

0150-11346-0001

**TRANSMITTAL**

TO  
The City Council

DATE  
03/31/21

COUNCIL FILE NO.

FROM  
The Mayor

COUNCIL DISTRICT  
All

**Proposed First Amendment to Contract C-133371 with Proterra, Inc.  
for the procurement of battery-electric DASH buses and bus chargers**

Pursuant to the Mayor's Fiscal Year 2020-21 Cost Containment Memo dated June 24, 2020, the contract amendment is funded by budgeted special funds and allows sufficient time for the contractor to deliver the battery-electric DASH buses and bus chargers that have been delayed due to the COVID-19 pandemic. The contract amendment is authorized for execution.

Please see the City Administrative Officer report attached.



MAYOR

(Ana Guerrero for)

**Report From**  
**OFFICE OF THE CITY ADMINISTRATIVE OFFICER**  
**Analysis of Proposed Contract**  
(\$25,000 or Greater and Longer than Three Months)

To: The Mayor	Date: 03-23-21	C.D. No. All	CAO File No.: 0150-11346-0001				
Contracting Department/Bureau: Department of Transportation		Contact: Angela De La Rosa (213) 972-5949					
Reference: Department of Transportation request to the Mayor's Office and the Office of the City Administrative Officer dated December 10, 2020							
Purpose of Contract: Procurement of 25 battery-electric DASH buses and 13 bus chargers							
Type of Contract: ( ) New contract (X) Amendment, Contract No. C-133371		Contract Term Dates: June 25, 2019 to June 30, 2021 (six-month extension from January 1, 2021 to June 30, 2021)					
Contract/Amendment Amount: \$0							
Proposed amount \$ 0 + Prior award(s) \$ 22,136,923 = Total \$ 22,136,923							
Source of funds: Proposition A Local Transit Assistance Fund							
Name of Contractor: Proterra, Inc.							
Address: 1815 Rollins Road, Burlingame, CA 94010							
	Yes	No	N/A	Contractor has complied with:	Yes	No	N/A
1. Council has approved the purpose	X			8. Business Inclusion Program	X		
2. Appropriated funds are available	X			9. Equal Benefits & First Source Hiring Ordinances	X		
3. Charter Section 1022 findings completed	X			10. Contractor Responsibility Ordinance	X		
4. Proposals have been requested	X			11. Disclosure Ordinances	X		
5. Risk Management review completed	X			12. Bidder Certification CEC Form 50	X		
6. Standard Provisions for City Contracts included	X			13. Prohibited Contributors (Bidders) CEC Form 55	X		
7. Workforce that resides in the City: 0%				14. California Iran Contracting Act of 2010	X		


**RECOMMENDATION**

That the Mayor and Council authorize the General Manager of the Department of Transportation (LADOT), or designee, to execute the First Amendment to Agreement C-133371 with Proterra to extend the contract term by six months, from January 1, 2021 to June 30, 2021, to complete the purchase of 25 battery-electric DASH buses and 13 chargers due to COVID-related manufacturing delays.

**SUMMARY**

LADOT is requesting authorization to execute a contract amendment with Proterra, Inc. (Proterra) to extend the contract term by six months, from January 1, 2021 to June 30, 2021, for the purchase of 25 battery-electric DASH buses and 13 chargers due to delays caused by the temporary closure of the Proterra manufacturing facility due to the COVID-19 pandemic and subsequent reopening protocols.

On October 26, 2018, the City Council authorized LADOT to enter into a contract with Proterra to purchase 25 battery-electric buses as part of the previously awarded Federal Transportation Agency (FTA) Low or No Emission Grant Program (C.F. 18-0244). On June 25, 2019, LADOT executed an 18-month agreement with Proterra for the purchase of 25 battery-electric buses and 13 bus chargers, with front-funding provided by the Proposition A Local Transit Assistance Fund and partial reimbursement through the FTA grant.

