

1800 \$ Figueroe St., Los Angeles, CA 90015 (213) 748-3980 • https://en.byd.com/

FAX COVER SHEET

Vendor Name:

BYD Coach & Bus LLC

Buyer:

Jessica L. Hovanec

Solicitation No.:

CRFQSWC2300000008

Bid Opening Date:

November 30, 2022

Bid Opening Time:

1:30 PM ET

Fax Number:

304-558-3970

Message:

See below

Good morning,

Following is BYD's price bid and response for solicitation number CRFQSWC2300000008 as requested by the State of West Virginia. Thank you for the opportunity and please contact me directly if you have any questions or need additional information.

- Frank Chen 213.446.4506 chen.yixuan1@byd.com

BID RECEIVED LATE

BUYER Gessica & Horare

WITNESS

DISQUALIFIED

Response to Solicitation No. CRFQ SWC230000008

Standing Contract with WVDE for Electric School Buses

Prepared for The State of West Virginia November 30th, 2022

Submitted By:

BYD Coach & Bus LLC 1800 S. Figueroa Street Los Angeles, CA 90015



BYD Contact Personnel:

Patrick Duan, Senior VP of Operations P: 213.880.8597 E. patrick.duan@byd.com

Frank Chen, Project Manager

P: 213.446.4506 E: chen.yixuan1@byd.com

Maria Mendoza, Director of Bids and Grants P: 213.356.3660 E: maria.mendoza1@byd.com

This proposal includes information that shall not be disclosed outside of the State and shall not be duplicated, used; or disclosed, in whole or in part of, for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this BYD as a result of, or in connection with, the submission of this information, client shall have the right to duplicate, use, or disclose the information to the extent provided in the resulting contract. This restriction does not limit the State's right to use information contained in this information if it is obtained from another source without restriction. The information subject to this restriction is contained on all pages that follow.



1800 5 Figueroa St., Los Angeles, CA 90015 (213) 748-3980 = https://en.byd.com/

November 30th, 2022

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

RE: Response to Solicitation No. CRFQ SWC2300000008

Dear Sir or Madam:

BYD Coach & Bus LLC (BYD) enthusiastically submits our qualifications to the State of West Virginia in response to the subject solicitation. We introduce BYD's ultra-modern and unparalleled Type A and Type D battery-electric school buses that are certain to make the short-list for all future school bus purchases. Our organization has over 25 years of experience developing safe, innovative, nontoxic battery technologies and has deployed approximately 70,000 electric buses currently operating around the world. As the world's largest electric vehicle manufacturing company, we are a driving force behind the technological innovations that are reshaping public transportation by giving commuters, shoppers and students the ability to travel in non-polluting, zero-emission buses with almost zero noise pollution.

BYD put the same ingenuity and advanced technology into our electric school bus as we did with our transit buses. We didn't just build an electric school bus, we revolutionized it. With unparalleled safety features and performance, wrapped in a sleek design, students will travel in the finest school bus anywhere. Below are just some of the features that separate our electric school buses from the competition;

Unmatched Battery Technology

BYD Lithium Iron Phosphate Battery (LFP) Systems are designed and manufactured to provide safe, consistent and reliable energy in the most demanding applications. In fact, our batteries have the highest battery capacity of all electric buses on the market. As well, our LFP Batteries are warrantied to retain ≥60% capacity up to 15 years, regardless of mileage. This long life is partly due to the unique chemistry and superb energy management systems thus they don't overheat. This means they don't lose life/capacity due to regular or fast charging—unlike most competing batteries.

Vehicle-To-Grid (V2G) Capability

BYD's electric school buses offer innovative vehicle-to-grid technology, allowing the vehicle to serve as a power storage resource when it is not transporting students. This bi-directional charging capability is a game changer. Our school buses can be charged overnight when energy demand is low, and clean emission-free energy can be fed back into the classroom during school hours when the bus is parked keeping classrooms well-lit and students and teachers plugged-in.

Built-In, State-of-the-Art Safety Features

BYD made safety the top priority in our school bus design. Features include electronic stability control to aid handling, a collision avoidance system, and a 360-degree monitoring system to detect pedestrians and cyclists when the bus is operating at slow speeds. Additionally, we added an additional layer of protection for children as they exit the bus with its Predictive Stop ArmTM, which monitors approaching traffic and notifies students when it may not be safe to cross.

Enhanced Driver Comfort

Our team drew from the experience of thousands of bus operators to enhance comfort and ergonomics in designing the

Response to Solicitation No. CRFQ SWC230000008 November 30, 2022 Page II

driver's immediate surroundings. The driver's area features comfort seats, an 18-inch power steering wheel and telescopic steering column, high level of visibility, and easy to reach control switches. The driver can also control the air conditioning over the steering station in addition to controlling the system for passengers.

Thank you for your time. We are confident our battery electric school buses will exceed your expectations. Please note that BYD does not presently have any active licenses with the State of West Virginia or related agencies. We assure your department that we will obtain a business license in the State of West Virginia within 30 days, provided our firm is awarded a contract. If you have any immediate questions please contact Frank Chen, Project Manager, at (213) 446-4506 or by email at chen.yixuan1@byd.com. As well, feel free to contact me at (213) 880-8597 or by email at patrick.duan@byd.com.

