

LA STAP RFP

VOL II: PRICE PROPOSAL

February 19, 2021



BikeHub (dba Tranzito)**Price Proposal Explanation**

Please provide a rationale for your Price Proposal in 500 words or less.

* Capital & Operating Costs : Required Program Elements	Unit Costs are based upon blended average taking total Cost (plus 8% contingency) divided by total Units.
** Capital & Operations Costs : Additional Program Elements	Construction Costs (Lines 23: 28) are based upon the highest construction estimate from the 4 scenarios (50% / 50% split). See below for explanation.
*** Capital Investment	Understanding of Terms
	% CAPEX Recovery from Gross Revenue : Current Year's Projected Gross Revenues divided by cumulative CAPEX spend.
	Maximum Recapture : Straight-line depreciation schedule of cumulative CAPEX spend.
	CAPEX Balance EOY : Cumulative CAPEX spend divided by % CAPEX Recovery from Gross Revenue
**** Revenue Share	See below for Scenario Details. 10-Year Term totals are shown due to massive project variability and uncertain City term desires. Two scenarios are shown (0-\$657,000,943) is based upon Vector Media's MAG; (0-\$869,452,067) is based upon Anticipated Project Revenues.

Scenario 1: 100% Partner CapEx	Described as Model 2 in Technical Proposal. In this scenario, a \$6,000,000 MAG is provided to the City + 3% CPI annual increase. Trench work is limited to minimal as-needed trenching to provision power to sites that require them (514 sites at \$20,000 + 3% CPI annual increase), 5G rollout alongside Vertical Bridge will take place at 458 sites that are ideal for limited trench work.
Scenario 2: 50% Partner CapEx	Described as Model 3 in Technical Proposal (Jointly-financed). In this scenario, the City and Partner each contribute \$111,047,131 to the project, maximum trench work is provisioned (671 sites at \$45,000 + 3% CPI annual increase) in order to facilitate maximum 5G rollout alongside Vertical Bridge.
Scenario 3: 0% Partner CapEx	Described as Model 1 in Technical Proposal. In this scenario, no budget for trench work is provisioned, assume working alongside City's internal trench plans, 5G rollout alongside Vertical Bridge will take place at 458 sites that are trenched by the City.
Scenario 4: Creative	Described as Model 3 in Technical Proposal (Jointly-financed). In this scenario, the City contributes \$50m and trench work towards project. 5G rollout alongside Vertical Bridge will take place at 458 sites that are trenched by the City.

We have spent considerable time planning on multiple scenarios to best accommodate the City's desires, which do not lend itself to the rigidity of this Worksheet. Please see accompanying USB Files for greater details of all 4 Scenarios, based upon 2 Scenarios -- Standards Revenue Projections (Summary) and if Vector MAG is exercised (COVID).

BikeHub (dba Tranzito)**Capital & Operating Costs**

Please complete quantities and unit costs for all elements you are proposing.

Use your total capital costs from this sheet to propose different scenarios in this Price Proposal.

Areas shaded in PINK will be locked.

Required Program Elements*			
Program Element	Quantity	Unit Cost	Total
Transit Shelters (minimum 3,000)	3000	\$28,874	\$86,621,751
Digital Displays	750	\$23,429	\$17,571,672
Interactive Kiosks	215	\$23,425	\$5,036,297
Vending Kiosks			\$0
Urban Panels	208	\$79,141	\$16,461,332
Smart, 5G & Public WiFi Components	3514	\$1,342	\$4,716,405
eLockers	43	\$21,637	\$930,405
Content Management System	1	\$400,000	\$400,000
Total			\$131,737,862
Additional Program Elements**			
Program Element	Quantity	Unit Cost	Total
Scooter docks	49	\$33,650	\$1,648,830
Replacement digital screens	1199	\$13,778	\$16,519,226
Traffic control, site work	1	\$26,149,871	\$26,149,871
Trenching: 5G smart cities infrastructure	1	\$31,665,714	\$31,665,714
Construction contingency	1	\$7,466,375	\$7,466,375
Construction markup	1	\$6,528,196	\$6,528,196
Construction bond	1	\$1,037,925	\$1,037,925
VirtualPower Purchase Agreement	1	\$48,112,509	\$48,112,509
One-time city payment	1	\$6,000,000	\$6,000,000
Architectural Design	1	\$984,850	\$984,850
Construction Design	1	\$850,000	\$850,000
Interactive Design	1	\$1,590,100	\$1,590,100
Mobility Design	1	\$690,000	\$690,000
Urban Design, permit prep	1	\$1,908,560	\$1,908,560
Total			\$151,152,156
Capital Improvement Costs			
Item	Quantity	Unit Cost	Total
Shelter Rehabilitation		\$2,000,000	\$0
Site Rehabilitation		\$0	\$0
Total			\$0
Grand Total Capital Costs			\$282,890,018