Roy Cervantes			 City Administrative Officer
RC	Analyst	06210098	

In March 2020, the Governor of California instituted stay-at-home restrictions in response to the COVID-19 pandemic, which caused Proterra to cease its vehicle manufacturing and close the facility. In May 2020, the Los Angeles County Department of Public Health issued an order that allowed the reopening of manufacturing establishments that adopted COVID-19 protocols.

Due to the forced closure and the implementation of COVID-19 protocols, Proterra could not meet the original vehicle delivery schedule of December 2020. The remaining vehicles are now expected to be delivered by March 2021. The proposed First Amendment would extend the contract term by six months to June 2021 to ensure that all vehicles are received and that LADOT can complete all acceptance inspections and process all related invoices. No additional compensation is required for the contract. Council approval is required since the Council provided the original authorization for the contract.

### **Cost Containment Memo Compliance**

In accordance with the Mayor's Cost Containment Memo dated June 24, 2020, the execution of new contracts and contract amendments are suspended unless certain exception criteria are met. Departments may request approval to proceed with contracts and expenditures that are: 1) essential to public health and safety, 2) revenue generating, or 3) legally mandated. Additionally, Special Fund contracts with no General Fund impact may also receive an exception following a review of the financial health of those special funds and the recommended necessity of the expenditure by this Office.

This Office recommends exceptions for the proposed First Amendment as funding from the Proposition A Local Transit Assistance Fund remains available, and it is in the City's best interest to complete the purchase of electric buses and chargers rather than cancelling or abandoning these efforts while still in progress.

### **FISCAL IMPACT STATEMENT**

There is no General Fund impact. There is no proposed change to the contract compensation, and funding is available for the contract within the Proposition A Local Transit Assistance Fund.

### **FINANCIAL POLICIES STATEMENT**


The recommendations comply with City Financial Policies in that sufficient special fund revenues are available and eligible for this purpose.

# CITY OF LOS ANGELES

## INTER-DEPARTMENTAL MEMORANDUM

Date: December 8, 2020

To: The Honorable Eric Garcetti, Mayor  
Office of the Mayor  
Attention: Heleen Ramirez, Legislative Coordinator

From: Seleta J. Reynolds, General Manager   
Department of Transportation

Subject: **AUTHORIZATION TO EXTEND THE TERM OF THE CONTRACT WITH PROTERRA, INC. FOR THE PROCUREMENT OF TWENTY-FIVE (25) BATTERY-ELECTRIC BUSES AND THIRTEEN (13) CHARGERS**

### SUMMARY

The City of Los Angeles Department of Transportation (LADOT) is requesting authorization to execute a contract amendment with Proterra, Inc. (C-133371) to extend the term of the contract by six months, for the purchase of 25 battery-electric DASH buses and 13 chargers, due to delays caused by the closure of the Proterra, Inc. manufacturing facility and the COVID-19 protocols in place at the reopening of the facility.

### RECOMMENDATION

That the Mayor:

1. Authorize the General Manager of LADOT to execute the First Amendment to Agreement C-133371 with Proterra, Inc., to extend the contract term by six months until June 30, 2021, subject to the approval of the City Attorney as to form and legality.

### BACKGROUND

The LADOT, in Partnership with LADWP, CalSTART, and Proterra, Inc., applied for FY 2017 Federal Transportation Agency (FTA) Low or No Emission Grant Program (Low-No Grant) in support of the Mayor's commitment to electrify all City transit fleet vehicles by 2028. On September 15, 2017, the FTA announced that the City and its partnering agencies, including Proterra, Inc., were awarded program funding for the purchase and installation of battery-electric buses and chargers.