Sincerely,

Patrick Duan

Vice President of Operations

Table of Contents

Exhibit A ~	Tran	ısit l	J nits
-------------	------	--------	---------------

Exhibit A - Conventional Units

Exhibit A – Special Needs Units

Delivery Page

Vendor Information

Addenda Acknowledgment

Designated Contact Information

RFQ Contact

Executive Summary	,
BYD Coach & Bus LLC	
Revolutionary Electric School Buses	
BYD Mission	
Battery-Electric Type D School Bus	
Battery-Electric Type A School Bus	
Facilities and Resources	5
Estimated Delivery Schedule	6

EXHIBIT A Pricing Pages

	74.0	4.00F44.0			
\$10kings Northall the Residence of the section of the		ASSENG	ER	,	W 100
Grand Control of the	230HP, FE				
	230HP, RE	-		27 EL 17	" "
DAL CONSTRUCTOR OF CONSTRUCTION OF THE CONSTRUCTOR	ELECTRIC	\$	388,500.00		
DELIVEDY TO CHADI COTON	GASOLINE				MCSEN ACTES
DELIVERY TO CHARLESTON		-		S.A.	
DELIVERY TO CHARLESTON		\$	13,000.00		
DELIVERY TO CHARLESTON	, WV - GASOLINE	2 96 - 5 300 2			
Marting and the soft was a Martiner was first a soul	The second secon	ASSENGE	R	7	
	230HP, FE	-			
	230HP, RE	-	204 500 00	Grace and the second	
	ELECTRIC	\$	391,500.00		The Landson
DELIVERY TO CHARLECTON	GASOLINE				
DELIVERY TO CHARLESTON,					
DELIVERY TO CHARLESTON, WV - ELECTRIC		\$	13,000.00		a With the Land
	***** *********************************			AND DESCRIPTION OF THE PARTY OF	
DELIVERY TO CHARLESTON,	, WV - GASOLINE				
DELIVERY TO CHARLESTON,					
DELIVERY TO CHARLESTON,	<u>84 PA</u>	SSENGE	R		
DELIVERY TO CHARLESTON,	<u>84 PA</u> 245HP, FE	SSENGE	R		
DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE				
DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC	\SSENGE 	R 395,000.00		
	245HP, FE 245HP, RE 245HP, RE ELECTRIC GASOLINE				
DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL	\$	395,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	245HP, FE 245HP, RE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC				
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE 89 PA 245HP, FE	\$	395,000.00 13,000.00		Caloro de La
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE 89 PA 245HP, FE 245HP, RE	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE 89 PA 245HP, FE 245HP, RE ELECTRIC	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE 89 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - GASOLINE 89 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL	\$	395,000.00 13,000.00		
DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON, DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - GASOLINE 89 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - DIESEL WV - ELECTRIC	\$	395,000.00 13,000.00		



Copy of SWC23-08 Exhibit A Pricing Pages (4) - JJ

	24 PA	SSENG	ER	ya	4, 200
TYPE A	130HP			推出的AND	3 8 98 7 April 10 48 7 5 6 6 1
TYPE A	LPG Fueled	1		Radigations	A Company of the Comp
TYPE A	Gasoline	1	-540	2000 A CONTRACTOR	
TYPE A	Electric	\$	287,000.00	NASSALATOR	
DELIVERY TO CHARL	ESTON, WV	\$	13,000.00	9303B-20	
The Hilbert and The or					
	30 PAS	SENG	ER	1 1 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ATTENDED OF THE CONTRACT OF THE CONTRACT CONTRAC
ТҮРЕ А	130HP			连维扩大机	\$500 \$500 \$100 ASON A
ТҮРЕ А	LPG Fueled	1	*		Account the con-
TYPE A	Gasoline			istan ara	Managed State of the
TYPE A	Electric	\$	290,000.00	BANK Februar	CARREST SHAPEY.
DELIVERY TO CHARLE	STON, WV	\$	13,000.00	WELL SOME	ATTACK STATISTIC
					HAVE MAN BOOK AND
	35 PAS	SENGI	ER		
Political Control of the	Regular - 200HP				Water Alexanders
	Regular - LPG Fueled				21.4000 2-1-
	Regular - Gasoline			E ARTEN	
	Regular - Electric	\$	370,500.00		Ind water and
DELIVERY TO CHARLE	STON, WV	\$	13,000.00		San Apartick Projects
		Alexander		70. 2 0.00	Machine in American
	47 PAS	-			
	Regular - 220HP			and the first	ententario de
	Regular - LPG Fueled	awyoo saa			Harris Markey or Bas
vicing property (a	Regular - 210HP			intervitate	
	Regular - Electric	\$	376,500.00	Legical Sco	SASGIA APAGOS
的联合。是 是 2004年第二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十	Regular - Gasoline				MARINGSTON
DELIVERY TO CHARLESTON, WV - F/47 Diesel				District Const	
ELIVERY TO CHARLE	STON, WV - F/47 Propane		***		SAR JAPANES
ELIVERY TO CHARLE	STON, WV - F/47 Gasoline		Well-	Valles and	P. CO. WARRANTOS
ELIVERY TO CHARLE	STON, WV - F/ ELECTRIC	\$	13,000.00		在1965年18日 1970年18日
		April 1	7 - 14 to 18 - 20 - 18 - 18 - 18 - 18 - 18 - 18 - 18 - 1	Since Control	NAME AND THE PARTY
	53 PAS				also supplied to
and the comment of	Regular - 220HP			进程或指统	Con American Sedici
The second secon					
	Regular - 210HP			nie Wigojanie ja	and Wind with Institute
Edical Constitution (Co.	Regular - Electric	\$	379,500.00	Arthropy	
			7.5/11	SCHOOL NAMES	10 4 7 W. 184 54
DELIVERY TO CHARLESTON, WV - F/53 Diesel				77. N. 150. 150. 150. 150. 150. 150. 150. 150	
ELIVERY TO CHARLES		processing .			and the second s
	STON, WV - F/53 Propane			The state of the s	the same of the sa
ELIVERY TO CHARLE	STON, WV - F/53 Propane STON, WV - F/53 Gasoline			State Superior	



