

REQUEST FOR INFORMATION (RFI)

OPENING UP COMPETITION AND FOSTERING MARKET PARTICIPATION INCLUDING MINORITY AND WOMEN BUSINESS ENTERPRISES (M/WBE) IN NEW YORK CITY FLEET'S TRUCK AND SPECIALIZED EQUIPMENT PROCUREMENTS

EPIN #: 85617RFI0003

I. INTRODUCTION

The City of New York, (the "City"), acting through the Department of Citywide Administrative Services ("DCAS") and its Office of Citywide Fleet Management ("City Fleet"), is issuing this Request for Information ("RFI") to gather market insights and knowledge from the trucking industry on expanding vendor participation and market penetration in the City Fleet's trucking and specialized equipment procurements. The scope of this RFI covers the following: i) medium duty trucks including pickups and vans; ii) heavy duty trucks; iii) medium and heavy duty off-road equipment units including but not limited to front-end loaders, backhoes, tractors, and bulldozers); iv) medium and heavy duty emergency response vehicles; and v) specialized or custom-designed equipment.

Currently the City Fleet operates 4,847 medium duty trucking units; 7,229 heavy duty trucking units and 4,812 off-road and specialized units. From FY13 to FY16, City Fleet's total vehicle acquisition spend was been \$1.2 billion for all types of fleet units, trucks, machines and equipment. The City currently expects to maintain this level of spending, especially for medium, heavy and specialized units. The City has been working to improve replacement cycles for these type of critical work units.

The City seeks responses from all vendors involved in the trucking and equipment sector. The City is open to receiving responses from single entities or from entities that represent multi-ventures that could provide solutions to the lack of market penetration that currently hampers competition in the City's trucking and equipment procurements. Pursuant to the City's Sustainable Fleet RFI issued in December 2015, the City is interested also in responses that can highlight the potential use of alternative fuels for the vehicle within the scope of this RFI. The focus of this RFI however is on medium, heavy duty and specialized equipment and not on light duty units.

The City encourages all potential vendors in this sector to participate in this RFI including responses from M/WBE vendors in the trucking and specialized equipment sectors. As part of the City's overall M/WBE initiative, one of City Fleet's goals in releasing this RFI is to gain a better understanding of the universe of M/WBE vendors in these sectors and how

City Fleet can effectively develop future procurements to reduce barriers to entry that M/WBE vendors may currently face.

The majority of the City's assets in these areas are City owned. The City does however employ rental contracts for medium, heavy duty and specialized equipment and would be receptive to additional information about offerings in this area as well.

Responders should review the City Fleet's RFI entitled "Supplying New York City with Sustainable Fleet Solutions" issued on December 16, 2015 to understand how the requests made in December 16, 2015 RFI can inform responses to this RFI, especially the request for feedback on alternative fuels.

II. PURPOSES OF THE RFI

As noted in the Introduction, the City Fleet would like to increase overall market participation in its trucking solicitations, especially given the number of potentially qualified vendors in the industry today. Additional competition will provide the City with better potential pricing, access to different types of equipment expertise and capabilities, and a more diversified fleet.

The primary purpose of this RFI is to gather information and insights to assist the City Fleet in drafting effective competitive RFP or bid packages to increase competition in the current trucking and specialized equipment procurement environment. To that end, the City seeks the industry's insights on the following:

1. Describe any perceived barriers to entry to participation in the City's municipal truck fleet procurements. Are there barriers that are specific to participation by M/WBEs in this procurement sector?
2. What difficulties have trucking vendors had in the past when trying to participate in a City Fleet procurement? For example, are there difficulties in attending pre-bid conferences held by City Fleet in New York City? What are the difficulties maneuvering through the mechanics of the City procurement process?
3. Given these difficulties, what solutions could vendors propose to overcome them?
4. Describe the types and quantities of vehicles, machines and equipment a proposer could supply under the scope of this RFI; does the proposer have the scale to meet City Fleet potential contract requirements?
5. What has been your experience with other municipal fleet services? With commercial and/or construction fleet services?
6. What barriers does the industry see in maintaining appropriate warranties and providing effective parts and service delivery to the New York City region?

The City reserves the right to consider one or more types of products from multiple respondents in order to develop RFPs and/or bids that would achieve the City's objectives. The City envisions that the RFP and/or bid processes could result in contracts to procure trucking units for the City Fleet and/or fleet infrastructure.