On May 8, 2018, the City Council authorized LADOT to accept the FTA's \$1,225,000 grant award in 5339(C) grant funds for the purchase of 25 Proterra battery-electric buses and 13 chargers and deposit the funds into the Proposition A Local Return Fund no. 385, and appropriate therein to the Zero Emission Bus Purchase, Account No. 94MA04. City Council further instructed LADOT not to expend any of the FTA grant funds until Council provides further policy guidance relative to the expansion of transit services and future bus purchases. (C.F. 18-0336)

City Council also authorized LADOT to enter into a contract with CalSTART to provide an electrification plan for two LADOT bus maintenance yards and pay invoices of up to \$215,000 from Proposition A Local Return Fund No. 385, Zero-Emission Bus Purchase, Account No. 94MA04. (C.F. 18-0336)

On October 26, 2018, the City Council authorized LADOT to establish a new interest-bearing Fund entitled Bus Purchase Program within Department No. 94, to receive and distribute authorized funds, including those received from both the State and Federal governments as reimbursement for capital purchases authorized by Council. City Council further authorized LADOT to enter into a contract with Proterra, Inc. to purchase 25 battery-electric buses as part of the No-Low Grant. (C.F. 18-0244)

On October 31, 2018, the Mayor approved the Transit Services Analysis Phase One recommendations, giving the LADOT authority to purchase 25 battery-electric powered buses and 13 electric chargers for Proterra, Inc.

On June 25, 2019, the LADOT entered into an 18-month Agreement (C-133371) with Proterra, Inc. for the purchase of 25 battery-electric powered buses and 13 electric chargers.

## **DISCUSSION**

On January 30, 2020, the World Health Organization (WHO) declared a Public Health Emergency of International Concern in response to the COVID-19 virus. During the following months, the COVID-19 virus spread worldwide, causing a pandemic.

To stop the spread of COVID-19, the Honorable Gavin Newsom, Governor of California, issued Executive Order N-25-20 on March 4, 2020, which instituted social distancing measures intended to reduce the spread of the COVID-19 virus. On March 19, 2020, the Governor issued Executive Order N-33-20, which instituted the stay-at-home restrictions. The stay-at-home order caused Proterra, Inc. to cease vehicle manufacturing and close the facility.

On May 13, 2020, the Los Angeles County Department of Public Health issued an order allowing the reopening of those manufacturing establishments which adopted COVID-19 protocols, including social distancing. Proterra, Inc. was one of the manufactures allowed to open under this order.

Due to the closure and implementation of COVID-19 protocols, Proterra, Inc. cannot meet the original vehicle delivery schedule. This Amendment will move the delivery dates for the remaining vehicles from December 2020 to March 2021. In response, the LADOT is requesting permission to extend the current contract term to June 30, 2021, to ensure all vehicles are received and the LADOT can complete all acceptance inspections and process all invoices.

## **FISCAL IMPACT**

There is no General Fund impact associated with this Amendment.

Attachments: Contract Amendment C-133371-1

SJR: jv

**FIRST AMENDMENT**  
**TO AGREEMENT C-133371**  
**BETWEEN**  
**THE CITY OF LOS ANGELES**  
**AND**  
**PROTERRA, INC.**  
**FOR**  
**THE PROCUREMENT OF**  
**TWENTY-FIVE (25) ELECTRIC BUSES AND THIRTEEN (13) CHARGERS**  
**FOR THE LADOT DASH PROGRAM**

**FIRST AMENDMENT TO AGREEMENT C-133371**  
**BETWEEN**  
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**FOR**  
**THE PROCUREMENT OF TWENTY-FIVE (25) ELECTRIC BUSES AND THIRTEEN (13) CHARGERS**  
**FOR THE LADOT DASH PROGRAM**

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**THIS FIRST AMENDMENT** to Agreement C-133371 between the City of Los Angeles, a municipal corporation (hereinafter referred to as the “City”), acting by and through the Department of Transportation (hereinafter referred to as “LADOT”), and Proterra, Inc., a California corporation (hereinafter referred to as the “Contractor”), is entered into with reference to the following:

**WITNESSETH**

**WHEREAS**, the LADOT desires to purchase twenty-five (25) new electric-powered buses plus thirteen (13) chargers for the operation of the DASH service; and

