



RIO METRO
REGIONAL TRANSIT DISTRICT

REQUEST FOR INFORMATION

for

Micromobility Equipment, Operations and Services

by

Rio Metro Regional Transit District

Issued: November 29, 2020

RFI No. 2021-01

Rio Metro Regional Transit District

809 Copper Ave., NW, Albuquerque, New Mexico 87102

Phone: (505) 247-1750, Fax: (505) 247-1753

<http://www.riometro.org>

SECTION 1: INTRODUCTION AND INSTRUCTIONS

1.01 Purpose of this Request for Information

This is a Request for Information (RFI) issued by the Rio Metro Regional Transit District (“RMRTD”). This is NOT a procurement process or solicitation of bids for RMRTD or any other local entity.

This request is only for information gathering purposes. RMRTD is requesting that entities with experience, expertise or an interest in micromobility equipment, operations and / or services submit responses (“Responses”) to the enclosed Scope of Work and Questions. Responses to this RFI are voluntary and do not bind RMRTD, entities responding (“Respondents”), or any other local entity in any way. Any procurement, permitting, licensing, or other agreements related to micromobility in the RMRTD service area will be the subject of a separate process, likely a Request for Proposals (RFP).

1.02 Contact and Response Information

The Procurement Manager is the point of contact for this RFI. Please submit Responses to the Procurement Manager by the deadline specified in the RFI Schedule. Please complete and include the attached Contact Information form and reference the Solicitation Number and Title in the Response. Responses will be accepted by mail or email at:

Address: Rio Metro Regional Transit District
Attention: Kim Monjaras, Procurement Manager
RFI: Micromobility Equipment, Operations and Services (# 2021-01)
809 Copper Ave NW
Albuquerque, NM 87102

Email: kmonjaras@mrcog-nm.gov

1.03 Assistance to Individuals with a Disability

Contact the Procurement Manager as soon as possible if an individual with a disability needs assistance with the RFI, including any events in the RFI Schedule, so reasonable accommodations can be made.

1.04 Schedule

EVENT	DATE
RFI issued	Nov-29-2020, 12:00 PM MST
Deadline for Submission of Questions and Requests for Clarification	January 4-2021, 5:00 PM MST
Deadline for Submission of Responses	January 8-2021, 5:00 PM MST

1.05 Questions and Requests for Clarification

Respondents and potential Respondents should direct any questions or requests for clarification to the Procurement Manager via email by the deadline identified in the RFI Schedule. The Procurement Manager will respond via email within three business days.

Vendors may request to receive notices related to this RFI by contacting the Procurement Manager by e-mail and providing the following information: RFI title, business name, contact person, mailing address, telephone number, and email address. The Procurement Manager will develop a circulation list and distribute a RFI addendum(a) and questions and responses to all vendors on the list.

1.06 Respondents Responsible for All Preparation Costs

Respondents are responsible for all costs associated with the preparation, submittal, and presentation of their Response to this RFI.

1.07 Disclosure of Contents

All Responses and material submitted pertaining to the Responses will be open to the public, except for the material that is proprietary or confidential. The Procurement Manager will not disclose or make public any pages of the Response on which the Offeror has stamped or imprinted "proprietary" or "confidential" subject to the following requirements.

Proprietary or confidential data shall be readily separable from the Response in order to facilitate eventual public inspection of the non-confidential portion of the Response. Confidential data is normally restricted to confidential financial information concerning the Respondents organization and data that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act, 57-3A-1 to 57-3A-7 NMSA 1978. The price of products or the cost of services included in the Response shall not be designated as proprietary or confidential information.

If a request is received for disclosure of data for which a Respondent has made a written request for confidentiality, the Procurement Manager shall examine the Respondent request and make a written determination that specifies which portions of the Response should be disclosed. Unless the Respondent takes legal action to prevent the disclosure, the Response will be so disclosed. The Response shall be open to public inspection subject to any continuing prohibition on the disclosure of confidential or proprietary data.

