

INDUSTRY FORUM REGISTRATION

ELECTRIC VEHICLE LEASING - JULY 21, 2015

# #	QUESTION
Q-1	Would it be possible to participate in the Navy event in Sacramento, CA via a telephone call-in arrangement?
A-1	To optimize the open discussion on electric vehicles and electric vehicle leasing, we are encouraging all interested parties to attend in person. Dial-in options are currently being explored. Please monitor the FedBizOpps announcement for updates.
Q-2	Are there any planned Industry Forums on the East Coast?
A-2	There are no planned Industry Forums of this subject matter scheduled for the East Coast
Q-3	Will there be any opportunity for showcasing a vehicle at the event (ride and drive portion of the event or opportunity to bring a vehicle)?
A-3	Unfortunately, because of the limited time for the forum, there will not be an opportunity for ride and drive or review of vehicles.
Q-4	Can you clarify whether this (forum) pertains only to battery electric vehicles, or whether the Navy has an interest in fuel cell electric vehicles as well?
A-4	While there may be some discussion on alternate fuel vehicles in general, the primary focus of the forum will be on battery electric vehicles.
Q-5	Is it an open discussion more so about leasing terms rather than the product (vehicle) itself?
A-5	The intent of the forum is to have an open discussion regarding passenger-carrying electric vehicle lease availability in the state of California including the leveraging of current federal/state tax incentives; charging infrastructure; and, possible options the Navy should consider prior to contract solicitation.
Q-6	Is the Navy open to swappable batteries and electric micro-grids or have you already decided on a more conventional approach, such as L2/L3 charging stations and are not open to alternatives?
A-6	The intent of the forum is to have an open discussion regarding passenger-carrying electric vehicle lease availability in the state of California including the leveraging of current federal/state tax incentives; charging infrastructure; and, possible options the Navy should consider prior to contract solicitation.
Q-7	Is this a closed-end or open-end leases?
A-7	Neither, this will be an equipment lease under the federal acquisition regulations. The terms and conditions will be identified in the request for proposal.
Q-8	How long of a lease term?
A-8	A minimum of a 12 month base period and two (2) 12 month option periods.
Q-9	How many miles driven per year?
A-9	Less than 8,000 miles/yr
Q-10	What would be the usage of the vehicles?
A-10	Vehicles are used primarily for passenger-carrying. The environment is primarily city driving, but the vehicles must be meeting DoT and CALTRANS standards for highway and interstate use.
Q-11	Will there be any modifications to the vehicles?
A-11	No.
Q-12	What payment frequency (monthly, single pay, annually, etc.) will this be?

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A-12	Monthly.
Q-13	Is there any interest in purchasing the vehicles at lease end?
A-13	No.
Q-14	Will down payment/due at signing be available?
A-14	No.
Q-15	Any other products (insurance, accessories, etc.) they are looking to finance?
A-15	Standard equipment features and terms and conditions stipulated in the RFP. See FAR 52.228-8
Q-16	Would the State and Federal tax incentives apply to government leases?
A-16	We hope so. This will be a discussion point at the forum.
Q-17	What is the delivery expected timeline? Is there a delivery schedule for 300-600 units?
A-17	Expectation is to start receiving vehicles in the end of Summer 2016 timeframe. We anticipate a 90 day phasing in of the vehicle delivery.
Q-18	Who and how would maintenance be completed? By dealerships or Dept. of Navy?
A-18	This will be discussed at the Forum. Due to the remoteness of most of the military installations, we are looking at all options including Navy/Marine Corps maintenance personnel, dealerships and contract support.
Q-19	Does the Dept. of Navy currently have charging stations? If so, which level of chargers are they?
A-19	Charging facilities do not exist at the majority of the nine California Navy installations. The six Marine Corps installations in California have some charging station infrastructure, but we are determining whether their current locations are optimal. The DON will provide some initial charging infrastructure to accommodate these electric vehicles.
Q-20	Do you plan to have mostly level 2 or DC fast chargers installed?
A-20	We hope so. This will be a discussion point at the forum. Charging facilities do not exist at the majority of the nine California Navy installations. The six Marine Corps installations in California have some charging station infrastructure, but we are determining whether their current locations are optimal. The DON will provide some initial charging Infrastructure to accommodate these electric vehicles.
Q-21	If any DC fast chargers, do you plan on networking them?
A-21	The majority of the chargers will be dedicated to the EVs (i.e. not available for public use) so no networking is anticipated in terms of credit card or billing requirements.
Q-22	What are the vehicle minimum specification requirements?
A-22	Cannot provide at this time but will be discussed at the Forum.
Q-23	Is there a specific color preference?
A-23	No.
Q-24	How are you expecting the lease transactions to be completed? At the dealership or the Dept. of Navy?
A-24	To be determined and will be in the terms and conditions of the RFP.
Q-25	Where would the deliveries take place? At dealerships or consignee locations?
A-25	At consignee locations.
Q-26	What body style vehicles are you looking for?