**WHEREAS**, the LADOT in partnership with LADWP, CalSTART, and the Contractor applied for the FY 2017 Federal Transportation Agency (FTA) Low or No Emission Grant Program (Low-No Grant) in support of the Mayor’s commitment to electrifying all City transit fleet vehicles by 2028; and

**WHEREAS**, on September 15, 2017, the FTA announced that the City and its partnering agencies, including the Contractor, were awarded program funding for the purchase and installation of battery-electric buses and chargers; and

**WHEREAS**, in anticipation of the release of the LADOT Transit Service Analysis, the FY 2017-2018 Adopted budget includes funding for new routes, expanded service and service hours, and funding for the purchase of twenty-five (25) new buses and thirteen (13) chargers; and

**WHEREAS**, on October 26, 2018, the Transportation Committee adopted the Transit Service Analysis Phase One recommendations (Council File No. 18-0244) and City Council authorized LADOT to enter into an agreement with Contractor to purchase twenty-five (25) battery-electric buses and thirteen (13) chargers as part of the Low-No Grant; and

**WHEREAS**, on October 31, 2018, the Mayor approved the Transit Services Analysis Phase One recommendations and gave the LADOT authority to purchase the twenty-five (25) electric-powered buses and thirteen (13) chargers for the Contractor joining the Agreement; and

**WHEREAS**, on June 25, 2019, the parties entered into Agreement C-133371, wherein the Contractor agreed to manufacture and deliver twenty-five (25) battery-electric buses and thirteen (13) chargers to LADOT; and

**WHEREAS**, on January 30, 2020, the World Health Organization (WHO) declared a Public Health Emergency of International Concern in response to the COVID-19 virus. During the following months, the COVID-19 virus spread worldwide, causing a pandemic; and

**WHEREAS**, on March 4, 2020, the Governor of California issued Executive Order N-25-20, which included instituted social distancing measures intended to reduce the spread of the COVID-19 virus; and

**WHEREAS**, on March 19, 2020, the Governor of California issued Executive Order N-33-20, which instituted the stay-at-home restrictions intended to reduce the spread of the COVID-19 virus further, caused the closure of all but essential businesses, including the closure of the Contractor's manufacturing facility; and

**WHEREAS**, on May 13, 2020, the Los Angeles County Department of Public Health issued an order allowing the reopening of those manufacturing establishments which adopted COVID-19 protocols, including social distancing, which included the reopening of the Contractor's manufacturing facility; and

**WHEREAS**, the Contractor, due to the closure and implementation of COVID-19 protocols, is not able to meet the original vehicle delivery schedule; and

**WHEREAS**, LADOT desires in this First Amendment to Agreement C-133371 to extend the term of the Agreement to accommodate the Contractor's adjusted vehicle delivery schedule; and

**NOW, THEREFORE**, in consideration of the above premises and the mutual covenants and agreements herein contained, the parties agree as follows:

1. Section 3. TERMS OF AGREEMENT, Subsection 3.1. Term is hereby removed in its entirety and replaced as follows:

#### 3.1 Term

This Agreement will commence from June 25, 2019, and will terminate on June 30, 2021, thereafter, unless otherwise terminated in accordance with the termination provisions herein.

2. Section 3. TERMS OF AGREEMENT, Subsection 3.6.2 Battery Warranty is hereby removed in its entirety and replaced as follows:

#### 3.6.2 Battery Warranty

The battery warranty shall be based on the Proterra Standard Limited Warranty Battery System (XR,E2) incorporated herein by reference as Exhibit 1 (the "Battery Warranty"). The replacement Battery packs shall be subject to the warranty available at the time of replacement



and acceptance, but for no less than a 6-year warranty (see Exhibit 2, the “Upfront Battery Agreement”).

