



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

1/13/2021 | 10:14 AM CST

Mr. Frank Speak
Skinny Labs Inc. (Spin)
450 Mission Street
Suite 400
San Francisco, CA 94105

Re: **RFQ # 61106, Shared Urban Mobility Devices (SUMD) Operation Services**

Dear Mr. Speak:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 61106 for Shared Urban Mobility Devices (SUMD) Operation Services. This letter hereby notifies you of Metro's intent to award to Skinny Labs Inc. (Spin), contingent upon Transportation Licensing Commission approval and successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Christopher Wood, BAO Representative, at 615-862-6710 or at Christopher.Wood@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Terri Ray by email at terri.ray@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

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Phone: 615-862-6180
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RFQ # 61106 - Shared Urban Mobility Devices (SUMD) Operation Services

Scoring and Justifications

Offeror/Evaluation Criteria	Qualifications and Experience (Max 30 Points)	Approach (Max 60 Points)	Diversity Practices (Max 10 Points)	Total Evaluation Criteria Score (Max 100 Points)
Bird Rides Inc	30.0	55.0	4.0	89.0
Blue Duck Scooters	25.0	40.0	2.0	67.0
Bolt Mobility Tennessee LLC	27.0	48.0	1.0	76.0
Lynx City LLC	10.0	30.0	0.0	40.0
Neutron Holdings, Inc. dba Lime	30.0	55.0	4.0	89.0
Skinny Labs Inc. (Spin)	30.0	53.0	0.0	83.0
Superpedestrian, Inc	29.0	38.0	7.5	74.5
VeoRide Inc	25.0	45.0	0.0	70.0
Wheels Labs, Inc.	25.0	43.0	6.0	74.0

Bird Rides Inc

Strength – Proposal demonstrated in-depth experience of projects of similar size, scope, and complexity. Proposal included a 30-minute response time for ADA reported issues and an hour response time for other reported issues. Proposal included 2 full time employees for 100 scooters. Proposal included a financial impact approach for riders to encourage good user behavior for use of a scooter. Diversity practices indicated the organization is moving in the right direction to making supplier diversity a priority.

Weaknesses – Proposal for approach included the need for sensor stations in order to implement GPS accuracy. Proposal approach for e-bikes lacked detailed. Diversity practices demonstrated a lack of tracking diverse business spent and did not include any estimate of what may be spent.

Blue Duck Scooters

Strength – Proposal demonstrated that there was no violation included as part of their performance on past projects.

Weaknesses – Proposal demonstrated experience in smaller market and for a shorter timeframe compared to other offerors. Proposal disclosed personal injury lawsuit and business bankruptcy. Proposed approach does not allow riders to carry any bags and has a weight capacity limit that would limit ridership. Proposal demonstrated a 2-hour response time. Proposal lacked detail in the approach to fines compared to other offerors; Proposal demonstrated a lack of understanding of regulations related to shared urban mobility devices within the approach; Proposal demonstrated that education only would be used for enforcement. Diversity practices did list a employee leading their supplier diversity initiatives, but failed to demonstrate practices or what is being work on related to supplier diversity practices.

Bolt Mobility Tennessee LLC

Strength – Proposal demonstrated the use of full-time employees and not contractors; Proposed approach for e-bikes was unique and extremely detailed.

Weaknesses –Proposal for qualification and experience provided vague responses; Proposal failed to demonstrate a response to the disciplinary actions. Proposal demonstrated a 2-hour response time and clarification demonstrated a 30-minute ADA response time. Overall proposal included numerous “cut and

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paste” responses and lacked proofreading. Even in clarification never really clearly answered question about accuracy of geolocation of their devices and sidewalk detection. Diversity practices failed to demonstrate supplier diversity practices due to the company being newer.

Lynx City LLC

Strength – Proposal demonstrated a 30-minute response time for ADA reported issues; Proposal demonstrated the use of helmets for riders.

Weaknesses – Proposal demonstrated extremely smaller size experience. Proposal only include two individual as proposed team and key personnel. Proposal failed to provide an organizational chart. Proposal lacked information related to past partnership experience. Proposal failed to respond to any risk/obstacles that took place in past partnerships. Proposal failed to include an operation plan as requested in the evaluation criteria, including information related to addressing ADA complaints/issues. Proposal demonstrated that no ID check would be used to verify age of rider. Proposed approach was educational focused. Overall proposal for Qualifications & Experience along with Approach lacked detail compared to other offerors. Diversity practices failed to identify an individual tasked with supplier diversity initiatives. Diversity practices demonstrated that there is no prior fiscal year data and not participating in a government approved minority mentor program.

