

Orange and Rockland Utilities, Inc.

REQUEST FOR INFORMATION (RFI)

MICROMOBILITY SPACE

ISSUED: MAY 19, 2023

SUBMISSION DEADLINE: JUNE 23, 2023



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1 Introduction

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

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

2 Background

O&R is a subsidiary of Consolidated Edison, Inc., one of the nation's largest investor-owned energy companies, and an affiliate of Consolidated Edison Company of New York, Inc. (“Con Edison”). In New York State, O&R provides electric and gas service to Orange County, Rockland County, and parts of Sullivan County, New York, and is regulated by the New York Public Service Commission (“PSC”).

O&R desires to have micromobility in our New York service territory. In addition to their active living benefits, O&R 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.

We are requesting information from qualified entities about the design, installation, and operation of micromobility charging and storage stations located outdoors at locations like the central commercial districts within the Village of Piermont, the Village of Nyack and the Village of Haverstraw (a “Shared Micromobility Project”). In addition to the traditional population targets and geographic settings of micromobility programs, O&R wants to ensure that micromobility is available to customers with fewer resources. Equity is a priority, specifically including the ability to overcome the physical access, income and other barriers residents may face when trying to access micromobility.

The micromobility vehicles would include, but not be limited to, bicycles (docked and /or dockless), electric and electric assist bicycles, and scooters. O&R is interested in operation of micromobility “As a Service,” meaning that a vendor or team (a “Project Developer”) would 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 micromobility to the public on behalf of O&R.

3 Questions and Requested Information

O&R is requesting parties submit responses to the following questions about potential Shared Micromobility Projects in our New York service territory .

1. What challenges face a site host, and in particular a New York State identified disadvantaged community, when implementing micromobility?
 - a) What actions can O&R or a Project Developer take to reduce these challenges?
 - b) What resources would O&R be requested to provide to Project Developers?
2. Please provide information that will inform O&R's assessment of the potential demand for a Shared Micromobility Project (overall and/or by vehicle type)?
3. What may potentially hinder a Project Developer's ability to successfully implement and operate a Shared Micromobility Project? For example, vehicle availability, partner - vendor commitments, poor demand, etc.
4. Cost Estimate. Respondents are asked to provide information and estimated costs to help O&R understand the acquisition and on-going costs of implementing and operating a Shared Micromobility Project. Please note, cost information is optional, and respondents will not be held to price estimates provided as part of the RFI should O&R later decide to issue an RFP or other competitive solicitation.
 - 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 a Shared Micromobility Project, such as membership and user fees, site host 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, between the Project Developer, O&R and any other participating entity, such as a site host.

4 RFI Submissions

4.1 Who Should Respond?

We are interested in responses from entities with a proven track record designing and operating electric micromobility infrastructure. An eventual selected contractor in response to a future RFP or other competitive solicitation, if any, must provide a range of project capabilities or form partnerships to deliver the full scope of work, including product development, permitting and installation, marketing, participant acquisition and communications, operations, maintenance, customer support, and data collection and reporting.

4.2 Contact Information

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

Company: _____
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.

4.3 Submission Method

RFI responses will be accepted via email to ev@oru.com. Before the RFI submission deadline, submit responses to the Questions and Requested Information, your contact information, and a summary of your business or organization's information as a PDF file to ev@oru.com.

Only prospective bidders who submit a response to the RFI will get access to a potential future Micromobility RFP.

4.4 Deadline for Submittal

All RFI responses must be received via email by 5:00 p.m. Eastern Standard Time on **June 23, 2023**

5 Terms and Conditions

Each Respondent is solely responsible for including all pertinent and required information in its submission. O&R reserves the right to determine, at its sole discretion, whether a submission is incomplete or non-responsive.

Respondents shall state clearly all assumptions made with respect to this RFI. In the absence of an explicit statement to the contrary, each Respondent shall be deemed to have agreed with and understood the requirements of this RFI. While O&R has endeavored to provide accurate information, O&R makes no warranty or representation of accuracy regarding this RFI.

5.1 General Guidelines

By responding to this RFI, Respondents are deemed to accept and agree to these general guidelines. By submitting a response to this RFI, Respondent acknowledges and accepts O&R's rights as set forth in this RFI, including those identified in these general guidelines.

O&R reserves the right: (a) to reject any Respondent submission, (b) to request clarifications or additional information from a Respondent regarding its submission, (c) to revise and re-issue this RFI or to revise any requirements of this RFI, (d) to withdraw or cancel this RFI at any time, (e) to extend any deadlines applicable to this RFI, (f) to hold discussions with any Respondent to clarify/correct any deficient responses which do not conform fully with the instructions set forth in this RFI, and/or (g) to file and implement pilot projects without initiating an RFI process and on topics other than the topic that is the subject of this RFI. O&R may exercise the foregoing rights at any time, without notice and without any liability to a Respondent or any other party for expenses such Respondent or other party incurred in the preparation of responses to this RFI. All costs and expenses associated with the submission of any initial or supplemental response to this RFI shall be borne solely by the applicable Respondent.

This RFI shall not be construed to establish an obligation on the part of O&R to enter any agreement, or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Respondents. Receipt by the Company of a response to this RFI confers no rights upon a Respondent, nor any obligations upon the Company.

O&R shall not be obligated or bound by any responses or by any statements or representations, whether oral or written, that may be made by O&R or its employees, principals, or agents in connection with this RFI.

Subject to O&R's statement regarding confidentiality in Section 5.2 below, O&R reserves the right, in its sole discretion and without liability, to utilize any or all of the submissions, responses and materials received in connection with this RFI (including any late responses), in O&R's planning efforts for micromobility projects and otherwise.

5.2 Important statement regarding confidentiality

O&R recognizes that a Respondent may wish to include information in its response to this RFI that the Respondent considers proprietary, a trade secret, or confidential to the Respondent. If any response or information (initial or supplemental) provided to O&R in connection with this RFI includes information considered proprietary, a trade secret or confidential, the Respondent shall identify such information by clearly marking "CONFIDENTIAL" on both the top and bottom of each page that contains such information. O&R will deem any such designated information as submitted to the Company and its designees, including any third-party advisors retained by the Company to assist in this RFI evaluation process, as confidential with the express understanding that, subject to any legally mandated disclosure requirements (including any such requirements of the PSC), such designated information will be held in confidence and will not be disclosed or used for any purpose other than the review and evaluation of the applicable response to this RFI or otherwise in connection with any proposal from the Respondent in response to a future RFP, if any, or any resulting contract between O&R and the Respondent.



By responding to this RFI, Respondents are deemed to agree to keep confidential all information provided by O&R that is marked as such, provided that the foregoing confidentiality obligation shall not apply to any information that O&R has previously made generally available to the public or information that must be disclosed pursuant to law.