



DRIVING THE FUTURE

1800 S Figueroa St., Los Angeles, CA 90015
(213) 748-9980 • <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

RECEIVED

2022 NOV 30 PM 1:37

WV PURCHASING
DIVISION

BID RECEIVED LATE

BUYER Jessica L. Hovanec

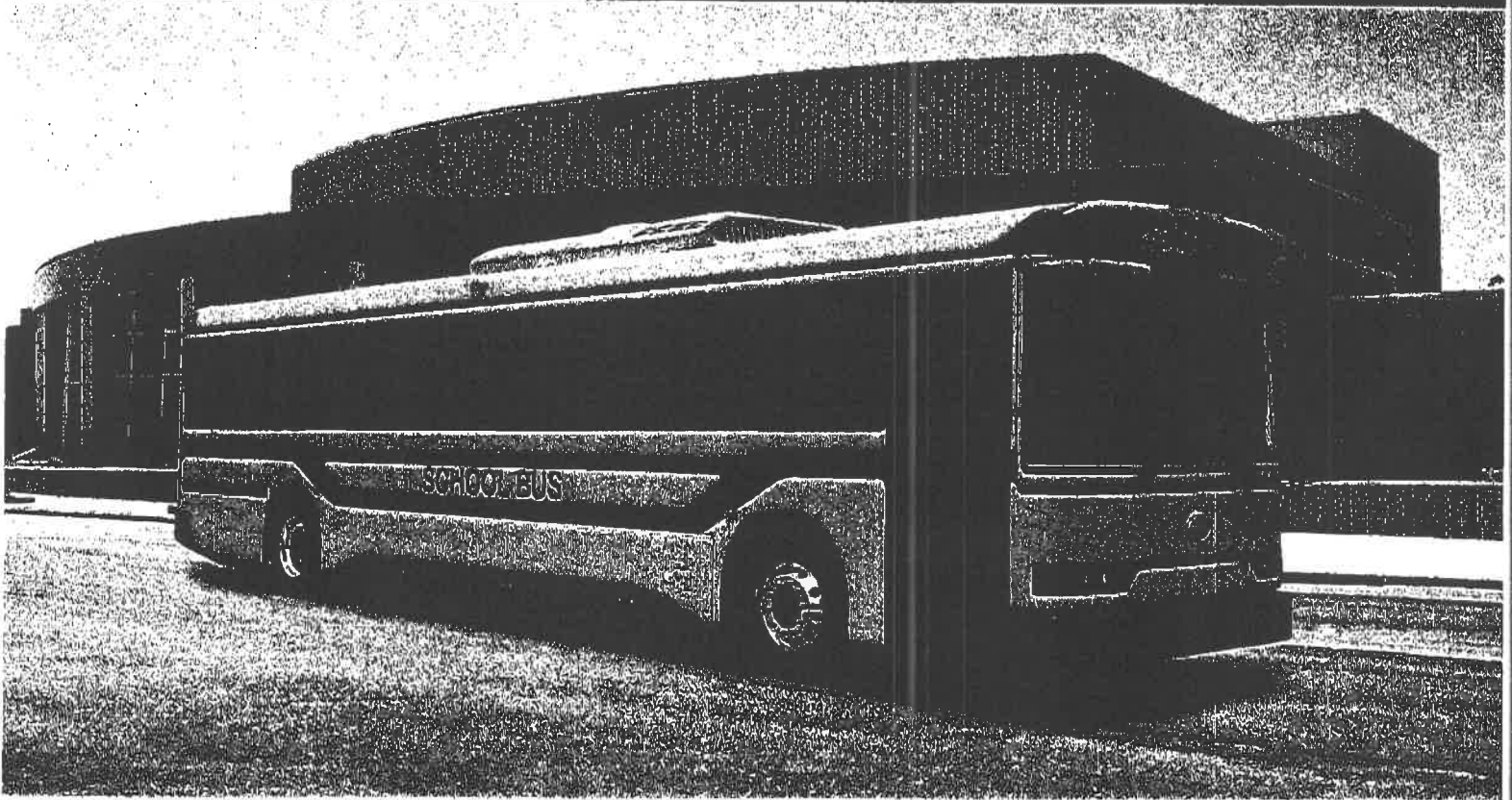
WITNESS [Signature]

DISQUALIFIED

Response to Solicitation No. CRFQ SWC2300000008

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
DRIVING THE FUTURE

BYD Contact Personnel:

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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.



