

Review of Proposals
Agreement for the Construction, Operation, and Maintenance of a Hydrogen Fuel Station, and Liquid Hydrogen Deliveries
Presented to Transit Committee - November 9, 2017
Six proposals were received, Four firms were interviewed, One firm is being recommended.

Overall Ranking	Proposal Score	Firm & Location	Sub-Contractors	Evaluation Committee Comments	Three-Year Initial Term
1	87	Trillium USA Company LLC Houston, Texas	Air Products	Highest-ranked firm overall with excellent work plan. Firm has over 20 years of experience in designing alternative fueling stations. Enhanced compression system allows for scalability of fleet to 20 at no cost. Second dispenser and three years of operations and maintenance (O&M) included within the grant budget. Knowledgeable with Fleetwatch data system and will provide metrics. Meets continuous fueling demand of six to ten buses per hour. Proposed all-inclusive competitive price with fuel costs remaining constant.	\$6,472,127
2	75	Nel Hydrogen Palo Alto, California	Fiedler Group Nicosia Contracting International Praxair Inc.	Second-ranked firm. Strong overall proposal. Firm has experience in providing hydrogen equipment. Proposed station could accommodate liquid and gaseous hydrogen. Fueling pace of two back-to-back fills per hour then requires 35 minutes down. Fueling capacity could double by adding module including second dispenser. One year O&M included in grant range but not second dispenser. Fuel charges remain constant regardless of usage.	\$9,857,550
3	73	ITM Power Inc. Anaheim, California	EPC, LLC	Majority of proposed staff has been with company for over ten years. Established location in Irvine, California in 2012. Requires additional electricity and potable water. Scalability to 20 with 1,200 more amps of electricity with total of 2,400 amps. Work plan includes fueling ten buses per hour and one year O&M costs. Offered competitive pricing for second dispenser but over grant budget. Fuel prices remain similar over life of agreement regardless of usage.	\$7,080,382
4	71	Clean Energy Newport Beach, California	Linde, LLC Fueling & Service Technologies	Firm has over 20 years of experience providing alternative fueling solutions. Headquarters in Newport Beach, California. Integrated a dispenser into Fleetwatch system for AC Transit. Does not allow for scalability without relative purchase of required equipment. Pricing includes one year O&M costs and raises substantially thereafter. Proposed fueling capability of four buses per hour. Fifteen percent management fee added to each fuel delivery.	\$8,262,046

Evaluation Panel:

Center for Transportation and the Environment (2)
Contracts Administration and Materials Management (1)
Maintenance and Motorist Services (1)
Rail Programs and Facilities Engineering (1)

Qualifications of the Firm
Staffing and Project Organization
Work Plan
Cost and Price
Design and Build - 30 percent
Operation and Maintenance - 35 percent
Fuel Price - 35 percent

Proposal Criteria

Weight Factors

30 percent
30 percent
20 percent
20 percent