

1800 S Figuerop 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

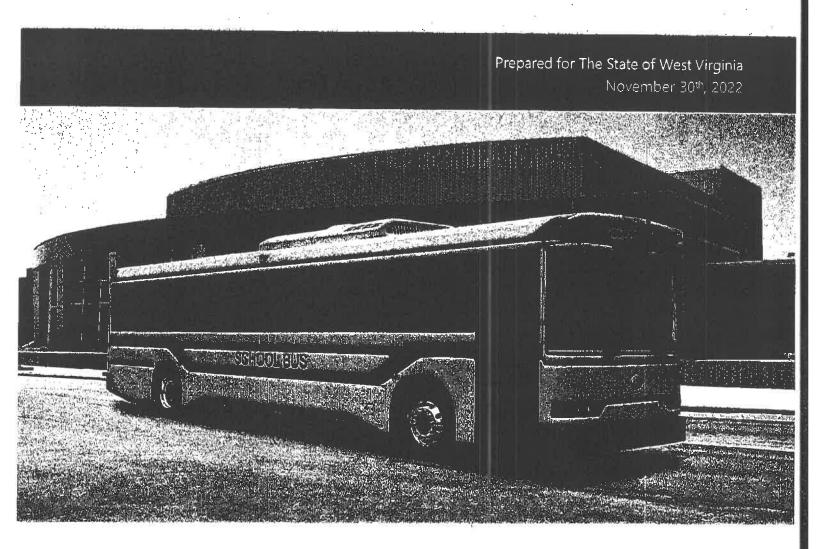
WITHER

WITNESS\_\_

DISQUALIFIED

Response to Solicitation No. CRFQ SWC230000008

# Standing Contract with WVDE for Electric School Buses



#### 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 S Figueros 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  $\geq$ 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 Arm<sup>TM</sup>, 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 SWC2300000008 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 - Transit Units

Exhibit A - Conventional Units

Exhibit A - Special Needs Units

**Delivery Page** 

**Vendor Information** 

Addenda Acknowledgment

**Designated Contact Information** 

**RFQ Contact** 

Executive Summary	. 1
BYD Coach & Bus LLC	
Revolutionary Electric School Buses	. 1
BYD Mission	. 2
Battery-Electric Type D School Bus	. 3
Battery-Electric Type A School Bus	4
Facilities and Resources	. 5
Estimated Delivery Schedule	6

## **EXHIBIT A Pricing Pages**

The state of the s	714.00				
		ASSENG	ER	Market	102
	230HP, FE			27/22/27	
	230HP, RE ELECTRIC		" " <b>***</b>		
	GASOLINE	\$	388,500.00		
DELIVERY TO CHARLESTON		_			
DELIVERY TO CHARLESTON		+~	42.000.00		
DELIVERY TO CHARLESTON		\$	13,000.00	<b>34</b> (4)	
CONTROL CONTRO	, www-gasoline	ogrande er	a + 80 Catana - Lana - Sart		
	77.0	ACCENIC!			
Sauditi Dirantaka putikan teksi teksi	230HP, FE	SSENGI	EK	Education of the Manager	
	230HP, RE				
	ELECTRIC	\$	391,500.00	TOWN CO. A	
	GASOLINE	+	391,300.00		***
DELIVERY TO CHARLESTON,		_	*		
DELIVERY TO CHARLESTON, WV - ELECTRIC		\$	13,000.00		
DELIVERY TO CHARLESTON, WV - GASOLINE		<del>ٻ</del>	13,000.00	2007	
		SSENGE	i <b>R</b>		
	<u>84 PA</u>	THE PARTITION OF THE PARTY OF T	: <b>R</b>		
	<u>84 PA</u> 245HP, FE	THE PARTITION OF THE PARTY OF T	R 395,000.00		
	84 PA 245HP, FE 245HP, RE	SSENGE			
DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL	SSENGE			
DELIVERY TO CHARLESTON,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC	SSENGE			
THE WAY IN	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC	\$ \$	395,000.00		
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,	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,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE 89 PA 245HP, FE	\$ \$	395,000.00 13,000.00		
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,	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,	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,	84 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL WV - ELECTRIC WV - GASOLINE  89 PA 245HP, FE 245HP, RE ELECTRIC GASOLINE WV - DIESEL	\$ \$	395,000.00 13,000.00		
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 <u>R</u>		