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A-26	Vehicle Specs cannot be provided at this time. However, we are looking at sub-compact and compact sedans.
Q-27	Which Navy and Marine installations will they be used at (locations)?
A-27	Locations will be provided at the Industry Forum.
Q-28	Will you need the 300-600 EVs incrementally or all at the same time?
A-28	Incrementally.
Q-29	What are your expectations on range?
A-29	The criteria for determining EV suitability was an average 60 miles between charges.
Q-30	What is the target monthly lease price per EV?
A-30	We must evaluate market conditions. Once known, this Gov't estimate cannot be divulged.
Q-31	would the Navy be looking for OR consider a response covering Pool Vehicle Scheduling and Booking?
A-31	No dispatching is needed.
Q-32	How many EVSE will the Navy procure?
A-32	Only leasing options are being considered at this time and we are looking at a 300-600 vehicle requirement.
Q-33	Are these chargers going to be shared by the public?
A-33	There are currently no plans for public use; however, we are open to discuss various options Industry may suggest.
Q-34	Does the Navy want to record usage data?
A-34	We would to explore telematics as part of this initiative.
Q-35	Does the Navy want to utilize a fleet fueling management company like Wright Express for these EVs?
A-35	we are not aware of industry availability regarding this service but are willing to discuss to understand more about this concept.
Q-36	What types of chargers will be procured (i.e. Level 1, Level 2 or FastDC)?
A-36	We are evaluating all options.
Q-37	Will the chargers need to respond to utility Demand Response events?
A-37	Chargers will be managed as part of the Navy/USMC installation's overall Utility Management process.
Q-38	Does the Navy want to add solar or battery storage for the EVSE?
A-38	We are evaluation various options and look forward to discuss various industry opportunities.
Q-39	What are the typical applications for the sedans?
A-39	Vehicles are used primarily for passenger-carrying. The environment is primarily city driving, but the vehicles must be meeting DoT and CALTRANS standards for highway and interstate use.
Q-40	How many passengers should the vehicle be able to accommodate?
A-40	4/5.
Q-41	What do you expect in terms of average monthly or annual mileage?
A-41	Less than 8,000 miles/year.
Q-42	What is the typical daily or trip mileage required (e.g., short trips or long-distance)?
A-42	Short trips-within 60 mile range between charges.

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Q-43	Will the vehicles be assigned to a single driver or will they be pool vehicles?
A-43	Vehicles are assigned to organizational groups of people as well as pool vehicles.
Q-44	Will the vehicles be returned to a navy location at the end of each day or use or will the drivers be allowed to take them home?
A-44	Vehicles will be returned to a Navy/USMC location.
Q-45	Are there any specific safety requirements for the vehicles?
A-45	DoT standards apply.
Q-46	Does the Navy have any specific OEM requirements that should be considered?
A-46	We are looking at the typical, standard OEM requirements associated with commercially provided Electric Vehicles.
Q-47	Does the Buy America Act Apply?
A-47	Yes.
Q-48	Does the Navy provide drivers for the vehicles?
A-48	Yes.