

Dallas-Fort Worth Clean Cities “Try and Drive Alternative” Project Guidelines and Potential Provider Questionnaire

Purpose:

The North Central Texas Council of Governments (NCTCOG), as the host agency of the Dallas-Fort Worth Clean Cities (DFWCC) program, seeks to launch a new initiative through which fleets and other end users can become aware of opportunities to use clean vehicle technologies through a “trial” or “demonstration” opportunity prior to making purchases. These types of opportunities could include test drives, extended (multi-day) test-drives, short-term loaner programs, or other similar opportunities for firsthand experiences with a clean vehicle technology. The purpose of this initiative is to advance adoption of the cleanest available vehicle technologies, especially those that help reduce ozone-forming pollutants, by providing a “hands-on” opportunity to experience and gain comfort and familiarity with a new technology.

To this end, NCTCOG/DFWCC is seeking participation from technology vendors including, but not limited to, Original Equipment Manufacturers (OEMs) of alternative fuel vehicles; manufacturers or authorized distributors of Environmental Protection Agency (EPA) or California Air Resources Board (CARB) certified upfits, conversions, repowers; manufacturers or authorized distributors of EPA-verified SmartWay® technologies; vendors of alternative fuel infrastructure; or vendors of other technologies that provide emissions reductions relative to “standard” commercially available vehicles. Throughout this document, the term “Clean Vehicle Technology Providers” will be used to refer to this group of prospective vendors comprehensively. The term “Technologies” will be used to refer to this group of vehicles and technologies.

NCTCOG/DFWCC will create a directory of participating Clean Vehicle Technology Providers and available Technologies that fleets or other end-users (hereafter referred to as Clean Vehicle Technology User) are able to “trial”. This directory will be posted prominently on the DFWCC website (www.dfwcleancities.org) and publicized through DFWCC newsletters, email blasts, and through NCTCOG social media postings so that prospective Clean Vehicle Technology Users can review available technologies and contact the Clean Vehicle Technology Provider to make arrangements for a “trial/demonstration”. Inclusion in the directory does not constitute NCTCOG’s endorsement of the participating Clean Vehicle Technology Provider.

NCTCOG/DFWCC will not be party to the transaction between the Clean Vehicle Technology

Provider and Clean Vehicle Technology User and is only providing the directory for informational purposes to assist in increasing awareness of existing “trial” or “demonstration” opportunities.

Background:

NCTCOG/DFWCC experience is that opportunities to “try before you buy” are effective in increasing fleets’ comfort in investing in new technologies. Such “try before you buy” opportunities would consist of a fleet or other end-user being able to borrow Technology for a specified amount of time and use it in normal operations for the purpose of assessing whether the Technology is a good fit. NCTCOG understands that Technologies are often available for short-term “demonstration” from Clean Vehicle Technology Providers, but that such “demonstration” units may be rarely used. NCTCOG believes that fleets may take advantage of these opportunities much more frequently if they are more broadly publicized by NCTCOG through the DFWCC program, which is a fuel- and technology- neutral initiative focused on improving the efficiency of transportation and reducing vehicle emissions, including use of clean vehicle technologies.

This initiative is part of broader regional efforts to attain federal ozone standards, and also to support DFWCC goals. Ten counties in the North Central Texas region are classified as nonattainment under the 2008 Eight-Hour Ozone Standard; nine of these counties are also classified as nonattainment under the 2015 Eight-Hour Ozone Standard. This means that ground-level ozone pollution levels in these counties exceed the EPA National Ambient Air Quality Standard for ozone. In addition to threatening human health and the environment, ozone nonattainment can also cost the region economically, as businesses may be subject to more strict regulations. Alternative fuel vehicles often have lower ozone-forming emissions than conventional gasoline or diesel vehicles. Other technologies, such as idle reduction technologies, can also help reduce vehicle emissions. Thus, the deployment of clean vehicle technologies can help reduce emissions that contribute toward ozone nonattainment.

[Dallas-Fort Worth Clean Cities](#), part of a nationwide network of coalitions designated by the Department of Energy and housed within NCTCOG, works with fleets to provide information, training, and networking opportunities about fleet strategies that help reduce fleet operating

costs, fuel consumption, and improve energy efficiency. This initiative supports the coalition's purpose in reducing emissions and thus includes promoting use of alternative fuel vehicles.

