrees to the terms and conditions in this letter, (b) has had an opportunity to seek legal counsel and (c) affirms that the statements made in its Expression of Interest are true and correct in every detail.

Respondent Name(s): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Signatory: \_\_\_\_\_

Title of Signatory: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Cheque Payable/Remit to Address: \_\_\_\_\_

Telephone No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

Key Contact Person: \_\_\_\_\_ E-mail: \_\_\_\_\_

GST Registration No.: \_\_\_\_\_ Date and Jurisdiction of Incorporation: \_\_\_\_\_

City of Vancouver Business License No. \_\_\_\_\_

(or, if available, Metro West Inter-Municipal Business License No.): \_\_\_\_\_

WorkSafeBC Registration No.: \_\_\_\_\_

SCHEDULE 3 – FORMAT FOR EXPRESSIONS OF INTEREST

Expressions of Interest submitted by Respondents should consist of:

1. a completed and duly executed Letter of Expression of Interest (the foregoing Schedule 2);
2. a Statement of Qualifications, with title page that identifies the RFEI number on the cover page of this RFEI, the Closing Time, and the Respondent's name, address, telephone number, fax number and contact person.
3. Complete responses to the questions below arranged as follows;

**Corporate Experience**

**Q1.** Describe the type of entity (for example, individual, corporation, partnership, sole proprietorship) and if a joint venture, clearly state this and state who the joint venture parties are and identify who is acting as the lead. Describe the company/entity size, depth, and annual sales volumes (in dollars). Provide client references, where possible.

**A1.**

**Q2.** Provide a brief discussion of your methodology and approach to supplying, delivering and servicing electric medium and/or heavy duty trucks in the Gross Vehicle Weight Rating (GVWR) classes 3 through 8.

**A2.**

**Availability of Vehicles**

**Q3.** List all classes and vehicle types available, from Class 3 through Class 8, including expected future products not yet available, but expected to be available before 2022 and include the following information for each vehicle class and type;

- i) Expected availability
- ii) Expected delivery from date of order
- iii) Cab style (conventional or cab over)
- iv) Battery size, type and vehicle range
- v) Charging time, voltage and plug specification/standard
- vi) Rated torque and horsepower
- vii) GVWR range
- viii) Wheelbase range
- ix) Payload
- x) Type of hydraulics tie-ins (e.g. None, ePTO or direct supply to additional electric motor)
- xi) Regulatory compliance standards met (e.g. CMVSS, FMVSS, etc.)

Also, include expected application for each class and vehicle type, and if bodies are currently or directly available from bidder from the selection below:

- i) Flatdeck
- ii) Cube body
- iii) Dump body
- iv) Refuse body (side and rear load)
- v) Aerial boom

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- vi) Roll-off container
- vii) Tractor (for tractor-trailer)
- viii) Other applications

**A.3**

**Service & Support**

**Q4.** Please include the following information on planned service and support:

- A) Sales Support
  - i) Name location of planned local dealer/vendor
- B) Service Support
  - i) Name and location of planned local maintenance service provider
  - ii) Location of nearest planned parts warehouse
- C) Warranty
  - i) Expected vehicle warranty terms
  - ii) Expected battery warranty terms
  - iii) If in house warranty is offered and terms
- D) Diagnostic Support
  - i) Expected diagnostic tooling
  - ii) Expected software and programming subscriptions
- E) Service Training
  - i) If maintenance and repair training will be made available for City maintenance staff
  - ii) If so, what ongoing training programs are offered
  - iii) If so, what manuals are available
  - iv) If so, what is the expected content of in-person training courses
  - v) If so, location and length of in-person training courses
- F) Operator Training
  - i) If operator training will be made available for City operations staff
  - ii) If so, what is the expected content of training courses
  - iii) If so, location and length of training courses

**A.4**

**Body Supplier Partnerships**

**Q5.** Please include the following information on supplier partnerships:

- A) Existing Partnerships
  - i) List name, location, and National Safety Mark number (if applicable) for any existing body supplier partnerships,
  - ii) List styles, types and sizes of bodies available through existing partnerships
- B) Future Partnerships
  - i) List any expected future partnerships
- C) Explain process for current City body suppliers to become certified to install bodies on

electric chassis

A5.

**Charging Station**

Q6. Explain experience and type of product and services available, including:

- A) Chargers available
  - i) Make and model
  - ii) Applicable safety standards constructed to (cUL, cETL, CSA)
  - iii) Rated voltage
  - iv) Rated current
  - v) Rating of enclosure
  - vi) Connector style/standard
  - vii) Length of charging cable
  - viii) Description of network connectivity and data transfer capabilities
  - ix) Means of identifying/authorizing charging
  - x) Load sharing capabilities
- B) Charger Station service available
  - i) Design of charging systems to support a fleet
- C) Installation of charging systems

A6.

**Pricing**

Q.7 Please provide pricing structure of all the available vehicles listed in Q2; include any discounts available to the City.

A.7

Q8. Please provide charging station options (fast charge, slow charge) and the pricing structure for each option.

Q8.

Q9. Please provide pricing structure for diagnostic support.

A9.

Q10. Please provide pricing structure for on-going service training subscriptions

A.10

**Value Added**

Q11. Notwithstanding any other provision hereof, the City welcomes innovative or novel approaches to the City's objectives and requirements and may consider value-creating responses that derogate from the Requirements. In the space below, note any proposed innovative approaches to meeting the City's requirements.

A.11

Q12. Please provide any additional information that you feel will be valuable to the City (e.g. describing environmentally sustainable manufacturing processes, battery recycling programs, etc.)

Q12.

**Conflicts/Collusion/Lobbying**

Q13. Provide information responsive to Section 7.0 of the RFEOI.

A13.

SCHEDULE 4 - CERTIFICATE OF EXISTING INSURANCE

[NOT REQUIRED AT THIS TIME]

SCHEDULE 5 - DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE  
DECLARATION OF SUPPLIER CODE OF CONDUCT COMPLIANCE

Purpose: All proposed suppliers are to complete and submit this form to certify compliance with the supplier performance standards set out in the Supplier Code of Conduct.

The City of Vancouver expects each supplier of goods and services to the City to comply with the supplier performance standards set out in the City's Supplier Code of Conduct (SCC) <[http://vancouver.ca/policy\\_pdf/AF01401P1.pdf](http://vancouver.ca/policy_pdf/AF01401P1.pdf)>. The SCC defines minimum labour and environmental standards for City suppliers and their subcontractors.

Suppliers are expected to comply with the aforementioned standards upon submitting a tender, proposal, application, expression of interest or quotation to the City, or have a plan in place to comply within a specific period of time. The City reserves the right to determine an appropriate timeframe in which suppliers must come into compliance with these standards. To give effect to these requirements, an authorized signatory of each proposed vendor must complete the following declaration and include this declaration with its submission:

As an authorized signatory of \_\_\_\_\_ (*vendor name*), I declare that I have reviewed the SCC and to the best of my knowledge, \_\_\_\_\_ (*vendor name*) and its proposed subcontractors have not been and are not currently in violation of the SCC or convicted of an offence under national and other applicable laws referred to in the SCC, other than as noted in the table below (*include all violations/convictions that have occurred in the past three years as well as plans for corrective action*).

Section of SCC / title of law	Date of violation /conviction	Description of violation / conviction	Regulatory / adjudication body and document file number	Corrective action plan

I understand that a false declaration and/or lack of a corrective action plan may result in no further consideration being given to the submission of \_\_\_\_\_ (*vendor name*).

Signature: \_\_\_\_\_  
Name and Title: \_\_\_\_\_