



ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VA 22201  
(703) 228-3410

**REQUEST FOR INFORMATION (RFI) NO. 22-DES-RFI-593**

**ELECTRONIC SEALED RESPONSES WILL BE RECEIVED BY ARLINGTON COUNTY VIA VENDOR REGISTRY, UNTIL 2 P.M. ON THE 15TH DAY OF FEBRUARY 2022.**

**FOR:**

**INFORMATION RELATED TO THE PROCESS, REQUIREMENTS AND THE IMPLEMENTATION OF A ZERO EMISSIONS BUS PILOT**

**REGISTRATION IS NOT REQUIRED TO DOWNLOAD THE RFI. VENDORS ARE REQUIRED TO REGISTER ON [VENDOR REGISTRY](#) IN ORDER TO SUBMIT QUESTIONS OR A RESPONSE TO THIS RFI. NO RESPONSES WILL BE ACCEPTED AFTER THE RESPONSE DUE DATE AND TIME.**

Responses will not be publicly opened.

NOTICE: FOR ANY FUTURE SOLICITATION RELATING TO THIS RFI, ANY OFFEROR ORGANIZED AS A STOCK OR NONSTOCK CORPORATION, LIMITED LIABILITY COMPANY, BUSINESS TRUST OR LIMITED PARTNERSHIP, OR REGISTERED AS A LIMITED LIABILITY PARTNERSHIP, MUST BE AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA PRIOR TO SUBMITTING A RESPONSE.

Arlington County reserves the right to reject any and all proposals, cancel this solicitation, and waive any informalities as defined in the Arlington County Purchasing Resolution.

Arlington County, Virginia  
Office of the Purchasing Agent

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## TABLE OF CONTENTS

I.	INTRODUCTION TO REQUEST FOR INFORMATION PROCESS .....	4
II.	INFORMATION FOR RESPONDENTS.....	5
III.	INTRODUCTION TO REQUEST FOR INFORMATION NO. 22-RFI-DES-593 .....	6
IV.	RESPONSE REQUIREMENTS .....	7
V.	INFORMATION TO BE SUBMITTED FOR THIS REQUEST FOR INFORMATION .....	8
VI.	TRADE SECRETS OR PROPRIETARY INFORMATION FORM.....	9

## **I. INTRODUCTION TO REQUEST FOR INFORMATION PROCESS**

Arlington County, Virginia, is requesting information from Respondents having experience and abilities in the areas identified in this solicitation. This Request for Information (RFI) is for research and budget planning purposes only. It is not a competitive solicitation and will not result in a contract for any products or services. Responding to this RFI will not prequalify vendors nor will it preclude vendors from responding to any future RFP related to the areas identified in this solicitation.

Respondents who wish to suggest a product and/or related information for consideration are requested to submit relevant information as outlined in this RFI.

Information realized as a result of this RFI may be used as part of a competitive process for the selection of such goods and services and may be used to construct a list of prospective vendors. The County may request demonstrations of the Respondent's products or solutions. There is no commitment implied or otherwise by Arlington County to continue with a procurement process. It is not the intent to restrict the competitive process. Those vendors not responding to this RFI can respond to a Request for Proposal (RFP), if issued.

## **II. INFORMATION FOR RESPONDENTS**

### **1. SOLICITATION SCHEDULE**

#### **RFI No. 22-DES-RFI-593 – TENTATIVE SCHEDULE**

RFI ISSUANCE	January 20, 2022
QUESTION DEADLINE	February 4, 2022, at 5:00 p.m.
ADDENDUM ISSUANCE (if applicable)	February 8, 2022
RESPONSES DUE	<b>February 15, 2022 at 2 p.m.</b>

### **2. QUESTIONS AND ADDENDA**

**RESPONDENTS MUST BE REGISTERED IN VENDOR REGISTRY TO SUBMIT A QUESTION FOR THIS REQUEST FOR INFORMATION.** All communications relating to this solicitation must be submitted online using Vendor Registry. For a question to be considered, the question must be entered in the Question Section of the **RFI No. 22-DES-RFI-593**.

**QUESTIONS REGARDING THE REQUEST FOR INFORMATION MUST BE SUBMITTED BY FEBRUARY 4, 2022, AT 5:00 P.M. EASTERN TIME TO BE CONSIDERED FOR ADDENDUM. ALL QUESTIONS RECEIVED BY THE QUESTION DEADLINE WILL BE RESPONDED TO WITHIN VENDOR REGISTRY AND POSTED FOR ALL RESPONDENTS. THE SYSTEM WILL NOT ACCEPT ANY QUESTIONS AFTER THIS DATE AND TIME.**

If any questions or responses require revisions to this Request for Information, such revisions will be by formal Addendum only. Respondents are cautioned not to rely on any written, electronic, or oral representations made by any County representative or other person, including the County's technical contact, that appear to change any portion of the solicitation, unless the change is ratified by a written Addendum to this solicitation issued by the Office of the Purchasing Agent.