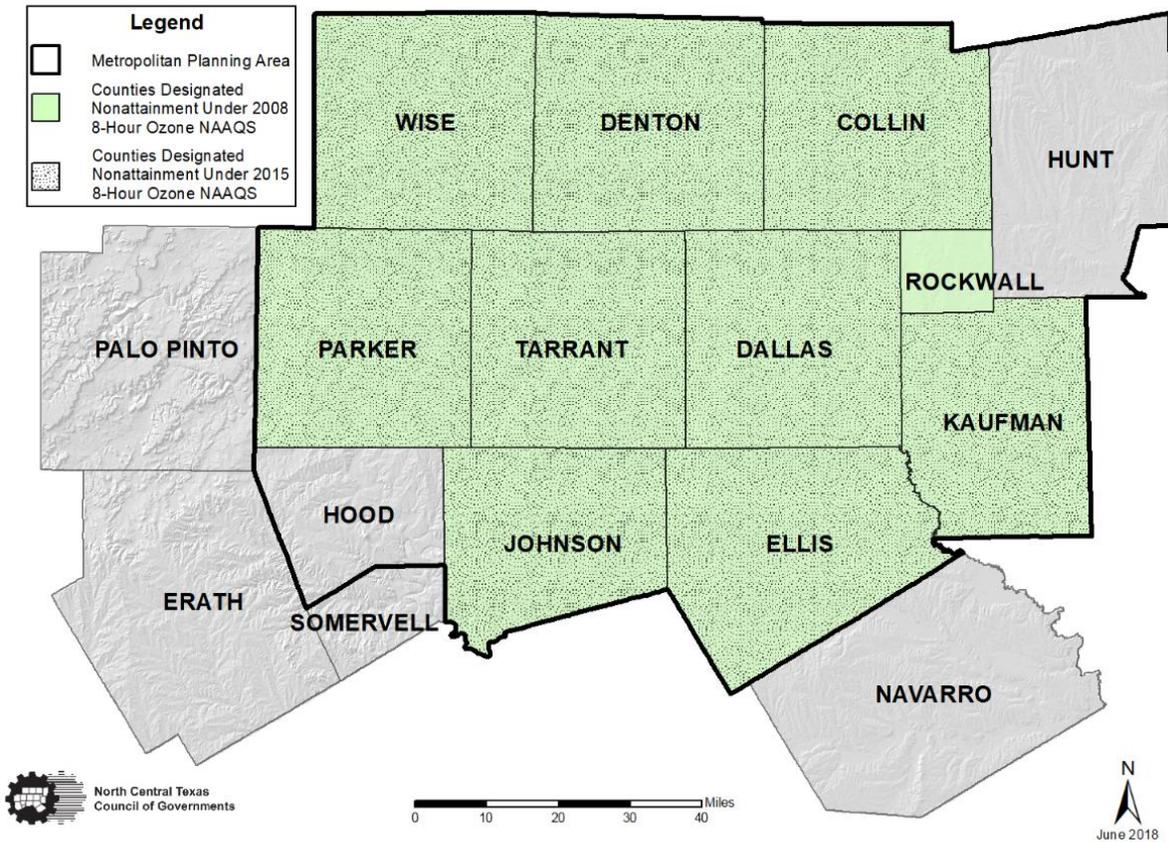
Clean Vehicle and Technology Providers Criteria:

To participate in the DFW Clean Cities Try and Drive Alternative program, Clean Vehicle and Technology Providers must meet criteria established by NCTCOG/DFWCC. Clean Vehicle Technology Providers must:

- Currently offer one or more relevant Technologies to provide for fleet or other end-user use on a short-term “demonstration” basis. Technologies of interest include:
 - Alternative fuel vehicles
 - Vehicles demonstrating operation of aftermarket technologies such as
 - EPA or CARB certified repowers, alternative fuel upfits, or conversion kits
 - EPA SmartWay® verified technologies or other EPA-verified retrofits
 - Skid-mount, mobile, or other non-permanent alternative fuel infrastructure
 - Telematics systems that include ability to monitor idle time (*telematics systems without this feature are not of interest*)
 - *Technologies that are consumable (e.g. oil treatments, lubricants, fluids, tires, etc.) are NOT of interest in this initiative. This initiative is intended to provide “demonstration” opportunities for vehicles or technologies with a long useful life.*
 - Note: Technology OEM or corporate representatives are preferred to dealerships or installers
- Have current federal and state certifications and verifications applicable to the Technologies, including, but not limited to:
 - For vehicles:
 - Federal Motor Vehicle Safety Standards
 - EPA and/or CARB engine certification
 - For aftermarket technologies including upfits, conversion kits, and retrofits:
 - EPA or CARB verification or certification
 - OEM documentation or designation indicating that use of the product does not void warranties (e.g. Qualified Vehicle Modifier status as designated by Ford; “GM Certified” status as designated by GM)