Operating Costs			
Item	Quantity	Unit Cost	Total
Maintenance Costs	1	\$44,313,260	\$44,313,260
Administrative Costs	1	\$35,303,898	\$35,303,898
Asset Management Licensing	1	\$17,525,572	\$17,525,572
Total			\$97,142,730
Other Costs/Fees			
Item	Quantity	Unit Cost	Total
Estimated Taxes		\$0	\$0
Permit Fees	1	\$248,439	\$248,439
Advertising Commissions 28%	1	\$237,898,710	\$237,898,710
Total			\$238,147,149
Grand Total Operating Costs			\$335,289,879

BikeHub (dba Tranzito)

Revenue Projections Worksheet

Estimate your total number of Revenue Ready Units for each year and make your revenue projections for each category of Program Element.

Areas shaded in PINK will be locked.

New Program Inventory		Anticipated Gross Revenue by Program Element											
Year	TOTAL Revenue Ready Units at Beginning of Year	New Shelters w Digital	New Shelters w Static	Interactive Kiosks	Vending Kiosks	Urban Panels	eLockers	Other (List Item)	Other (List Item)	Other (List Item)	Other (List Item)	Other (List Item)	Anticipated Annual Gross Revenue
								<i>Scooter Dock</i>	<i>Infrastructure Rev</i>	<i>Co-Tenancy</i>			
Year 1	0	\$14,401,459	\$0	\$3,583,912			\$358,391	\$936,625	\$6,204,600	\$248,184			\$25,733,171
Year 2	1034	\$29,881,542	\$1,666,051	\$7,436,492		\$11,568,960	\$743,649	\$1,939,838	\$1,593,204	\$319,358			\$55,149,094
Year 3	1550	\$30,998,961	\$5,393,244	\$7,714,830		\$26,594,590	\$771,483	\$2,008,734	\$1,477,409	\$388,035			\$75,347,286
Year 4	2014	\$31,928,929	\$9,595,072	\$7,946,275		\$30,237,837	\$794,627	\$2,068,996	\$1,311,272	\$452,127			\$84,335,135
Year 5	2414	\$32,886,797	\$14,044,155	\$8,184,663		\$31,144,972	\$818,466	\$2,131,066	\$1,350,611	\$519,715			\$91,080,445
Year 6	2814	\$33,873,401	\$18,751,548	\$8,430,203		\$32,079,321	\$843,020	\$2,194,998	\$1,391,129	\$590,952			\$98,154,572
Year 7	2814	\$34,889,603	\$23,176,913	\$8,683,109		\$33,041,701	\$868,311	\$2,260,848	\$1,074,647	\$651,666			\$104,646,798
Year 8	3214	\$35,936,291	\$25,577,379	\$8,943,602		\$34,032,952	\$894,360	\$2,328,673		\$671,216			\$108,384,473
Year 9	3514	\$37,014,380	\$26,344,701	\$9,211,910		\$35,053,940	\$921,191	\$2,398,533		\$691,352			\$111,636,007
Year 10	3514	\$38,124,811	\$27,135,042	\$9,488,268		\$36,105,558	\$948,827	\$2,470,489		\$712,093			\$114,985,088
TOTAL												\$869,452,069	

BikeHub (dba Tranzito)

Scenario 1: 100% Partner CAPEX

	MAG (Optional)	Use if No MAG			
		Bottom of Tier (\$mil)	Top of Tier (\$mil)	City Share	Partner Share
10-Year Term		n/a	n/a		
See Price		\$0	\$657,000,943	2.8%	97.2%
Proposal		\$0	\$869,452,067	15.3%	84.7%
Explanation**					
**					

Scenario 2: 50% Partner CAPEX

	MAG (Optional)	Use if No MAG			
		Bottom of Tier (\$mil)	Top of Tier (\$mil)	City Share	Partner Share
10-Year Term		n/a	n/a		
See Price		\$0	\$657,000,943	23.0%	77.0%
Proposal		\$0	\$869,452,067	36.2%	63.8%
Explanation					

