



UC-wide e-Bike Purchase Program
Executive Summary

Lead Agency: The University of California

Solicitation: 003133-Apr2023

RFP Issued: May 24th, 2023

Pre-Proposal Date: June 6th, 2023

Response Due Date: July 7th, 2023

Proposals Received: # 6

Awarded to: Velopower, Inc.

The University of California issued RFP #003133-Apr2023 on May 24th, 2023, to establish a national cooperative contract for a UC-wide e-Bike Purchase Program.

The solicitation included cooperative purchasing language in Sections 1.2 and 2.1:

1.2 - The University of California, as the Principal Procurement Agency, defined in Exhibit A, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The UC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto as Exhibit C, or as otherwise agreed to. Exhibit A contains additional information about OMNIA Partners and the cooperative purchasing program.

2.1 - The UC invites qualified and responsible Suppliers to prepare and submit proposals to this Request for Proposal (RFP) for a discount purchase program with e-Bikes and related services (together, the “Goods and Services) all in accordance with Federal and State of California laws and the requirements of UC as further detailed in this RFP. The UC has partnered with OMNIA Partners to make the resultant agreement a national cooperative agreement which public agencies across the country will be able to utilize. The overall objective of this RFP is to select an e-Bike manufacturer(s) and/or dealer Supplier(s), to assist UC, and national participating agencies, in obtaining the best, most cost-effective Goods and Services of the highest quality and standards. Qualified Suppliers are invited to submit proposals, based on the information provided in this RFP with the intent to establish a business alliance with UC and OMNIA Partners, that will maximize the resources of both organizations to meet the needs of UC and national participating agencies most effectively. There are no minimum or maximum guarantees in this RFP. However, based on the total UC historical spend, the Supplier shall provide the best pricing for this RFP in Goods and/or Services.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- University of California's website (CalUsource)
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal and/or Las Vegas Sun
- Kennebec Journal/Morning Sentinel, ME

On July 7th, 2023, proposals were received from the following offerors:

- Velopower, Inc.
- Lectric eBikes, LLC
- Ride1Up, Inc.
- ANIV INC
- Dirwin Bike Co Ltd
- BikeHub

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Velopower, Inc. and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: The University of California included a geographic preference, but it did not impact the score for the national award.

The University of California, OMNIA Partners and Velopower, Inc. successfully negotiated a contract, and The University of California executed the agreement with a contract effective date of November 1st, 2023.

Diversity Certification:

Contract includes: Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial six-year agreement from November 1st, 2023 through November 1st, 2029.

Pricing/Discount:

Discount pricing off individual e-bike models.