SECTION 2: GOAL AND BACKGROUND INFORMATION

2.01 Background Information

While the service area of the envisioned shared micromobility system would potentially eventually extend beyond Albuquerque's boundaries, Albuquerque will be the primary service area. Albuquerque is the urban center of New Mexico and one of America's best small cities (bestcities.org). With 560,000 (2018) people living within the city limits, Albuquerque is the 32nd

largest city in the country and over 900,000 people call the metropolitan area home. Nearby Santa Fe is an international tourist destination connected to Albuquerque via the New Mexico Rail Runner Express, a commuter rail system. The region is rich in potential and its economy has emerging strengths in space technology, defense research, and film and digital media. New investments in the historic Rail Yards, the Sawmill District, and the University of New Mexico's downtown innovation district also show promise to attract more young professionals in live-work-play communities.

Albuquerque boasts over 400 miles of multiuse, recreational paths and bicycle lanes. With over 300 days of sunshine and a wonderful climate year-round, bike share users can utilize the system year-round. Esperanza, a bicycle safety and education center, is operated by the Albuquerque's Parks and Recreation Department. Several thousand people ride during the region's annual CiQlovia and Bike to Work Day celebrations.

RMRTD and the City of Albuquerque have experience in providing micromobility services. Beginning service in 2015, a local nonprofit contracted Zagster to pilot a docked bikeshare program in downtown Albuquerque. The pilot featured 15 stations and 75 bikes. Within the first year, nearly 1000 riders took over 4000 trips. Half the riders came from outside New Mexico. Upon securing federal funding to expand bikeshare into the university district and Old Town tourist area, the RMRTD became the lead implementing agency. PaceABQ grew to include 250 bikes that could dock at 50 stations or public bike racks. In 2019, the final full year of bikeshare operation, nearly 4500 riders made almost 13,500 trips. SPIN e-scooters were privately introduced by Zagster in 2019. At the height of scooter ridership that summer, nearly 750 e-scooters were deployed throughout the urban core and each device averaged between 1-2 rides per day. In August 2019, users took 12,707 total rides on e-scooters. These services were both in place through March 2020 when Zagster suspended all scooter and bicycle rentals due to coronavirus. Shortly after, Zagster's countrywide shut down ended shared micromobility in Albuquerque.

In October 2018, the City of Albuquerque amended the Traffic Code to include minimum standards for shared active transportation programs. The ordinance 8-3-5-1 requires operators to permit each shared-mobility station with the City. All non-publicly funded programs are responsible for annual station fees and daily fee per device in service. Electric-assist vehicles are capped at 15 mph when using motor power. Any future micromobility service in the City of Albuquerque must comply with the Shared Active Transportation section of the Traffic Code.

RMRTD currently has Transportation Alternatives Program (TAP) funding programmed for bikeshare through the Federal Highway Administration (FHWA) through FFY22. This will be the primary source of public funds for the Initiative. According to a May 13, 2019 memorandum from the Federal Highway Administration, "Bike sharing systems are eligible for Federal-aid Highway Program funds. In addition to bike sharing docks, equipment, and other capital costs, FHWA funds may be used to purchase bicycles that are integral to a bike sharing system." Under some circumstances, land acquisition is an eligible expense under this funding; however, the FHWA TAP monies cannot fund bikeshare operations. RMRTD aims to utilize this funding to

reimplement a bikeshare program that may be complemented by additional e-scooter and pedal-assist modes.

2.02 Goal

RMRTD recognizes that today's diverse transportation needs require diverse transportation options. RMRTD desires to expand transit's services to meet some of these unmet transportation needs, particularly "first mile/last mile" gaps and short trips in Albuquerque's urban areas. In addition to their active living benefits, RMRTD believes that micromobility transportation options – such as bicycles, electric and electric assist bikes, scooters and potentially other emerging vehicles could provide a cost effective, attractive and efficient addition to the regional transit network and contribute to the transit system's overall performance.

RMRTD is considering pursuing a shared micromobility initiative ("Initiative") in its service area, however, the Zagster shutdown, the underlying changes in the shared micromobility industry, and any industry repositioning resulting from coronavirus necessitate that RMRTD gather more information to guide a potential initiative. Any initiative would be conducted in coordination or collaboration with RMRTD member governments desiring shared micromobility services, notably the City of Albuquerque.