Scenario 3: 0% Partner CAPEX

	MAG (Optional)	Use if No MAG			
		Bottom of Tier (\$mil)	Top of Tier (\$mil)	City Share	Partner Share
10-Year Term		n/a	n/a		
See Price		\$0	\$657,000,943	58.0%	42.0%
Proposal		\$0	\$869,452,067	61.2%	38.8%
Explanation					

Scenario 4 - Creative

	MAG (Optional)	Use if No MAG			
		Bottom of Tier (\$mil)	Top of Tier (\$mil)	City Share	Partner Share
10-Year Term		n/a	n/a		
See Price		\$0	\$657,000,943	34.3%	25.0%
Proposal		\$0	\$869,452,067	38.6%	25.0%
Explanation					

BikeHub (dba Tranzito)

CAPEX Scenarios

Firms must complete Scenarios 1 through 3.

An Alternative Scenario may be proposed, but is not required.

Scenario 1***

Sourced from Revenue Projections Tab

Year	100% Bidder CAPEX	0% City CAPEX	New Inventory Units	Projected Gross Revenue	% CAPEX Recovery from Gross Revenue	Maximum Recapture	CAPEX Balance EOY
1	\$77,359,465		0	\$ 25,733,171	33.26%	\$7,735,947	\$51,626,294
2	\$40,592,931		1034	\$ 55,149,094	46.76%	\$11,795,240	\$49,101,774
3	\$31,988,750		1550	\$ 75,347,286	50.25%	\$14,994,115	\$40,341,529
4	\$23,841,789		2014	\$ 84,335,135	48.53%	\$17,378,294	\$33,035,791
5	\$24,233,003		2414	\$ 91,080,445	46.00%	\$19,801,594	\$30,927,140
6	\$39,218,959		2814	\$ 98,154,572	41.37%	\$23,723,490	\$41,123,555
7	\$24,148,616		2814	\$ 104,646,798	40.04%	\$26,138,351	\$39,139,981
8	\$7,957,352		3214	\$ 108,384,473	40.24%	\$26,934,087	\$28,145,067
9	\$7,326,013		3514	\$ 111,636,007	40.35%	\$27,666,688	\$21,158,381
10	\$7,545,793		3514	\$ 114,985,088	40.46%	\$28,421,267	\$17,091,208

10% Depreciation

Scenario 3

Sourced from Revenue Projections Tab

Year	0% Bidder CAPEX	100% City CAPEX	New Inventory Units	Projected Gross Revenue	% CAPEX Recovery from Gross Revenue	Maximum Recapture	CAPEX Balance EOY
1		\$77,359,465	0	\$ 25,733,171	Read Price Proposal Explanation		
2		\$40,592,931	1034	\$ 55,149,094			
3		\$31,988,750	1550	\$ 75,347,286			
4		\$23,841,789	2014	\$ 84,335,135			
5		\$24,233,003	2414	\$ 91,080,445			
6		\$39,218,959	2814	\$ 98,154,572			
7		\$24,148,616	2814	\$ 104,646,798			
8		\$7,957,352	3214	\$ 108,384,473			
9		\$7,326,013	3514	\$ 111,636,007			
10		\$7,545,793	3514	\$ 114,985,088			

Scenario 2

Sourced from Revenue Projections Tab

Year	50% Bidder CAPEX	50% City CAPEX	New Inventory Units	Projected Gross Revenue	% CAPEX Recovery from Gross Revenue	Maximum Recapture	CAPEX Balance EOY
1	\$38,679,733	\$38,679,733	0	\$ 25,733,171	Read Price Proposal Explanation		
2	\$20,296,466	\$20,296,466	1034	\$ 55,149,094			
3	\$15,994,375	\$15,994,375	1550	\$ 75,347,286			
4	\$11,920,895	\$11,920,895	2014	\$ 84,335,135			
5	\$12,116,502	\$12,116,502	2414	\$ 91,080,445			
6	\$19,609,480	\$19,609,480	2814	\$ 98,154,572			
7	\$12,074,308	\$12,074,308	2814	\$ 104,646,798			
8	\$3,978,676	\$3,978,676	3214	\$ 108,384,473			
9	\$3,663,007	\$3,663,007	3514	\$ 111,636,007			
10	\$3,772,897	\$3,772,897	3514	\$ 114,985,088			

Alternative Scenario

Sourced from Revenue Projections Tab

Year	% Bidder CAPEX	% City CAPEX	New Inventory Units	Projected Gross Revenue	% CAPEX Recovery from Gross Revenue	Maximum Recapture	CAPEX Balance EOY
1					Read Price Proposal Explanation		
2							
3							
4							
5							
6							
7							
8							
9							
10							