Copy of SWC23-08 Exhibit A Pricing Pages (4) ~ JJ

	59 PAS	SENG	ER		
	Regular - 220HP		9/40-	7525742	CARDIAL SALARIA SA
State of the same	Regular - LPG Fueled			Contract	Table State Average
	Regular - Electric	\$	382,500.00		And Cassions
新发现在这种企业的	Regular - Gasoline		W-1	34.652.65	A 988 1 7 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
DELIVERY TO CHARLESTON, WV - F/59 Diesel			23tw	With the second second	PATRICIAN DE PAR
	ON, WV - F/59 Propane	Î		Clary Control	el el Marie Van Art.
	ON, WV - F/59 Gasoline		- AMUL-	257.7.50 10.76	
DELIVERY TO CHARLESTON, WV - F/ Electric		\$	13,000.00	W. 17. 18. 18.	The Section of
West along the second	SENTENCE CONTRACTOR	数点を	Township of the second		COLORDO STATE
	65 PAS	SENG	R		A STATE OF THE STA
	Regular - 230HP			1470 MAGA 1944	Santa (Miller, West of Tradition
	Regular - LPG Fueled			978 864 Misses 14 1	Satisfaction of the same
William Wilder	Regular - Electric	\$	385,500.00	AMALIANE, James K	Attached Toward Commencer Commencer
NACH METANGKAN PANGKAN	Regular - Gasoline	m	797477 - 6		Hard de la Marchaell Medical Revision (Marchaell Marchaell
DELIVERY TO CHARLEST				A Self-unit han	von at attämentela van
DELIVERY TO CHARLEST		_	10-21	Gergendadyschen	MACHORA DE LA MANA
	ON, WV - F/65 Gasoline			distance of the second	and the state of the first of
DELIVERY TO CHARLESTON, WV - F Electric		\$	13,000.00		
	Spiriting Courts in Section 1889	runista in	General And States of	and allowed area	S. C. Shiripeshiri Parasa
	71 PAS:	ENGE	R	and the second second	- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1
Company of the second state of the second se	Regular - 230HP			Street Street	ed Victoria Willemeiro de
	Regular - LPG Fueled			Defends Ya	Maria Carlos Maria de Carlos d
NACONALISA KONALISA	Regular - Electric	\$	388,500.00		A Section Control of the
	Regular - Gasoline	-		A. I. J. S. N.	na an an an Anna an
DELIVERY TO CHARLESTO					
DELIVERY TO CHARLESTON, WV - F/71 Propane				14 5 / 2 W 3 1/10	
DELIVERY TO CHARLESTO				3/4 05 046	e de la companya de l
DELIVERY TO CHARLESTON, WV -F / Electric		\$	13,000.00	and a second	antidentidade (d. 1966) Oukillas (d. 1884) (d. 1966)
	San State of the San San	u v Kalabak		Marian Art	r ann an ann an an an an an an an an an a
	77 PASS	ENGF	R	the successive designation of	harmen art a regard or
	Regular - 230HP		` ```	SHIMM	and the second s
SALES OF THE WAR IN THE	Regular - LPG Fueled	Divini.			alide talija 1965. Pirak e diskape Parak tiliratik et e dilet mad
		\$	391,500.00		
	Regular - Gasoline	Ť	332,300.00	a Silvada Olehida daga Jawa da da angada paga	Maria di Kalabata II. Kanta di Kalabata
DELIVERY TO CHARLESTON, WV - F/77 Diesel					Barrier Verlage
DELIVERY TO CHARLESTO		24			e ferre de la Signation de la Company
DELIVERY TO CHARLESTO				The second second	
DELIVERY TO CHARLESTO		Ş			
		*	10,000,00		