III. CITY OBJECTIVES

The City's objectives for this RFI are:

- A. To foster additional competition regarding City municipal trucking procurements.
- B. To improve the City Fleet's outreach to the national truck manufacturing sector.
- C. Assessing impacts on fleet affordability and cost effectiveness in the trucking and equipment sectors.
- D. Understanding the potential for governmental collaboratives to create deeper market participation in trucking procurement for municipal fleets.
- E. Understanding the potential for M/WBE participation in procurements contemplated under this RFI.
- F. Understand from the industry what applications there could be in the following subsectors:
 - Waste handling
 - Street maintenance
 - Park maintenance
 - Construction operations
 - A list of city fleet asset types relevant to this RFI is attached.
- G. Discuss the potential for innovative rental leasing arrangements that could further the purpose of this RFI.
- H. Discuss how your firm addresses efficiency, safety and sustainability when contracting for large unit volume contracts.
- I. Learn more about alternative models for developing and implementing specifications including successful design-build delivery options for highly specialized emergency and operational equipment or value engineering.

IV. DESCRIPTION OF THE CITY'S CURRENT TRUCKING FLEET

See attached breakdown.

V. SUBMITTAL PROCESS

A. Schedule

The expected schedule for this RFI is shown in the table below. The City reserves the right in its sole discretion to modify the schedule at any time. Any modifications to the schedule will be communicated through the RFI Contact identified in Section D below.

Schedule for RFI Issuance and Evaluation	
Action	Date
Issuance of RFI	June 7, 2017
RFI Informational Session	July 12, 2017
RFI Responses Due	August 23, 2017

The City is open to receiving written questions submitted to the RFI Contact any time before the due date for responses. The City will conduct an informational session via the Internet to address its truck and specialized equipment procurement goals and how it expects to meet those goals on July 12, 2017. Further information on the informational session will be provided to the prospective respondents and the public in the City Record paper and via the City Record Online at www.nyc.gov/cityrecord. If prospective respondents wish their questions to be addressed during the informational session, they should submit their questions in writing to the RFI Contact prior to the informational session. An archived version of the session and the questions and answers will be made available to the public.

The City will evaluate the responses received and determine whether and how to proceed with its procurement of trucking fleet units and other fleet infrastructure within the scope of this RFI. It may or may not issue an RFP or bid, or take any other action it deems appropriate.

B. Communications

Respondents will have the ability to submit questions regarding any aspect of this RFI to the RFI Contact identified below. The submission of all questions, and all other communications related to this RFI, should be directed to the RFI Contact.

C. Submission of Responses

All responses shall be submitted electronically to the RFI Contact identified below by 5:00 pm E.S.T. on August 23, 2017. In addition, two original paper copies shall be submitted to the RFI Contact no later than August 25, 2017.

D. RFI Contact

Respondents are encouraged to seek clarification as required to submit a complete and comprehensive response. Unless otherwise directed, all communications regarding this RFI should be made through the RFI Contact as follows:

Jonathan Ells, Director of Fleet Sustainability
Department of Citywide Administrative Services, Office of the New York City Fleet
1 Centre Street, 23rd Floor South
New York, New York 10007
T: 212-386-0547
jells@dcas.nyc.gov

E. Costs and Expenses

The City shall not have any responsibility for any costs or expenses incurred by any respondent related to its preparation of a response to this RFI. Each respondent is solely responsible for its own costs and expenses in preparing and submitting a response to this RFI and participating in the RFI process, including the provision of any additional information or attendance at meetings or interviews.

F. No Binding Obligation Is Created

This document is not intended as a solicitation for the award of a contract or a prerequisite for participation in any future solicitation. No contract will be awarded as a result of this RFI and response to this RFI is not required in order to respond to any subsequent RFP. The City is under no legal, monetary, or contractual obligation to respondents to this RFI. This RFI, and any documents submitted in response thereto, do not constitute and will not give rise to any legally binding obligation on the part of the City. The City does not intend to, and shall not be, bound by the terms of this RFI. The City reserves the right to proceed in any matter that it, in its sole discretion, deems appropriate. The City also reserves the right to accept and consider any non-compliant response. All responses to this RFI shall become the property of the City.

G. Reservation of Rights

The City reserves the right, at its sole discretion, to alter and/or withdraw the RFI at any time and/or not issue an RFP or bid; to choose to discuss various approaches with one or more respondents (including those not responding to the RFI); to use the ideas or approaches submitted in any manner deemed to be in the best interests of the City, including but not limited to soliciting competitive submissions relating to such ideas or approaches; and/or undertake the prescribed work in a manner other than that which is set forth herein.

H. Confidentiality

The names of the respondents to this RFI shall not be confidential. However, subject to the provisions of applicable law, at the request of any respondent, the contents of the response, or any portion thereof, may be treated as confidential. Any request to treat a response or portion thereof as confidential should be accompanied by an explanation justifying the applicability of the protection sought.

VI. SUBMITTAL CONTENTS

A complete response will include the following components:

A. Executive Summary

Responses should include an Executive Summary which briefly describes the respondent, the major features of its response, and key highlights of the pricing and terms that the respondent would require in a contract to provide renewable power to the City.