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

	24 PA	SENG	ER		
TYPE A	130HP	T		1700 37 West 70	Walk Salak Salak
TYPE A	LPG Fueled	1		22903	65.505050.00030
TYPE A	Gasoline	1			Part of the section
TYPE A	Electric	\$	287,000.00	SISPLE PLOT	Neologica (1464 sec.)
DELIVERY TO CHARLE	STON, WV	\$	13,000.00	3437244	
A FAMILY PROPERTY OF A STATE OF A				SEASING A	
SOUTH CONTRACTOR OF THE SECOND CONTRACTOR OF T	30 PAS		وغالبان المناقلة الأرابات المناقل المن	the state of the s	
TYPE A	130HP	Ī		(E) Berger	SECTION AND ADDRESS.
TYPE A	LPG Fueled	1		TOTAL PROPERTY.	
TYPE A	Gasoline	Î	- STATE OF THE STA	Addison's	
TYPE A	Electric	\$	290,000.00	THE COURT	ANS DESCRIPTION
DELIVERY TO CHARLES	TON, WV	\$	13,000.00	Mar Harty	divinos de la care
SECULOR OF THE SECULOR			Zitt of Horizon	<b>5</b> 8666830	GOME AGE PROMEDED
	35 PAS	SENGI	R	Marine State of the State of S	The Park of the Pa
	Regular - 200HP	1		1288AN	THE STATE OF THE STATE OF
	Regular - LPG Fueled		1100-100-100-100-100-100-100-100-100-10	536 50 500	SEUN DE WALL
	Regular - Gasoline			1000	
	Regular - Electric	\$	370,500.00		amaaraa aaraa
DELIVERY TO CHARLESTON, WV		\$	13,000.00	100 N 62 Sec.	<b>医型的性性的有效</b>
	AMENDUS POR TAXA	San Jan Jan	7000年的大阪山岡東山	Alfaghar E-Earth	ara das disercias
in the second control of the second s	47 PAS	SENGE	R		Control of the Approximation and
	Regular - 220HP		-	14 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	water to stee it also
	Regular - LPG Fueled		THY LONG OF	9/4% A/A/A	「なる」生活ない。
<b>对各种的特别的基础的数据的</b>	Regular - 210HP			Harry Color	
SERVICE TO THE SERVICE OF	Regular - Electric	\$	376,500.00		ale accentación
	Regular - Gasoline			No. 15.15	
DELIVERY TO CHARLES	TON, WV - F/47 Diesel			200	Alti-Visitable I
DELIVERY TO CHARLES	TON, WV - F/47 Propane			<b>一种意识等</b>	And Carre
DELIVERY TO CHARLES	TON, WV - F/47 Gasoline				
	TON, WV - F/ ELECTRIC	\$	13,000.00		APX IASA
yrk entre (oldak 40.5%)		-	NO SOMETIMES	AND STATE OF THE	
	53 PAS				A STORAGE STATE OF THE STATE OF
	THE RESERVE AND ADDRESS OF THE PARTY OF THE			SANNE (1997)	No State State of the State of
1. 12 (5. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	Regular - LPG Fueled				AND COSTON
And I will be a long of the same of the	Regular - 210HP	-		manda tanggan and ang	er same bull
		A	379,500.00	nga pangangan sa	于,至15克(\$P\$100)人
	Regular - Electric	\$			
		\$			Markett outs
	Regular - Gasoline	\$			Teanin de la com-
DELIVERY TO CHARLES	Regular - Gasoline TON, WV - F/53 Diesel	\$		<b>为数据内数数</b>	
DELIVERY TO CHARLES DELIVERY TO CHARLES	Regular - Gasoline	\$			



