

PROCUREMENT OFFICER'S DETERMINATION

CONTRACT NO. BWI-22010-E (8) XE40, 40 FOOT BATTERY-ELECTRIC BUSES AT

BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT

December 28, 2021

Procurement Method:

In accordance with State Procurement Regulations COMAR 21.05.09.04, the Maryland Department of Transportation Maryland Aviation Administration's (MDOT MAA) Procurement Officer has determined that it would be in the best interest of the State to procure a total of 8, Xcelsior XE40 Heavy Duty Low-Floor 40-Foot Battery-Electric Transit Buses from the Washington State Transit Bus Cooperative Contract:

- Contract No. 06719 – New Flyer of America, Inc., via Intergovernmental Cooperative Purchase Method

State of Washington Department of Enterprise Services strives to make the governmental procurement process more efficient by establishing competitively priced contracts for goods and services. This contract is available to authorized parties, including institutions of higher education, cities, counties, other political subdivision or special districts, and nonprofit corporations. This contract has been awarded by virtue of a public competitive procurement process and compliant with state statutes.

Background:

The Airport parking shuttle service provides no-charge transportation to Airport patrons and their luggage between the Airport Terminal Building and the Airport operated surface parking lots, the daily garage and Amtrak BWI Rail Station. The Airport parking shuttle service operates seven days a week, 24-hours per day, every day of the year.

The current SR-2378 model of buses being utilized at MDOT MAA have safely and reliably served to transport more than 5 million passengers annually between the Airport Terminal Building and the CRCF. This bus procurement will provide the continued confidence for reliability, passenger safety and comfort currently experienced from the Xcelsior model bus while ensuring increased capacity, better efficiency and reducing emissions. The busses from this procurement are required by MDOT MAA to support the growth of the airport by accomplishing multiple goals at BWI Marshall. The first of which will be to reopen the BWI Marshall Express Lot which previously required a contractor bus fleet. In addition, the buses will be used to replace Daily Garage and Long Term Lot buses that may be utilized to relocate employees to and from the new employee parking location at the Employee West Lot. The technical configuration of the Xcelsior XE40 buses are a match to the current SR-2378 Xcelsior (XD40) build at MDOT MAA. The change in the propulsion system from Diesel to Electric with the higher battery pack will meet the 200-mile range requirement.

Finding of Fact:

Contract No. 06719 between Washington State and New Flyer of America, Inc., effective April 1, 2021 through March 31, 2023, provides the Xcelsior 40-foot Battery-Electric Transit Bus for a base price of \$804,990.00. After warranty adjustments, upcharge to 525 kWh energy storage system (ESS) battery, and MDOT MAA options the configured price is \$858,363.70 per bus, which is a total of \$6,866,909.59 for the 8 buses. The lead time of this equipment is 12 months after receipt of order.

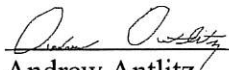
Through market research MDOT MAA compared a request for proposal from the Miami Dade County Department of Transportation awarded on October 3, 2019 for 75 Battery-Electric 40-Foot Buses in the amount of \$72,176,322.00 which equates to \$962,350.96 per bus and includes a charging station in the amount of \$63,765.20 for a net price of \$898,586.76 per bus. The cost per bus on the Washington State contract is lower than the market research price, therefore, the Procurement Officer deems the intergovernmental price of \$858,363.70 per bus fair and reasonable.

Washington State received, opened, and awarded five competitive bids for the Xcelsior 40-foot electric-battery buses. Participating with the Washington State in the procurement of 8 Xcelsior 40-foot electric-battery buses will allow MDOT MAA to purchase the required additional buses for the CRCF in an expeditious manner. The reduced time period between purchase and delivery will ensure passenger safety and comfort, better efficiency, reduced emissions, improved reliability, and is in the best interest of the State. The base cost of the eight (8) Xcelsior buses is \$6,439,920.00. MDOT MAA is requesting an additional \$426,989.59 for customer options, upcharge to 525 kWh ESS battery and warranty adjustments for a total cost of \$6,866,909.59.

Conclusion:

MDOT MAA has obtained funds approval from MDOT MAA Office of Capital Programs to acquire the buses requested by MDOT MAA Office of Ground Transportation. The buses are funded by the Volkswagen Environmental Trust Agreement through the Maryland Department of the Environment and match from the MDOT Transportation Trust Fund (TTF). Contract No. 06719 – New Flyer of America, Inc., has been procured pursuant to COMAR 21.05.09, Intergovernmental Cooperative Purchasing. Utilizing this procurement will allow MDOT MAA to realize a savings of both time and money in obtaining the Xcelsior battery-electric transit buses.

Utilizing the Intergovernmental Cooperative Purchasing Agreement is in the best interest of the State and will promote administrative efficiencies and intergovernmental cooperation. It is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement, Section 13-110.

 12/28/2021

Andrew Antlitz Date
Procurement Officer

 1/10/2022

James G. Walsh, A.A.E Date
Chief Financial Officer