3. Section 7. DELIVERY OF BUSES, Subsection 7.1. Delivery Schedule is hereby removed in its entirety and replaced as follows:

7.1 Delivery Schedule

The Contractor will commence bus delivery in July 2020 and will deliver all twenty-five (25) buses and thirteen (13) chargers no later than May 31, 2021.

4. Except as herein amended, all other terms and conditions of this Agreement shall remain unchanged.

**REMAINDER OF PAGE INTENTIONALLY LEFT BLANK  
SIGNATURE PAGE FOLLOWS**

**IN WITNESS WHEREOF**, the City of Los Angeles and the Contractor have caused this Agreement to be executed by their duly authorized representatives.

**THE CITY OF LOS ANGELES**

**Proterra, Inc., a California Corporation**

By: \_\_\_\_\_  
Seleta J. Reynolds  
General Manager  
Department of Transportation

By\*: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**APPROVED AS TO FORM:**  
MICHAEL N. FEUER, City Attorney

By\*\*: \_\_\_\_\_

By: \_\_\_\_\_  
Michael Nagle  
Deputy City Attorney

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**ATTEST:**  
HOLLY L. WOLCOTT, City Clerk

NOTE: If Contractor is a corporation, two signatures are required.

\* The signature of President, Chairman of the Board, or Vice President is required here; and  
\*\* an additional signature of Secretary, Assistant Secretary, Chief Financial Officer, or Assistant Treasurer is also required for the Corporation.

By: \_\_\_\_\_

Date: \_\_\_\_\_

City Agreement Number:       C-133371-1      

Council File Numbers:       18-0336, 18-0244

**EXHIBIT 2**

**COST SHEET AND BUDGETARY ESTIMATE**

## Cost Sheet

### COST FOR CATALYST E2 ELECTRIC BATTERY BUSES

Bus Model	Cost Per Unit	No. of Units	Total Cost
Catalyst E2 (35')	\$940,303.52*	25	\$23,507,588
HVIP Voucher Price Reduction	-\$135,000.00	25	\$3,375,000
<b>TOTAL</b>	<b>\$805,303,52</b>	<b>25</b>	<b>\$20,132,588**</b>
5% CONTINGENCY			\$1,006,629
<b>TOTAL (W/CONTINGENCY)</b>			<b>\$21,139,217</b>

\*Catalyst E2 cost per unit includes \$80,000 Mid-Life Battery Upfront Prepayment per Unit Price, \$116,437 in configurables, and 9.5% sales tax of the price per bus minus ADA components not subject to tax.

\*\*The 25 HVIP vouchers have been subtracted from the total cost.

### ESTIMATED COST FOR CHARGERS

Model	Cost Per Unit	No. of Units	Total Cost
Charger	\$65,700	13	\$854,100
Longer extension Cable	\$329	13	\$4,277
Dispenser pedestal	\$821	13	\$10,673
Warranty	\$6,242	13	\$81,146
<b>TOTAL</b>	<b>\$73,092</b>	<b>13</b>	<b>\$950,196*</b>
5% CONTINGENCY			\$47,510
<b>TOTAL (W/CONTINGENCY)</b>			<b>\$997,706**</b>

\*Charger costs are based off Proterra's pricing for the manufacturer 125K chargers. This cost includes delivery of chargers. Longer cable is 25' and Warranty adds an additional 3 years to the standard 2 year warranty.

\*\* Total price for the chargers does not include installation.



Tom Melendez  
Maintenance Support Section Head  
Bureau of Transit Services  
Los Angeles Department of Transportation  
Phone: 213.200.9521  
Email: tommy.melendez@lacity.org

**Subject: Budgetary Estimate – Proterra 35’ E2 buses quantity 25 for LADOT**

Dear Mr. Melendez:

Proterra Inc (“Proterra”) is pleased to provide this budgetary estimate to Los Angeles Department of Transportation (“LADOT”) based on purchasing twenty-five (25) 35’ Catalyst E2 Plug-In Buses. As the leading innovator in heavy-duty electric transportation, Proterra is excited about the opportunity to provide electric buses to LADOT.