B. Description of Respondent

Responses should provide contact information, including, respondent's legal name, business address, name of contact, telephone, email address and website address. Responses also should provide a description of the respondent's qualifications, including a list of similar prior projects and/or services, and a description of experience with providing governmental or other large-scale alternative fleet services in the United States.

C. Financial Information

Responses should provide an overview of the financial information associated with prior municipal fleet projects and services outlined in the responses. Responses should include an estimation of how respondent would meet the financing requirements of a project that would meet the goals set forth in this RFI.

D. Description of Alternative Fleet Services

Responses should set out a general description of the alternative fleet product and/or service that could be provided, including a description of the technology, fuel sourcing, development history, and utilization in a large urban environment.

E. Timeline and Regulatory Approvals

Respondents should identify all major regulatory, environmental, and local permits/approvals required to develop, procure, operate and maintain the products included in the response and provide a timeline showing all major regulatory and permitting milestones.

Types for RFI on Trucking and Specialized Equipment
Description
ALLEY COLLECTION TRUCK
AERIAL LIFT/BUCKET VAN
AMBULANCE
ASPHALT HEATER
ATTENUATOR
BEACH CLEANER
SURF/TURF RAKE
BEACH TRACTOR
BEACH WAGON
BACKHOE
BALLFIELD RAKE
BRUSH FIRE UNIT
BLEACHER
BOOM LIFT
BOOM TRUCK
BOX TRUCK
BASKET LOADER
TRUCK, CATCH BASIN MACHINE
BUS, UNDER 24 PASSENGERS
BUS, 25-39 PASSENGERS
BUS, 40 OR MORE PASSENGERS
BUCKET/AERIAL LIFT TRUCK
BULLDOZER
BUS, OTHER
CHIPPER
COLLECTION TRUCK, 16 YD
COLLECTION TRUCK, 25 YD
COLLECTION TRUCK, MINI PACKER
COMPRESSOR TRUCK
COMPRESSOR
CONTAINER TRUCK
CAR CARRIER
CRANE
CRUSHER
COMPACT TRACK LOADER
DUAL BIN COLLECTION TRUCK
DUMP TRUCK, 5 - 10 YD
DUMP TRUCK, 11 - 14 YD

DUMP TRUCK, 15+ YD
CHIPPER DUMP TRUCK
DUMP TRUCK, SNOW PLOW
DUMP TRUCK, UNDER 4.5 YD
DEP SPECIALIZED TRUCK
TRUCK, DUCT RODDER
ELECTRIC UTILITY VEHICLE
EXCAVATOR
FRONT END LOADER
FLAT BED
FRONT LOAD COLLECTION TRUCK
FORKLIFT
FIRE, RESCUE TRUCK
FUEL TRAILER
FUEL TRUCK
GENERATOR
GRAFFITI TRUCK
HAZMAT TRUCK
HOIST FITTED CHASSIS
HIGH PRESS JET RODDER
HIGHWAY EQUIPMENT
HYDRAULIC EXCAVATOR
HYDRANT REPAIR TRUCK
JET RODDER TRUCK
FIRE LADDER TRUCK
LOAD LUGGER
LEAF VACUUM TRUCK
LIGHT CONSTRUCTION TRUCK
LIGHT TOWER
LOG LOADER
MOBILE LAB
MOBILE RESP VEHICLE
MECHANIC JET RODDER
MILLER PLANER
MOBILE LIFT
MOBILE TRAINING VEHICLE
MOWER
MESSAGE BOARD
MOTORCYCLE
PAVEMENT EQUIPMENT

POST DRIVER EXTRACTOR TRUCK
PLATFORM LIFT
PLATFORM TRUCK
FIRE PUMPER TRUCK
PRESSURE WASHER
POTHOLE PATCHER TRUCK
PICKUP W VACUUM SWEEPER
RACK TRUCK
REGULATOR TRUCK
ROLLER
SALT SPREADER TRUCK
SCRUBBER
SCALE TRUCK
SHOWMOBILE
MOBILE SHREDDER
SKID LOAD CARRIER
SKID STEER
SALT SPREADER DEVICE
SNOW MELTER
SPRAYER TRUCK
DUAL SALT SPREADER DUMP
STUMP CUTTER
STREET FLUSHER
SWEEPER
SEWER TRUCK
TAR KETTLE TRAILER
THAW TRUCK
TIRE TRUCK
TRAM CARTS
TRACTOR
TRAILER
TRACTOR TRUCK
TREE TRIMMER
TUG PUSHER
TRUCK, UTILITY HAULSTER
UTILITY TRUCK
OFF ROAD UTILITY VEHICLE
RIDE ON VACUUM
TRUCK, VACUUM
VAN, AERIAL LIFT

WATER TRUCK
WET CONNECTION TRUCK
TRUCK, WELDING
WOOD RECYCLER, LARGE
WRECKER