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

	59 PAS	SENG	ER	#	
STATE OF THE PARTY	Regular - 220HP	T	-MAN-	64×5486	Control Control Section - Alexander
	Regular - LPG Fueled		-	Falcover vers	
	Regular - Electric	\$	382,500.00	i istalee ist	
	Regular - Gasoline		45/4	Service Sec	n de la companya de l
DELIVERY TO CHARLEST	ON, WV - F/59 Diesel	一		A SALAN AND A	i ji shibalaran lan ƙirafat
DELIVERY TO CHARLEST	ON, WV - F/59 Propane			08800000	Participation of Santa
DELIVERY TO CHARLEST	ON, WV - F/59 Gasoline		a page	185650 DA TAC	In Control Control Control
DELIVERY TO CHARLEST		\$	13,000.00	Salar Section	4-10-10-10-10-10-10-10-10-10-10-10-10-10-
		**************************************	Constitution of the same	nik filomografie	a de la companya de La companya de la co
AND THE PROPERTY OF THE PARTY O	65 PAS	SENGE	R	The state of the s	And the second second
Nicolayeson dio sya-	Regular - 230HP			12-12-12-12-12-12-12-12-12-12-12-12-12-1	Burgaran Salah Baran Jarah
	Regular - LPG Fueled			the project with the last	Tur-Marin (1975) (1975) P. Saraha Barata (1975) (1975)
Section and and the sections	Regular - Electric	\$	385,500.00	Mary and Aller	and the second s
Victoria de la Proposición	Regular - Gasoline	Ť	,	California (California)	Note that was a second
DELIVERY TO CHARLESTON, WV - F/65 Diesel			1007-1-1	individual section	Marie Carlotte (1966) Marie Lovan Actor (19
DELIVERY TO CHARLESTO				2.50 - 1.00 - 1.	CENTRAL CONTRACTOR
DELIVERY TO CHARLESTO		-		162 O.C.S. 300	A CANADA
DELIVERY TO CHARLESTO		\$	13,000.00		
(Harayaia Hajaya Hadiya	Gift Liber in Mic September Indoe	100/100/100	and the late of the late of		Colorado e de colorado de la colorada de la colorad
	71 PAS:	ENCE	D	Alternative Auto Control	
<b>被第</b> 的形式的原始是10.34数数	Regular - 230HP	LINGE	Δ,	C8695w.s.tu.t.e.sa	a A Mar As Dicker De De Sir Hill
AND AND PARTIES.	Regular - LPG Fueled	-		Control of the	
Man Addition that the desired and the College of th	Regular - Electric	\$	388,500.00		and the second
energia de la composition della composition dell	Regular - Gasoline	7	368,300.00		
OF IVERY TO CHAPIESTO		-		30.2	
DELIVERY TO CHARLESTON, WV - F/71 Diesel DELIVERY TO CHARLESTON, WV - F/71 Propane				The second second	
DELIVERY TO CHARLESTO					
DELIVERY TO CHARLESTO		s	43,000,00		
PELIVERY TO CHARLESTO	A THE WAY TO A COUNTY OF THE C	<b>&gt;</b>	13,000.00		
		AND CALL			
and the second of the second o	77 PASS	ENGE	<u>R</u>		
	Regular - 230HP		tions and a second	No. West	
	Regular - LPG Fueled	_		Existrated	
	Regular - Electric	\$	391,500.00		
	Regular - Gasoline		74 - 24M A. A.		
ELIVERY TO CHARLESTO	The state of the s	-		No.	
DELIVERY TO CHARLESTO					
DELIVERY TO CHARLESTO	The state of the s				A Company
<b>PELIVERY TO CHARLESTO</b>	N W// - E/ Floctric T	Ş	13,000.00		and the part of the party



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

83 PASSENGER						
是多年(C1354)的24年(A1544)(A	Regular - 230HP			<b>西京新疆市新疆</b>		
A STATE OF THE STA	Regular - LPG Fueled					
and the confidence is R	legular - Electric	\$	394,500.00	SAN SHIMA		
SECTION AND SECTION ASSESSED.	Regular - Gasoline	1.50 mm a 1				
DELIVERY TO CHARLESTON, WV - F/83 Diesel		-	700	The second secon		
DELIVERY TO CHARLESTON, WV - F/83 Propane		12.55	100		A November 1988 of Asia	
DELIVERY TO CHARLESTON, WV - F/83 Gasoline			***			
DELIVERY TO CHARLESTON, WV - F/ Electric		\$	13,000.00	650 20 S	The second se	
		St 4833	TOWNSHIP OF STREET		The same of the sa	