Budgetary Estimate

Included below is the budgetary pricing for our 35’ Catalyst E2 buses and configurable options quoted specifically for LADOT. The estimate was made based on the joint worksheet worked on by both LADOT and Proterra called, “Proterra LADOT Project Funding Analysis”.

If qualified, the bus vouchers have an estimated total of \$135,000 per bus, which includes the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (“HVIP”) funding and the Disadvantaged Communities (“DAC”) funding.

The table below calculates the budgetary estimate:

Project Cost	Unit Price	Volume	Total
Proterra 35 Ft. E2 Bus (with batteries and In-Kind Match Reduction)	\$674,000	25	\$16,850,000
Mid-life Battery Upfront Prepayment	\$80,000	25	\$2,000,000
Configurables	\$116,437	25	\$2,910,925
HVIP Voucher Price Reduction	-\$135,000	25	-\$3,375,000
Sales Tax at 9.5%	\$69,867	25	\$1,746,663
<b>Total Bus Cost</b>	<b>\$805,304</b>		<b>\$20,132,588</b>

*Total Value for 25 buses including a mid-life battery upfront prepayment is the following: \$20,132,588.*

Additional information regarding the Proterra estimated configurables can be found on page three (3) of this document.

Upfront Battery Agreement

The revised pricing for the battery has changed from \$296K to \$276K to reflect a \$20K discount based on a payment of \$80,000 at the time of close, to prepay the midlife prepayment (in addition to the \$196,000 upfront payment).

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LADOT agrees to purchase from Proterra, and Proterra agrees to sell and supply to LADOT, two (2) sets of twenty-five (25) four-pack battery systems for the Catalyst E2 buses purchased hereunder (each four-pack a “Battery Pack”) and related services and support as follows:

Upon [TIMING OF SET ONE PAYMENT], LADOT shall purchase the first set of twenty-five (25) Battery Packs at a cost of \$196,000 per Battery Pack, for a total cost of \$4,900,000 (“Initial Battery Packs”). The buses will be delivered with the Initial Battery Packs installed. The Initial Battery Packs are subject to Proterra’s Standard Limited Battery Warranty that has a performance warranty 80% usable capacity for six (6) years or 200,000 kWh of gross discharge throughput (whichever comes first) (“Performance Warranty”).

LADOT shall purchase the second set of twenty-five (25) Battery Packs at a cost of \$80,000 per Battery Pack, for a total cost of \$2,000,000 (“Replacement Battery Packs”). LADOT shall make payment on the Replacement Battery Packs upon [payment of the initial battery packs], but the Replacement Battery Packs will be installed upon expiration of the Initial Battery Packs Performance Warranty. At that time, Proterra shall remove the Initial Battery Packs and install the Replacement Battery Packs at LADOT’s facility at no additional charge. **Upon removal of the Initial Battery Packs, Proterra shall have custody and control of, and receive full title to, the Initial Battery Packs.** The Replacement Battery Packs shall be subject to Proterra’s Standard Limited Battery Warranty at that time and in the ownership of LADOT.

If Proterra replaces an Initial Battery Pack under warranty prior to the expiration of the Initial Battery Pack Performance Warranty, Proterra shall nonetheless install the Replacement Battery Packs upon expiration of the Initial Battery Pack Performance Warranty (i.e., 6 years or 200,000 kWh). Such a replacement under warranty will not reset the Initial Battery Packs Performance Warranty. **Further, in that instance, Proterra shall have custody and control of, and receive full title to, the battery pack previously installed under warranty as if it had been the original Initial Battery Pack.**

Please reference page five (5) of this document for the “Standard Limited Warranty” terms and conditions.