- Attend a project kick-off meeting (expected to be held virtually) with NCTCOG/DFWCC staff.
- Complete a pre- and post- survey in order for NCTCOG/DFWCC to collect data on the results and effectiveness of the project.
- Provide Technologies to Clean Vehicle Technology Users – either fleets and/or consumers - free of charge on a short-term “demonstration” basis through offerings such as an enhanced or extended test drive, or a one-week or one-month “trial” period, with the intention of increasing fleet and consumer comfort and interest in the Technologies, increasing the likelihood of future clean vehicle technology purchases.
 - Make Technologies available for “demonstration/trial” to Clean Vehicle Technology Users within the 10 counties designated as nonattainment under either the 2008 or 2015 Eight-Hour Ozone Standards. These counties include Collin, Dallas, Denton, Ellis, Johnson, Kaufman, Parker, Rockwall, Tarrant, and Wise (See Figure 1).

Figure 1: Dallas-Fort Worth Ozone Nonattainment Areas



Process to Determine Clean Vehicle Technology Provider Participation:

Through a two-phased process, NCTCOG will evaluate and accept Clean Vehicle and Technology Providers for participation in the program:

- 1) Step 1: Prospective Clean Vehicle and Technology Providers must submit a response to the following questions for NCTCOG/DFWCC to evaluate. Staff will evaluate the submission to ensure that the Provider and proposed Technologies align with program objectives and requirements (e.g. all verifications/certifications are documented and verified).
- 2) Step 2: Respondents that meet criteria will be contacted for follow-up information for specific details to be included on the directory for publication.

Questions:

1. Provide company name and website. Include link for any existing “demonstration” type opportunities.
2. Provide a point of contact for involvement in this initiative, including name, title, email, and phone number.
3. Describe the Technologies your organization is offering to Clean Vehicle Technology Users.
4. Describe any sort of “demonstration” offers you are willing to provide – examples include extended test drives, ‘loaning’ a vehicle for a “trial” period, etc. Specify the amount of time the offer is available.
5. Who is eligible to take advantage of your Technologies – public sector fleets, private sector fleets, and/or consumers?
6. Describe the process that the Clean Vehicle Technology User goes through to secure an opportunity for “demonstration”. Include discussion of any reservation systems, insurance requirements, or agreements typically required, as well as any other commitments.
7. Describe what certifications/verifications are relevant to your Technologies and provide links to publicly available documentation demonstrating compliance. Attachments are acceptable if documentation is not available online.
8. Describe the extent to which Technologies are available in the 10 nonattainment counties (Collin, Dallas, Denton, Ellis, Johnson, Kaufman, Parker, Rockwall, Tarrant, and Wise) – number of available units, what frequency or percentage of time are the units currently being utilized, etc.
9. Describe how fueling/charging, maintenance, and service issues that may arise during the “demonstration” opportunity of the Technologies are handled.

10. Describe any data logging or other tracking devices used on the Technologies to collect information such as location, idle time, fuel economy, etc.
11. Describe your experience working with Clean Cities Coalitions to provide a similar service.
12. Provide contact information for up to three fleets already using Technologies offered for demonstration. These fleets may be contacted by NCTCOG for additional feedback. Fleets in DFW or Texas are preferred to out-of-state users.
13. To determine the effectiveness of this program, please provide details on the following metrics. These questions will be asked again at the end of the promotion period:
 - a. How many clients typically take advantage of any current “demonstration” offer of your Technology each month?
 - b. What percent of time are your current “demonstration” technologies typically in use each month?
 - c. Who are the typical types of clients that currently participate in the “demonstration” program? (individuals, companies, small businesses, government, etc.)
 - d. What percentage of clients that take advantage of the “demonstration” currently end up purchasing the Technology?
 - e. What reasons do clients give for purchasing or not purchasing the Technology after the “demonstration”?

Submission Instructions:

Prospective Clean Vehicle Technology Providers should submit a response addressing each question, with necessary supporting attachments, via email to cleancities@nctcog.org.

To the extent possible, respondents are encouraged to link to supporting information available online. However, if appropriate, attachments may be included such as:

- Pictures or brochures of Technologies being offered
- Copies of certification/verification, as applicable

- Any existing materials on extended test drive” demonstration” opportunities

Responses and attachments should be submitted as PDF files and should not exceed 10 pages. All responses should be in English and should reference “DFW Clean Cities Try and Drive Alternative Potential Provider”.

This is an ongoing request for participation and Clean Vehicle and Technology Providers can submit at any time while the initiative is ongoing. NCTCOG/DFWCC anticipates adding providers to the directory, and promoting opportunities to fleets and other end users, approximately once a month beginning in February 2021 and continuing until end of project, expected mid to late 2021. To be included in the February 2021 posting, responses must be provided by Friday, February 12, 2021.