### **3. TRADE SECRETS OR PROPRIETARY INFORMATION**

Trade secrets or proprietary information that a Respondent submits in connection with a procurement transaction may be exempted from public disclosure under the Virginia Freedom of Information Act ("VFOIA"). However, the Respondent must invoke VFOIA protection clearly and in writing on the Trade Secrets or Proprietary Information Form for County review. The Trade Secrets or Proprietary Information Form must include at least the following: (1) the data or other materials sought to be protected and (2) specific reasons why the material is confidential or proprietary. It is the Respondent's sole responsibility to defend such exemptions if challenged in a court of competent jurisdiction.

### **III. INTRODUCTION TO REQUEST FOR INFORMATION NO. 22-DES-RFI-593**

The intent of this solicitation is to obtain information from Respondents to determine the market availability of companies that have the willingness, experience, capability, equipment, and funding capacity necessary to provide Zero Emission Transit Buses (ZEB) and Charging/Fueling Infrastructure as a service, purchase, lease or other to Arlington Transit. Potential Contractor(s) would be required to work with the Arlington Transit Bureau in partnership with the Department of Environmental Services (DES) in pursuing a pilot of Battery Electric Buses (BEBs), Fuel Cell Electric Buses (FCEBs) and/or other Zero Emission technologies that may exist at the time of this RFI initiative. This information provided for this initiative should include providing 35' or 40' ZEB transit buses (minimum of one), charging/fueling infrastructure, energy storage, operational management, and maintenance of the charging/fueling infrastructure for a minimum of 3 months with the potential of extending to 9 months. The County is interested in a full-service solution, as well as an understanding of components of the whole, so we encourage Contractors to provide information on these and bundled solutions as well.

This RFI will be used to understand the state of the industry, market interest and proven creative Zero Emission Transit Buses and Charging Infrastructure solutions that don't require major capital expenditure by Arlington County. The information received from this RFI, and other research may be used to issue a Request for Proposal (RFP) or any other option procurement method options the County has.

#### **BACKGROUND/PURPOSE OF SOLICITATION**

Over the next few years Arlington Transit (ART) will need to replace several existing transit buses that have reached the end of their useful life. It is anticipated that replacement buses and all new expansion buses will be ZEBs. Furthermore, ART is in the process of designing and constructing a new administration, operations, and maintenance facility at 2629 Shirlington Road in Arlington which is slated to be open by the spring/summer of 2025 or sooner. ART currently does not have any ZEBs nor ZEB infrastructure and is seeking the availability of Zero Emission Transit Buses and Charging/Fueling Infrastructure as a pilot prior to substantial completion of this facility.

#### **INTRODUCTION TO ARLINGTON COUNTY**

Arlington Transit (ART) is Arlington's local bus service which is provided by Arlington, Virginia. ART is committed to the people we serve and is honored to serve Arlington residents, commuters, businesses, schools, and visitors on our buses each day. With a fleet of 78 buses, ART operates on Compressed Natural Gas (CNG) and are fully ADA accessible with wheelchair ramps and priority seating. ART improves the quality of life within our community by moving and connecting people throughout Arlington and to the Washington Metropolitan Area and reducing traffic congestion. With 16 routes, ART serves many destinations around Arlington. Many ART routes connect with Metrorail, Metrobus, Virginia Railway Express, DC Circulator, Alexandria DASH, Fairfax Connector, OmniRide, and Loudoun County Transit service. Every year, millions of riders use ART as a stress-free solution to get to work, school, shopping, restaurants, medical appointments, and connect with the rest of the region. Arlington Transit Bureau along

with its contract service provider, First Transit, maintains the transit infrastructure supportive of the Arlington Transit, including planning, scheduling, and managing Arlington's bus system.

Arlington Transit currently operates from 4 locations:

Arlington Transit Light Maintenance Facility (Arlington Owned) – 3201 South Eads Street, Arlington, VA 22202

- Parking for 37 buses
- CNG Fueling
- Minor maintenance & repairs
- Dispatch and administration building across the street

Arlington Transit Shirlington Road Bus Parking (Arlington owned) – 2629 South Shirlington Road, Arlington, VA 22206

- Site soon to be under construction, future site for Arlington Transit's Administrative, Operations, and Maintenance Facility + bus storage (approximately 59 buses)
- Parking for over 50 buses and dispatch trailer (existing)

Arlington Transit Maintenance Facility (Leased) – 6100B Farrington Ave, Alexandria, VA 22304

- Five maintenance bays
- Lot for bus parking

Temporary Bus Parking & Dispatch – 1429 N Quincy St, Arlington, VA, 22207

- Site for temp bus parking (approximately 29 buses) and dispatch while 2629 South Shirlington Road is under construction (spring/summer 2022 – spring/summer 2025)

#### **IV. RESPONSE REQUIREMENTS**

**1. GENERAL**

Responses and all documents related to this solicitation become the property of the County upon receipt.

**2. PROPOSAL SUBMISSION**

The Response must be submitted electronically via Vendor Registry no later than the date and time specified in this solicitation. The Vendor Registry system will not accept responses after the close date and time. The County will not accept emailed or faxed responses.