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Page 2



# PROTERRA

List of Configurables	Category	Configurables Desc.	Price Impact
1	Propulsion System (Electric) Battery Chemistry	E2	\$0
2	Overhead Fast Charger	Base	\$0
3	Plug-In Charge Port	Option - Dual-Sided Standard J1772-CCS Charge Ports: (1) 120KW CS-Rear Location & (1) 120KW SS-Rear Location	\$2,564
4	Wheels	Base - Alcoa Brushed Aluminum Wheels PN 886510	\$0
5	Tires	Base - Michelin X InCity Z 305/70R22.5	\$0
6	Visors/Sun Shades	Base - One Shade on Front Window (30" mesh) Plus Side Mesh, Solid, Solid/Mesh 48"	\$96
7	Driver Foot Controls	Base - Non-Adjustable Pedals	\$0
8	Vandal Shields	Option - Vandal Guard anti-graffitti film	\$0
9	Appearance (Exterior Graphics)	Option - Paint	\$17,600
10	Floor Covering	Option - Altro Meta Flooring Sigma Code 2782. TFCR 1882-2282-2782. Includes Q'Pod	\$248
11	Passenger Seating	Option - American Seating Insight: MORBERN VINYL, WV205 WAVE FREESTYLE.	\$704
12	Passenger Assists (Stanchions)	Base - Stainless Steel	\$0
13	Overhead	Base - 6 Grey Nylon Prima Grab Straps	\$0
14	Passenger Doors	Base - Ventura Pneumatic, Rear door is In-Swinging	\$0
15	Optical Door Sensor	None	\$281
16	Loading Systems for Low-Floor Bus (ADA Ramp)	Base - Ricon 4:1 ADA Ramp	\$0
17	Wheelchair Accomodations	Base - 2 ADA Positions w/ 3pt Q'straint ADA System	\$0
18	ADA Stop Request Signal Type	Base - Touch Pad on Seat	\$0
19	Bike Rack	Option - Sportsworks 2 position	\$1,481
20	Bike Rack Snsor	Option - Bike Rack Deployment Sensor	\$0
21	Destination Signs: Front	Base - Hanover, Amber	\$0
22	Destination Signs: Dash	Base - None	\$0
23	Destination Signs: Curbside	Base - Hanover Amber	\$0
24	Destination Signs: Rear	Base - Hanover, Amber	\$0
25	Destination Signs: Streetside	Base - None	\$0
26	Passenger Stop Request / Exit Signal	Base - Touch Tape	\$0
27	Stop Request Misc	Option - Base + add 5 stop request buttons in stancions.	\$110
28	Automatic Passenger Counter (APC)	Option - Syncromatics (Iris systems two per bus)	Ref to line 52
29	WIFI	Option - Cradlepoint	\$1,603
30	Next Stop Sign	Base - Backlit "Stop Requested" sign, Transign #SRD300	\$0
31	Winter Weather Package	Base - None	\$0
32	Hatches	Base - 1 x Opaque Manually Operated	\$0
33	Crash Avoidance System (Passive)	Option - Rosco System (Mobile Shield +)	\$9,540
34	USB Ports	Base - None	\$0
35	Operators Barrier	Base - None	\$0
36	HVAC	Base - Eberspaecher	\$0
37	Passenger Information System	Option - Two (2) 19" Monitor Ceiling Mount Included in Syncromatics Quote	Ref to line 52
38	Windows	Option - 4 egress / driver window only thermoguard / anti-graffitti + tip in's	\$8,735
39	Driver's Seat	Base - Recaro Ergo Metro P/N 8H8.01.522.VCC11 + add seat alarm	\$0
40	Emergency Exit (Egress) Configuration	Special Request - included in windows	\$0
41	Access Door Latch/Locks	Base - square key for exterior access panels - access to the Master Battery Disconnect is not locked	\$0
42	Decals, Numbering & Signaling	Proterra Decal Package Biligual (English & Spanish)	\$0
43	Interior Lighting (Hadley)	Base - Automatic Bright at Open	\$0
44	Fare Collection	Option - Customer requested Diamond Farebox	\$1,410
45	Camera Surveillance System	Option - Apollo Camera System	\$14,502
46	Voice/CB Radio System	None	\$0
47	Emergency Alarm	Special Request "Discrete Call Button 911"	\$0
48	Air Dryer	Base - Bendix AD-IS	\$0
49	Maintenance Ports	Base - Single Male Lincoln fitting @ bumper and Rear SS access panel	\$0

