



St. George

THE BRIGHTER SIDE

**City of St. George
Request for Proposals**

Electronic Scooter/Bikeshare Operator

Issue Date: November 9, 2018

Submission Deadline: November 21, 2018

City of St. George City Hall

175 East 200 North

St. George, Utah 84770

City Hall Front Desk

Attention: Marc Mortensen- Support Services

Overview of St. George

St. George, the 7th largest city in the state of Utah and the fastest growing metropolitan area in the US, is considered a premiere outdoor recreation destination because of its temperate climate, geographic location and diverse terrain and amenities. At the intersection of the Colorado Plateau, Great Basin and Mojave Desert, St. George is home to some of the most unique landscape features on earth. The city boasts over 50 miles of paved, multi-use paths and nearly 300 miles of natural trails in Washington County, making it a hiking, climbing and cycling mecca for millions of tourists annually. The St. George Marathon, St. George Arts Festival, Huntsman World Senior Games, Tour of Utah, and St. George Ironman 70.3 North American Pro Championship are all events with national and world-wide reach. Dixie State University, the fastest growing university in the state is located in the heart of the city. In recent years, public, active, and alternative transportation options have played a critical role in reducing traffic congestion, mitigating pollution and getting people to where they want to be more efficiently and safely.

Project Scope

The respondent shall provide a proposal, in accordance with the terms and conditions set forth herein, for a zero-cost, dockless scooter program for the City of St. George, Utah. The selected operator may be chosen as the sole city electronic scooter provider, however, a municipal ordinance or agreement must be granted by the city prior to operation within the designated area. The city currently has an agreement in place with Zagster to operate a dock bikeshare program.

Contact for Potential RFP Respondents

City of St. George
175 East 200 North
St. George, Utah 84770
Marc Mortensen
Office: 435-627-4005 Mobile: 435-703-0953
Email: mm@sgcity.org

Submission Requirements

Respondents shall submit proposals via email to mm@sgcity.org.

All materials will become the property of the City. All proposals must be submitted to the City's Office of Support Services at the address set forth above no later than November 21, 2018. No submissions will be accepted after this date and time or at any other location.

Each submission must contain the following information:

A. Letter of Interest

Formal letter of interest from respondent, if a single entity, or the principal entity of the respondent, where the respondent is a team. Identify and provide the primary contact information for the respondent. Such letter should be addressed to:

City of St. George
Office of Support Services
Marc Mortensen
175 East 200 North
St. George, Utah 84770

B. Overview and Experience of Scooter/Bikeshare Operator and Contact Information

The respondent shall provide a description and general history of the individual, firm, or entity that is anticipated to become the operator of record, and/or will have primary responsibility for implementing the business plan proposal. The respondent's specific experience in implementing the type of project proposed shall be highlighted.

C. Operator background

The respondent will provide the following information regarding its background:

1. Identify respondent's management team with short bios.
2. Experience operating micro-mobility (bikeshare, e-bikes, and electronic scooters)
3. History working with cities, has respondent ever received a cease and desist letter or been a party involved in litigation with a city? If so, please explain whether the respondent initiated the litigation and type of any litigation
4. Approach towards working with cities collaboratively to solve transportation goals

D. Operations approach

Respondent will provide the following information regarding its operations approach:

1. Plan for staffing, will your firm hire employees located in the city?
2. Plan for scooter charging
3. Plan for maintenance
4. Plan for complementing existing transportation options
5. Operations plan that clearly articulates how the operator proposes to address customer complaints, balancing scooters and how often

E. Overview of scooter

Respondent will provide the following information regarding its scooter:

1. Manufacturer of scooter
2. Ability to regulate speed
3. Scooter features

F. Overview of the technology

Respondent will provide information about the following technologies used to operate the scooter/bikehshare*:

1. Mobile application (Is the app bilingual?)
2. GPS technology
3. RFID/NFC technology
4. Geofencing
5. Virtual station
6. Data sharing with city on ridership statistics including heat map information (virtual dashboard?)

*Respondent is required to follow all local, state and federal laws and regulations with respect to personally identifiable information and credit card information.

G. Education approach

Respondent will provide the following information regarding its parking approach:

1. Plan for educating riders on where to park
2. Plan for preventing parking in unallowed locations
3. Plan for educating customers about the safe operation of a scooter, especially in heavy vehicle or pedestrian traffic

H. Commercial or Trade References

Respondent will provide the names of cities where it is currently operating similar scooter/bikeshare programs and at least two letters of reference from cities indicating a favorable working relationship.

I. Obligations to the City

The respondent must attest to having no outstanding or overdue tax, lien, or fine obligations to the City.

RFP Costs

Respondents are responsible for all costs incurred in the development and submission of their information. The City assumes no contractual or other obligation as a result of the issuance of this RFP. The City anticipates negotiating a contract with the highest rated responder and making an award based upon the best overall value for the City. The City may, in its sole discretion, reject any and all proposals for any reason whatsoever.

Selection Committee

All proposals will be reviewed and evaluated by a selection committee established by the City. Proposals will be reviewed and evaluated based upon information contained in the respective submission packages and their responsiveness to the submission of any additional information that may be requested.

The committee may request supplemental information when it determines the necessity, including business and personal financial statements from any of, all of, or none of the respondents. Financial statements and other business confidential information will not be subject to disclosure under Freedom of Information law.

Right to Reject Proposals; Disclaimer:

The City of St. George may elect to deem a submission non-responsive if the submission fails to comply with specific requirements of this solicitation. The City of St. George reserves the right to reject any and all proposals in its sole discretion, and to decline to offer or withdraw the RFP in its entirety.

The City of St. George used its best efforts in collecting and providing the information contained in this RFP. The City of St. George assumes no responsibility for economic, physical or demographic factors which may affect or alter the opinions contained in this RFP. The City of St. George is not obligated to predict future political, economic or social trends. In preparing the RFP, the City of St. George relied on information furnished by other individuals or information found in previously existing records and/or documents. Unless otherwise indicated, such information is presumed to be reliable. However, no warranty, either express or implied is given by the City of St. George for the accuracy of such information and the City of St. George assume no responsibility for information relied upon and later found to have been inaccurate. The City of St. George reserves the right to make such adjustments to the opinions and conclusions set forth in this RFP as may be required by consideration of additional data or more reliable data that may become available.