ONLY ELECTRONIC SUBMISSION IS ALLOWED. ANY RESPONSE SUBMITTED VIA ANY MEANS OTHER THAN A VENDOR REGISTRY ELECTRONIC UPLOAD WILL NOT BE ACCEPTED. **Arlington County is not responsible for late submissions, missed Addendums, or questions not submitted before the end date and time.**

Timely submission is solely the responsibility of the Respondent.

**3. RESPONSE STANDARDS**

Responses submitted in response to this solicitation should be accurate and grammatically correct and should not contain spelling errors.

**4. UNNECESSARILY ELABORATE RESPONSES**

The County may view unnecessarily elaborate brochures or other presentations, including elaborate or expensive artwork, visuals, and other presentations, as an indication of the Respondent's lack of cost consciousness.

**5. EXPENSES INCURRED IN PREPARING RESPONSES**

The County accepts no responsibility for any expense incurred by any Respondent in the preparation or presentation of a proposal.

## **V. INFORMATION TO BE SUBMITTED FOR THIS REQUEST FOR INFORMATION**

### **I. REQUIRED INFORMATION**

The County is requesting Respondents that currently have experience and abilities in the areas identified in this request to respond to this Request for Information. The information requested below outlines specific areas of interest to the County. Respondents to this RFI are encouraged to also provide any information not specifically identified in this RFI, but which the Respondent feels will better describe its solution's capabilities.

#### **I. Business information**

1. Full Legal Business Name, (including DBA if applicable).
2. Principal Place of Business. [Enter the complete mailing address for the location of the primary control, direction, and management of the business]
3. Contact Information for this RFI and future contracting opportunities. [Enter Contact Name, Title, Email Address, and Phone Number]
4. Company website address. [Enter URL].
5. Do you offer zero emissions buses? If no, please disregard the rest of this RFI.
6. How many years has your company been in business, and how long has it been producing and/or selling battery electric or zero emission transit-style buses?
7. What is the total number of persons employed by your company? How many of those persons are employed in the United States?
8. Does your company own and use proprietary technology of the zero emissions buses and charging/fueling infrastructure you are supplying?
9. Provide an overview of your company's business model, strategy, and scope of services. Do NOT include sales or marketing-related materials unless it includes pertinent information for Arlington Transit.
10. Provide information on your sales of zero emission transit buses in the U.S. market for the past 10 years to include:
  - The number of zero emissions buses and charging/fueling infrastructure sold
  - The number of zero emissions buses and charging/fueling infrastructure delivered
  - The number of zero emission buses and charging/fueling infrastructure that were Buy America compliant
11. Availability to provide 35' or 40' ZEB transit buses (minimum of one), charging/fueling infrastructure, energy storage, operational management, and maintenance of the charging/fueling infrastructure to be part of a stipend provided by Arlington, and/or leased by Arlington for a minimum of 3 months with the potential of extending to 9 months.



12. Please provide descriptions and specifications for each ZEB bus model (35' and/or 40') and infrastructure offered by your company which can be made available as part of this pilot, including but not limited to:

- bus length (bumper to bumper)
- bus width (excluding mirrors)
- curb weight, total
- curb weight, front axle
- Curb weight, rear axle
- Gross Vehicle Weight Rating (GVWR)
- Gross Vehicle Weight Rating (GVWR), front axle
- Gross Vehicle Weight Rating (GVWR), rear axle
- Seated passenger capacity
- Standing passenger capacity
- Battery chemistry
- Battery cell manufacturer
- Total battery energy storage capacity
- Useable battery energy storage capacity
- Peak and continuous traction motor power
- Capability to export power (vehicle to grid and/or vehicle to facility)

## II. Performance

1. Please describe any features your buses offer to address the diverse local needs across Arlington, include in your response what independent testing has been performed to verify the capabilities stated. Include the information below in your response:
  - Extreme weather conditions such as extreme cold and hot weather (e.g., what kind of HVAC solutions do you use for a temperate climate)
  - Hilly terrain
  - 8-to-18-hour daily operation of a bus

## VI. TRADE SECRETS OR PROPRIETARY INFORMATION FORM

### TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by an Respondent in connection with a procurement transaction will not be subject to public disclosure under the Virginia Freedom of Information Act. Pursuant to Section 4-111 of the Arlington County Purchasing Resolution, however, a Respondent seeking to protect submitted data or materials from disclosure must, before or upon submission of the data or materials, identify the data or materials to be protected and state the reasons why protection is necessary.

Please mark one:

- ☐ No, the proposal that I have submitted does not contain any trade secrets and/or proprietary information.
- ☐ Yes, the proposal that I have submitted does contain trade secrets and/or proprietary information.

If yes, you must clearly identify below the exact data or materials to be protected and list all applicable page numbers, sections, and paragraphs, of the proposal that contain such data or materials:

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State the specific reason(s) why protection is necessary and why the identified information constitutes a trade secret or is proprietary:

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If you fail above to identify the data or materials to be protected or to state the reason(s) why protection is necessary, you will not have invoked the protection of Section 4-111 of the Purchasing Resolution. Accordingly, the response will be open for public inspection consistent with applicable law.

RESPONDENT NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

\_\_\_\_\_

E-MAIL: \_\_\_\_\_