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# PROTERRA

50	Fire Suppression	Option - Amerex First Suppression System	\$4,513
51	Towing	Base - Capable of front and rear tow	\$0
52	ITS	Option - Syncromatics Quote 1. MDT1100 (Getac ZX70 Android), Basic 2. Automated Voice Annunciator System 3. Interior Passenger Information Display Controller 4. Viriciti - Electric Bus Diagnostic and Reporting Module 5. Headsign Integration 6. Bike Rack Counter Kit"	\$45,000
54	Back Up Camera	Option - Illuminator provides standalone backup camera	\$2,543
56	Special Request	Option - Protran Safe Turn Alert System	\$5,510
	<b>Configuration Total</b>		<b>\$116,437</b>

If LADOT requires additional configurables which are not included in the list contained on page two, the estimated pricing will need to be adjustment to include the additional items being requested.

Proterra is the world's premiere battery-electric transit vehicle provider and we're eager to support LADOT with this opportunity. If you would like any additional information, please do not hesitate to ask and we will be happy to provide it for you.

If you have any questions or concerns, please feel free to contact me at (626) 712-3324 or at [NRamirez@proterra.com](mailto:NRamirez@proterra.com).

Sincerely,

Natalie Ramirez  
Customer Program Manager  
Proterra Inc

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Bureau of Transit Services  
Los Angeles Department of Transportation

Proterra Proprietary and Confidential





# PROTERRA

November 05, 2018

Version 2

Tom Melendez  
Maintenance Support Section Head  
Bureau of Transit Services  
Los Angeles Department of Transportation  
Phone: 213.200.9521  
Email: tommy.melendez@lacity.org

**Subject: Pricing for Chargers supporting LADOT**

Dear Mr. Melendez:

Proterra Inc (“Proterra”) is pleased to provide 2018 pricing to Los Angeles Department of Transportation (“LADOT”) based on the twenty-five (25) 35’ Catalyst E2 Plug-In Bus Program. As the leading innovator in heavy-duty electric transportation, Proterra is excited about the opportunity to provide electric buses along with a depot charging solution to LADOT.

Included in the table below is the price list and respective lead-time for the Proterra Charging Stations quoted specifically for LADOT. Standard warranty for the depot chargers is two years.

Product	Price Per Item	Price w/ 9.5% Estimated Tax	Lead-Time	Product Availability
125 kW PCS	\$60,000	\$65,700	12 weeks	After July 1 <sup>st</sup> , 2019
60 kW PCS	\$42,500	\$46,538	12 weeks	Currently Available
Dispenser Pedestal	\$750	\$821	12 weeks	Currently Available
Longer Cable (25 ft)	\$300	\$329	12 weeks	Currently Available
PCS Extended Warranty – 3 years	\$2,000	\$2,190	Purchased at the time of purchasing the depot charger.	Currently Available
PCS Extended Warranty – 4 years	\$4,500	\$4,928		Currently Available
PCS Extended Warranty – 5 years	\$5,700	\$6,242		Currently Available

Proterra is the world’s premiere battery-electric transit vehicle provider and we’re eager to support LADOT with this opportunity. If you would like any additional information, please do not hesitate to ask and we will be happy to provide it for you.

If you have any questions or concerns, please feel free to contact me at (626) 712-3324 or at [NRamirez@proterra.com](mailto:NRamirez@proterra.com).

Sincerely,

Natalie Ramirez  
Customer Program Manager  
Proterra Inc.

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