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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 SWC230000008

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™, 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 SWC290000008
November 30, 2022
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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



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Designated Contact Information

RFQ Contact

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Revolutionary Electric School Buses..... 1

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EXHIBIT A Pricing Pages

1. TRANSIT UNITS:				
71 PASSENGER				
	230HP, FE			
	230HP, RE			
	ELECTRIC	\$	388,500.00	
	GASOLINE			
DELIVERY TO CHARLESTON, WV - DIESEL				
DELIVERY TO CHARLESTON, WV - ELECTRIC				
		\$	13,000.00	
DELIVERY TO CHARLESTON, WV - GASOLINE				
77 PASSENGER				
	230HP, FE			
	230HP, RE			
	ELECTRIC	\$	391,500.00	
	GASOLINE			
DELIVERY TO CHARLESTON, WV - DIESEL				
DELIVERY TO CHARLESTON, WV - ELECTRIC				
		\$	13,000.00	
DELIVERY TO CHARLESTON, WV - GASOLINE				
84 PASSENGER				
	245HP, FE			
	245HP, RE			
	ELECTRIC	\$	395,000.00	
	GASOLINE			
DELIVERY TO CHARLESTON, WV - DIESEL				
DELIVERY TO CHARLESTON, WV - ELECTRIC				
		\$	13,000.00	
DELIVERY TO CHARLESTON, WV - GASOLINE				
89 PASSENGER				
	245HP, FE			
	245HP, RE			
	ELECTRIC			
	GASOLINE			
DELIVERY TO CHARLESTON, WV - DIESEL				
DELIVERY TO CHARLESTON, WV - ELECTRIC				
DELIVERY TO CHARLESTON, WV - GASOLINE				

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

2. CONVENTIONAL UNITS:				
24 PASSENGER				
TYPE A	130HP			
TYPE A	LPG Fueled			
TYPE A	Gasoline			
TYPE A	Electric	\$	287,000.00	
DELIVERY TO CHARLESTON, WV		\$	13,000.00	
30 PASSENGER				
TYPE A	130HP			
TYPE A	LPG Fueled			
TYPE A	Gasoline			
TYPE A	Electric	\$	290,000.00	
DELIVERY TO CHARLESTON, WV		\$	13,000.00	
35 PASSENGER				
	Regular - 200HP			
	Regular - LPG Fueled			
	Regular - Gasoline			
	Regular - Electric	\$	370,500.00	
DELIVERY TO CHARLESTON, WV		\$	13,000.00	
47 PASSENGER				
	Regular - 220HP			
	Regular - LPG Fueled			
	Regular - 210HP			
	Regular - Electric	\$	376,500.00	
	Regular - Gasoline			
DELIVERY TO CHARLESTON, WV - F/47 Diesel				
DELIVERY TO CHARLESTON, WV - F/47 Propane				
DELIVERY TO CHARLESTON, WV - F/47 Gasoline				
DELIVERY TO CHARLESTON, WV - F/ ELECTRIC		\$	13,000.00	
53 PASSENGER				
	Regular - 220HP			
	Regular - LPG Fueled			
	Regular - 210HP			
	Regular - Electric	\$	379,500.00	
	Regular - Gasoline			
DELIVERY TO CHARLESTON, WV - F/53 Diesel				
DELIVERY TO CHARLESTON, WV - F/53 Propane				
DELIVERY TO CHARLESTON, WV - F/53 Gasoline				
DELIVERY TO CHARLESTON, WV - F/Electric		\$	13,000.00	