

**Washington State Joint Transportation Committee
Electric Vehicles for High Capacity Fuel Users
Responses to RFP Questions
May 26, 2022**

Question 1: Will the questions be posted anonymously?

Answer: Yes

Question 2:

2a: How is the JTC defining high consumption fuel users? Is there a standard of VMT or gallons consumed for individual drivers versus fleet operators?

2b: The RFP identifies both individual owners and fleet operators. Does the JTC have a definition for fleet operators by a number of minimum vehicles in a fleet?

2c: What current datasets are available to the awarded vendor to identify HCFUs and their driving habits i.e. gallons of fuel consumed, VMT, type of fuel?

2d: Are any sentiment analyses being worked on at present?

2e: What data will be made available for the selected consultant (i.e. vehicle registrations, vehicle miles traveled, etc.)

2f: Will the consultant through the JTC be able to work with Washington State DOT to outreach to HCFUs, or vehicle owners in general with a survey or other information collection?

2g: Is there an official site to use to track Washington state charging stations and locations of future planned stations?

Answer: These questions provide an opportunity to clarify the mission of the JTC generally and its relationship vis-à-vis the standing committees of the Legislature and executive branch agencies specifically. The JTC is a small legislative agency serving both houses of the Legislature equally. One of our main duties is to conduct studies as directed by the Legislature, usually in transportation budget provisos passed by both houses and signed by the Governor. Because of this, an RFP from the JTC is different from an RFP from an executive agency.

The JTC is an agency of generalists, not specialists. We do not run a program and don't have or maintain direct access to information or data gathered and maintained by state agencies in the ordinary course of their business.

Accordingly, regarding the issues raised in questions 2a – 2g above, the JTC will be looking to the technical approach section of a consultant’s proposal to determine what issues/datapoints are relevant to the study and how the consultant will address those issues.

This is not to say that the consultants will not have potential access to information held by executive agencies such as WSDOT or the Department of Licensing. In past studies the JTC has set up data sharing agreements with specific agencies for specific data relevant to a particular study – as identified by the consultant.

Question 3: The RFP asks to take into (account) currently planned enhancements to the charging infrastructure, is that referring to both local, state and federal funding for Level II and DCFC EV infrastructure?

Answer: In referring to “planned enhancements” the RFP includes all charging enhancements anticipated to be available to Washington’s citizens, regardless of the source of funding.

Question 4:

4a: Proposal Format – Are there any page limitations for the Management Approach section?

4b: Can the JTC confirm that the only section of the proposal that is page-limited is the “Technical Approach” section that has a 10-page limit?

Answer: The only page limitation is the 10-page limitation on the technical approach section. While there is no page limit for other sections, we appreciate brevity.

Question 5:

5a: Under Task 4 which is titled DEVELOPING STRATEGIES ENCOURAGING HCFU SWITCH TO EV, the language notes the consultant's action ‘develop and recommend cost-effective policies for encouraging HCFUs to switch to EVs.’. Is the intention that the output for this effort be solely directed at actions the Government can take to encourage the behavior or is there an openness to consider actions that can be taken in collaboration with external parties (e.g. financial institutions, vehicle dealerships etc)? Also, is it safe to assume that strategies and policies are interchangeable and can mean broader actions such as program development, regulations etc?

5b: Is fleet information required in addition to consumer data?

5c: Is data specific to Washington state needed or is national level data acceptable to broaden the sample size?

5d: The RFP refers to personal vehicle users as well as fleet owners. Is the JTC interested in all fleet types, public and private? (E.g., school bus fleets, public transit fleets, public agency general staff use fleets, public agency utility use fleets, commercial vehicle, and goods movement fleets.) Or should we focus on a limited set of fleet types?

5e: Since EVs and EV infrastructure evolves so quickly, how much future proofing is the JTC looking for especially around the capacity of public DCFCs and how both light duty and heavy duty vehicles are accepting higher and higher capacity charges each year?

5f: With fuel prices being quite extreme right now, is it possible to present a more normalized TCO under less extreme conditions?

Answer: The Legislature’s stated policy goal is to “assess opportunities to encourage high-consumption fuel users ...to switch to electric vehicles” (proviso, p. 7 RFP). Before listing specific tasks, the RFP states:

The description of the tasks is not intended to fully encompass the study tasks, but instead provides the Consultant with a potential framework for the study.

Consultants are encouraged to recommend additions and/or alternatives to better accomplish the study’s stated objectives.

We encourage consultants to consider the Legislature’s goal in commissioning a study and suggest creative approaches to meeting those goals. Questions 5a – 5f ask scoping questions we generally leave to the consultant. A large part of picking the right consultant is examining how they construct a proposal to flesh out and address the Legislature’s policy goal.

To address the specific questions posed above:

5a: The RFP does not limit the extent of collaboration with external parties.

5b: The proviso requires “consideration of fleet usage” but leaves the scope of that consideration up to the individual proposer.

5c: As the Legislature’s sphere of authority is limited to Washington state, a proposal that contemplates including specific state-level data would be more responsive to the RFP than a proposal that used only national level data.

5d: The proviso language does not distinguish between public and private fleets, accordingly, both fall within the scope of the study. As pointed out in the “helpful materials” section of the RFP, the JTC conducted a study of public fleet EV conversion in Washington, albeit a couple years ago.

5e: Given the dynamics of the EV market, a proposal analyzing and incorporating projections about how those dynamics are expected to shift would be more responsive than one that ignored those projections.

5f: To the extent that the proposing consultant deems the price of fuel relevant to the required analysis, we would expect that analysis to consider projections fuel price projections.

The specific approach to these and other issues is left to the discretion of the consultant and should be a detail addressed in the technical approach section of the proposal.

Question 6: Will the JTC provide a platform to help promote individual HCFU and HCFU fleet owner participation in understanding their attitudes and preferences?

Answer: No. The HCFU outreach will have to be managed by the successful bidder.