SECTION 3: SCOPE OF WORK

3.01 Scope of Work

RMRTD desires to implement a shared micromobility service initiative ("Initiative") in select geographic areas in the City of Albuquerque. Although the initial service area includes Downtown Albuquerque, Old Town, and the University of New Mexico, future expansion of the Initiative is desired. Anticipated areas of expansion include areas served by transit, including both ABQ RIDE and the New Mexico Rail Runner Express, and other RMRTD member governments.

In addition to the traditional population targets and geographic settings of micromobility programs, RMRTD wants to ensure that the Initiative is available to women and residents with fewer resources. The Initiative should include equity programs to overcome the physical access, income and other barriers residents face when trying to access the Initiative.

The micromobility vehicles would include but not be limited to bicycles (docked and / or dockless), electric and electric assist bicycles, and scooters. The Initiative would operate "As a Service," meaning that the vendor or team will provide all the required capital equipment such as vehicles, docks, and signage; the installation of and deployment of all equipment; all the ongoing operations, maintenance and user support; marketing assistance and sponsorship outreach assistance; liability coverage; and, other related services required to deliver the Initiative to the public on behalf of RMRTD.

SECTION 4: QUESTIONS AND REQUESTED INFORMATION

In order to inform the Initiative, RMRTD is requesting parties submit responses to the Scope of Work and the following questions.

4.01 Questions:

1. A publicly provided and managed - but privately operated - system is being considered for the Initiative's structure. The system would be operated by a contract operator who would provide vehicles, equipment and installation, and also carry out the day to day operating functions such as maintenance, rebalancing of vehicles, and customer service. RMRTD is open to a team of operators completing these activities but prefers to have one prime contractor.

What challenges does this structure present for potential vendors what actions can RMRTD take to reduce these challenges?

2. What alternative structures or business models should RMRTD consider for this Initiative? What are the advantages of this alternative for the RMRTD and the potential vendors?
3. Given the recent changes in the shared micromobility industry and the impacts of coronavirus, please provide information that will inform RMRTD's assessment of potential demand for the shared mobility Initiative (overall and / or by vehicle type)?
4. Given the recent changes in the shared micromobility industry and the impacts of coronavirus, describe your company's ability and willingness to enter into a three-year or longer contractual agreement to provide the capital and services required to implement and operate the Initiative in the next six to 9 months?
5. What aspects of the scope of work may potentially hinder your company's ability to successfully implement and operate the Initiative? For example, vehicle availability, partner - vendor commitments, poor demand, etc.
6. RMRTD is requesting a leased capital equipment and system management option. In the event that RMRTD partners request micromobility pilot programs in nearby jurisdictions, a pilot/leasing option not utilizing federal funds is desirable as a potential option.

What challenges does this structure present to your company and what actions can RMRTD take to reduce these challenges?

7. What information should RMRTD include in a request for proposals to help your company develop a fully responsive proposal?
8. Cost Estimate. Respondents are asked to provide information and estimated costs to help RMRTD understand the acquisition and on-going costs on implementing and operating a

shared micromobility initiative. Please note, cost information is optional and respondents will not be held to price estimates provided as part of the RFI should RMRTD later decide to issue a competitive solicitation.

Respondents should base cost information on the shared mobility services in place in Albuquerque before the dissolution of the Pace and Spin programs. This system included 250 bicycles and 50 stations in an approximately 10 square mile core market area and 750 scooters located both in and outside of the core area. Alternatively, specify the characteristics of the system the submitted costs reflect.

- a) Estimated capital costs: including but not limited to initial and replacement capital, equipment installation and equipment required for operations.
- b) Software costs, website development, etc.
- c) Estimated Operating Revenue Sources and Values that could be expected to be used in the operation of the proposed system such as membership and user fees, RMRTD revenue support, sponsorship placement, advertising, grants, etc.
- d) Estimated profit margin sources and values, including the level (s) and percentage(s) of revenue to be shared, if any, with RMRTD.

RFI 2021-01
Contact Information

When submitting your response to this RFI, include the following information:

Firm/Individual: _____

Represented by: _____ Title: _____

Phone No.: _____ Email address: _____

Address: _____

State/Zip Code: _____

Signature: _____ Date: _____

This name and address will be used for all correspondence related to the Request for Information.