Neutron Holdings, Inc. dba Lime

Strength – Proposal demonstrated in-depth experience of projects of similar size, scope, and complexity. Proposal demonstrated a unique technology approach; Proposal demonstrated a detailed approach to e-bikes approach with the use of a deployment matrix. Proposal demonstrated the use of quizzes for riders at the beginning to assist with ensuring that users know the rules. Proposal demonstrated a very detailed sustainability approach. Proposal demonstrated the use of scooters that will sense whether it is operational on the road or on the sidewalk. Proposal demonstrated the use of ID scan for rider to activate scooter. Proposal demonstrated the use of LCD screen immediate communication. Proposal demonstrated the use of a fine schedule for poor using behavior. Proposal has a detailed approach on

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equity issues. Diversity practices demonstrated evidence that supplier diversity is part of their business practices.

Weaknesses – Proposal included drunk screen quiz showing certain hours that does not align with required times outlined in the regulations. Proposal included screen shots of technology that instructs riders that it is acceptable to ride on sidewalks if road conditions are unsafe which is also against regulations. Proposal included illustrations that implies it is acceptable to drink and ride by stating “drinking and riding is often illegal”). Proposed approach states rebalance of parked scooters to avoid overcrowding “on Broadway” which would violate the regulations since no parking on Broadway is allow per the regulations. Proposal included illustration of a sandwich board placed on the sidewalk bearing a legend encouraging riders not to ride on the sidewalk; however, Metro Code and rules do not allow sandwich boards to be placed on sidewalks. Proposed a 2-hour response time for ADA reported issues. Proposal demonstrated a 2-hour response time for general issues. Failed to provide a response to the clarification question by the established deadline.

Skinny Labs Inc.

Strength – Proposal demonstrated in-depth experience of projects of similar size, scope, and complexity. Proposal demonstrated the use of a fine schedule for poor using behavior. Proposed an average of 30-minute response time for ADA reported.

Weaknesses – Proposed approach was educational focused. Overall proposal for Qualifications & Experience along with Approach lacked detail compared to other offerors. Diversity practices only mentioned diversity committee for recruiting and does not mention anything related to supplier diversity.

Superpedestrian, Inc.

Strength – Proposal demonstrated extensive experience performing the scope of services in medium market size. Proposal demonstrated smart city experience. Proposed detailed approach reflected how they stood out compared to their competitors. Proposed technology focused approach as it relates to on board mapping and recognition of on-board riding is within seconds. Provided impressive supplier diversity work given the company is relatively new that demonstrated genuine commitment to supplier diversity.

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Weaknesses – Proposal failed to demonstrate how offeror would verify if rider was at least 18 years old. Proposal failed to demonstrate an e-bike option in accordance with the state definition of e-bikes. Proposal provided a 2-hour response time for ADA related reported issues.

Veoride Inc

Strength – Proposal demonstrated Integration experience. Proposal demonstrated geofencing capabilities.

Weaknesses – Proposal lacked experience of similar size. Proposal demonstrated a traditional space geofencing approach with 10-foot accuracy. Proposal provided a 2-hour response time for ADA related reported issues along with other reported complaints. Proposed approach lacked detail compared to other offerors. Failed to provide response to diversity practices by solicitation deadline.

Wheels Labs, Inc.

Strength – Proposal demonstrated helmet integration into the process. Proposed approach was very unique compared to other offerors. Proposal demonstrated that offeror had a large volume of scooters. Proposed approach provided parking and riding classes for education but if not successful then rider would be banned; Proposed approach required ID scanning of riders.

Weaknesses – Submitted proposal was a copy and paste of other responses throughout proposal. Proposal failed to demonstrate who will be available to address issues reported. Proposal failed to provide a fine schedule. Proposal failed to demonstrate an e-bike option in accordance with the state definition of e-bikes. Diversity Practices lacked documentation to support the responses provided.

Certificate of Completion

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Subject: Intent to Award - RFQ #61106 Shared Urban Mobility Devices

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Nashville, TN 37219

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Michelle A. Hernandez Lane

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Chief Procurement Officer/Purchasing Agent
Metro

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Terri L. Ray

Terri.Ray@nashville.gov

Senior Procurement Officer

Metropolitan Government of Nashville and Davidson
County

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