

**DEPARTMENT RECOMMENDATION OF
BID (ITB, RFP, BEB, RFQ) INTENDED AWARD**

To: **Purchasing, Box 32**Attn: Daphne Sesco (Buyer)Bid #: RTSX-180030-DSBid Due Date: October 3, 2017Bid Title: Gainesville Autonomous Transit Shuttle (GAToRS)☐ **NO AWARD – REJECT ALL BIDS**

Justification for No Award:

- ☐ Bids over budget
☐ Only one bid received
☐ Other (provide detailed explanation: _____)

IMPORTANT: The blackout period is in effect until the contract is awarded including City Commission approval. Violation of this provision shall result in disqualification of the bidder/vendor.

☒ **RECOMMENDATION FOR INTENDED AWARD**

If straight low bid (no evaluation – i.e. construction, materials):

Recommended Bidder: _____

Bid award amount: \$ _____

Justification for the Recommendation: _____

OR

If BEB/RFP/RFQ (turn in evaluation notes, comments points, etc.). Recommended Ranking:

Vendor	Ranking
<u>Transdev Services, Inc</u>	<u>1</u>
_____	<u>2</u>
_____	<u>3</u>
_____	<u>4</u>
_____	<u>5</u>
_____	<u>6</u>
_____	<u>7</u>

Bid award amount: \$ 2,689,591

Justification for the Recommendation:

Refer to attached approved memo "Request to Negotiate with the GAToRS RFP Bidder"; negotiated price is comparable to initial cost estimate

I hereby certify the recommended straight low bidder/vendor ranked No. 1 is the most responsive and responsible bidder meeting all requirements, certifications, forms, and/or minimum criteria/qualifications listed below (include qualifications/requirements directly from ITB, RFP, BEB, RFQ document):

- | | |
|--------------------------------|--------------------------------|
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |
| <input type="checkbox"/> _____ | <input type="checkbox"/> _____ |

Recommended by: _____

Phone: 7860Jesus Gomez

SIGNATURE

PRINTED NAME

Title: Transit DirectorDate: 10/27/17

IMPORTANT: The Project Manager is responsible for initiating, completing and executing the contracts. Fully signed (including City Attorney and City Commission approval) contracts are forwarded to Purchasing for the issuance of a purchase order.

City Commission required: ☒ Yes City Commission meeting on 12/7 (date confirmed of approved agenda item).☐ No City Commission approval is not required: _____ (Indicate Policy exemption section (i.e. Sec 7.1(c))Vendor is active in the Advantage Financial System – **Department is responsible to obtain appropriate documentation to activate vendor.**

Award recommendation – 9/2007;4/2008;11/2008;10/2011; 3/2012; 4/2012;6/4/2012;4/1/2013;4/29/13; 10/01/2013; 12/17/2014

Memo



To: Doug Drymon, Purchasing Manager
From: Jesus Gomez, RTS Director
Date: October 6, 2017
Subject: Request to Negotiate with the GAToRS RFP Bidder

Background

The City of Gainesville Regional Transit System (RTS) recently requested proposals from bidders for the Gainesville Autonomous Transit Shuttle (GAToRS) project. The RFP was let through the DemandStar system and only one bid was received.

Awarding the Bid

RTS has reviewed the proposal submitted by Transdev Services, Inc. to provide service for the GAToRS project. Purchasing Procedure 41-540 "Only One Bid Received," permits the use of negotiation when only one bid is received.

The evaluation team did some research to determine whether or not it was reasonable to expect more bidders, and whether or not the only bid should be considered. The research revealed the following:

- There appears that there are only 5 established manufacturers of driverless shuttles according to CBInsights¹ (dated March 2017). When cross referenced to the crunchbase venture cap funding website², only 2 have a market cap of \$10M or more.
- A review of a couple of recent articles such as the one on MLive³ (dated July 2017), limits choices into those that have National Highway Traffic Safety Administration (NHTSA) authorization to operate on open roads.
- Lastly, it looks like certain transit operators (not AV manufacturers, such as TransDev) have strategic partnerships with the leading AV shuttle manufacturers (specifically both Easy mile and Navya). An Evaluation of Automated Vehicle Technology⁴ (published April 2016) only had two manufacturers with live demonstration projects.

¹ <https://cbi-blog.s3.amazonaws.com/blog/wp-content/uploads/2017/03/1-autonomous-shuttle-comparo-mar-2017.png>

² <https://www.crunchbase.com/#/home/index>

³ http://www.mlive.com/business/index.ssf/2017/07/self-driving_bus_assembly_faci.html

⁴ <https://www.nctr.usf.edu/wp-content/uploads/2016/04/Evaluation-of-Automated-Vehicle-Technology-for-Transit-2016-Update-UPDATED-FINAL.pdf>

In summary, you start with 5 major manufacturers, then go down to 2 that have NHSTA Authorization and Market Cap \$10M, then down again to 1 Transit Operator that has to choose which strategic partnership to promote, and it is reasonable to see why there was only 1 submission from Transdev Services, Inc. for the GAToRs RFP.

Based on these factors, the City of Gainesville Regional Transit System department is requesting approval to negotiate with Transdev Services, Inc.

Cc: Dan Hoffman, Assistant City Manager
Daphyne SESCO, Senior Buyer

APPROVED BY
PURCHASING DIVISION
SIGNATURE: 
DATE: 10/9/2017