

## **CLEVELAND BIKE SHARE RFP – QUESTION RESPONSES**

*Questions regarding the Cleveland Bike Share RFP (PID #100301) were to be sent to by October 1<sup>st</sup>. Below are the questions that were received (in bold) and the responses. We look forward to your responses by October 19<sup>th</sup>.*

**What is the timeline to turn around the answers to any questions that are submitted on the RFP and will the answers be posted to all vendors?**

Responses will be posted on October 5<sup>th</sup> on BikeCleveland.org/bikeshare and on Cuyahoga County's website. They will also be emailed to all bike share vendors that were sent the RFP.

**What is the exact timeframe which 700 bikes needs to be achieved understanding that 5 years is the total timeframe of this agreement?**

The funding plan proposed by the proposer responding to the RFP should outline a strategy to have 700 bikes operating in the system within 5 years assuming an initial launch in May 2016.

**Assuming X number of bikes are delivered with the original \$446,000 of funding, can the difference (700 desired bike - X number of bikes provided by initial funding) be delivered under a different model than direct purchase of equipment?**

Yes, the model to deliver the full system of 700 bikes will be determined by the proposer and funding sources that are available and that can be secured by the proposer and local partners.

**Confirming the purchased life span for equipment is 5 years; 5 years is not just the proposed length of the agreement for operating the system - correct?**

The life span of 5 years is for the life expectancy of the capital provided by the vendor. Beyond the life expectancy the system will still have an agreement for operations.

**There is a request to provide at least 2 pricing models to serve a wide spectrum of user demographics – what specifically do we want to accomplish, is one pricing model notating flexibility in different pricing points sufficient to meet this requirement?**

Please propose 2 complete pricing models and note how both models will promote and incentivize membership across a wide spectrum of user demographics. The goal is to provide options for creating a system that is accessible across all potential system users.

**There is a question about helmet and helmet distribution systems (if proposed) – is this a requirement? If so, should it be stated as such so it can be built into the cost model and compared consistently across responses?**

Helmet distribution kiosks are not a required component to the proposed system. If a vendor proposes helmet kiosks as part of their proposal those capital costs should be broken out separate of other kiosks and ensure the helmets meet the requirements outlined in the RFP.

**While we're familiar with the Buy America initiative of the Federal Highway Administration, can you provide the specific language you're referencing as it pertains to stations and bikes for this program?**

See attachment B bullet point 7 (page 89) of the RFP.

**Page 15 - A. Background and experience – Is 12 months of accepting credit card payments via an on-site terminal the requirement or 12 months of being able to accept credit card payments at point-of-purchase, where the bike is picked up the requirement- basically, being able to accept the transaction by whatever the technology will allow based on evolving technology capabilities?**

Submitting individuals or teams must be comprised of members that have at least 12 months experience planning and delivering 3 self-service bike share system with a minimum of 50 bikes that accepts credit card payments via an on-site terminal. “On-site terminal” may be technology that is directly located on a bike or at a kiosk located near the bikes.

**On page 14 of the complete RFP package under “2. Evaluation and Selection Process” the last sentence indicates that “Bike Cleveland will notify the awardee no later than October 16<sup>th</sup>, 2015” but in the timeline is notes the awardee will be notified October 30<sup>th</sup>. Which is correct?**

Awardees will be notified on October 30<sup>th</sup>. The date indicated on page 14 is in correct. Respondents should refer to the timeline found on page 12 under “RFP Schedule.” We apologize for any confusion.