



City of Mobile
Request for Proposals
Addendum 1

RFP 5743

FRANCHISE AGREEMENT FOR USE OF CITY STREETS AND
RIGHTS OF WAY FOR SHARED MOBILITY SERVICES

The following updates, clarifications, and amendments are made to the City's Request for Proposals 5743 (RFP).

1. The following are answers to questions received:

a. *. Is an electronic signature (i.e., DocuSign) acceptable on the Applicant's Certification form (Exhibit A)?*

Yes.

b. *Sections 3.4 and 3.5 of the RFP appear to use the terms "devices" and "bicycles" interchangeably when referring to the size of the applicant's fleet. Can the City confirm that applicants are permitted to apply for an initial fleet size of between 200-1,000 shared devices, which can be any mix of scooters and bikes? Is the City open to a program featuring a fleet of only scooters, or is there a minimum amount of bikes required?*

The City is open to any mix of devices you deem suitable. Please describe in your proposal the mix you expect to use and why you propose that mix.

c. *Section 5.5.4 of the RFP asks for "Information related to any pending claims or lawsuits against the applicant or person described in Subsection (B)(1) in their personal or business capacity related to shared micro-mobility services." What does "Subsection (B)(1)" refer to?*

That is an error in the RFP. The correct reference in the RFP should be "Subsection 5.5", instead of "Subsection (B)(1)".

d. *Does the City have an operating zone in mind or is it up to each applicant to suggest one? Are there any areas that the City has already determined they do not want operations?*

No area of the City is off limits. Downtown is probably desirable due to density and proximity to events and mass transit.

- e. *Section 5.5.3 of the RFP asks for an “affidavit that there are no outstanding judgments that arise out of circumstances related to shared micro-mobility services against the applicant.” Does this affidavit need to be notarized?*

No.

- f. Can you please clarify the initial deployment mix between bikes and scooters?

The City is open to any mix of devices you seem suitable. Please describe in your proposal the mix you expect to use and why you propose that mix

- g. What does “ability” to scale vehicles mean? Inventory?

Proposer’s ability to adjust fleet size, and even fleet composition, responsive to public demand, events, technology, or other factors.

- h. *We have seen time and again in the industry the financial status of an organization does not accurately reflect the success of a system. What is the reasoning behind requesting a financial statement?*

The City desires its mobility partner to have the financial resources to field and support a reliable, customer-focused mobility network for Mobile. The City’s intent to award an exclusive franchise merits the City’s consideration of a proposer’s financial condition, among other factors, in selecting the partner best able to meet the City’s mobility objectives.

- i. Does the city have ideas of potential sponsors for the system and would the city be willing to provide an introduction?

No ideas regarding potential sponsorship partners, but if sponsorships are part of your financial plan, please describe how you incorporate that into your service model, including any City support you might request.

2. The initial RFP and all addenda may be found online at <https://www.cityofmobile.org/bids>.