

**CAL FLEET
ADVISOR**

CFA Zero-Emission School Bus Forum

**ZE School Bus & EVSE
Contracting in CA**



November 5, 2025

Forum Agenda

- Introduction to Cal Fleet Advisor Zero-Emission School Bus Forum
- ZE School Bus & EVSE Contracting
 - Mel Del Rio and Emily Valerio, Department of General Services
 - Mike Domin, Sourcewell
- Q&A and Discussion
- Closing

CFA Zero-Emission School Bus Forum



- The Cal Fleet Advisor (CFA) Zero-Emission (ZE) School Bus Forum is a series of virtual meetings for California districts interested in and working to accelerate the electrification of school bus fleets.
- The Forum aims to accelerate school bus fleet electrification in CA through peer-to-peer networking and dialogue driven forum meeting for school districts, advocacy organizations, government organizations and industry representatives.
- The CFA ZE School Bus Forum offers expert guidance, technical assistance, updates on funding and incentive programs, and guest speakers with insights from across the industry.

Meet the ESB Team



Rachel Chard
Deputy Director



Ian Fried
Lead Project Manager



Liza Walsh
Project Manager



Sarah Stalcup-Jones
Project Manager



Ibraheem Ameer
Project Manager

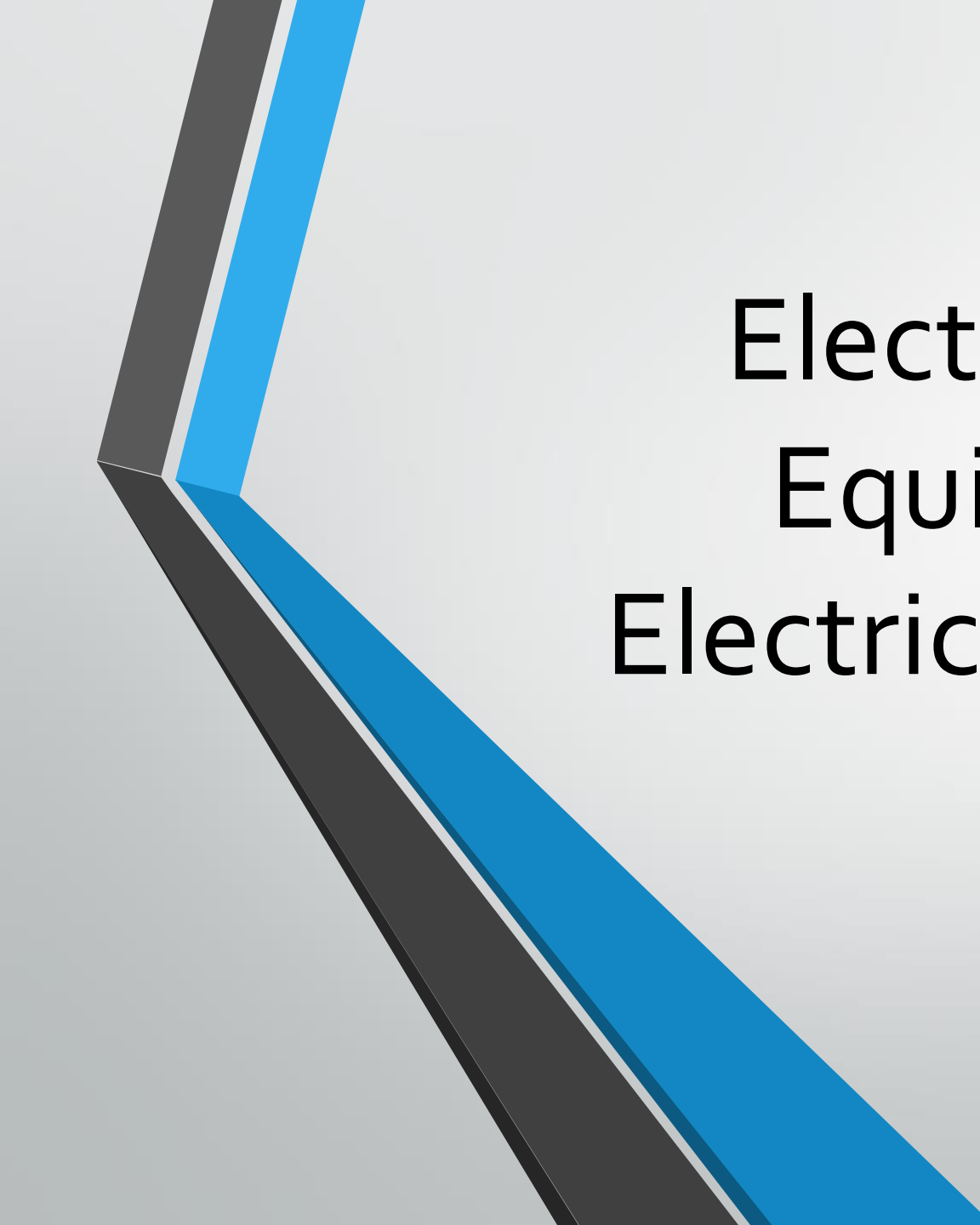


Katelyn Tomaszewski
Project Manager

ZE School Bus & EVSE Contracting



California Department of General Services



Electric Vehicle Supply Equipment (EVSE) & Electric School Buses (ESB)

DGS Statewide Contracts

General Information

- Overview of Department of General Services (DGS) EVSE and ESB Statewide Contracts.
- Local government agencies are defined in Public Contract Code Chapter 2, Section 10298 (a) (b) and 10299 (b); this includes the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds for the acquisition of products.
- Local governmental agencies shall have the same rights and privileges as State departments under the terms of this contract. Any local governmental agencies desiring to participate shall be required to adhere to the same responsibilities as do State departments and have no authority to amend, modify or change any condition of the contract.
- While the State makes this contract available to local governmental agencies, each local governmental agency should determine whether this contract is consistent with its procurement policies and regulations.

Statewide Contracts

- User Instructions include how to utilize the contracts including specifications for products available.
- Ordering Agencies must review the most current contract documents in CaleProcure to ensure compliance.
- Ordering Agencies should contact the current State Contract Administrator of the contracts for any details or questions regarding the contracts.
- Link to CaleProcure: <https://caleprocure.ca.gov/pages/LPASearch/lpa-search.aspx>

EVSE Contracts

- **1-23-61-15A - National Car Charging:**

https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNRCT_ID=1-23-61-15A

- DCFC Basic, Low Power, ≥ 24 to < 150 (kW or KVA)
- DCFC Basic, Medium Power, ≥ 150 to $250 <$ (kW or KVA)
- DCFC Basic, High Power, ≥ 250 (kW or KVA)

- **1-23-61-15B - Verdek:**

https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNRCT_ID=1-23-61-15B

- Level 2 Smart, Low Power, ≥ 7.2 to < 9.6 (kW or KVA)
- Level 2 Smart, Medium Power, > 9.6 to < 14.4 (kW or KVA)
- Level 2 Smart, High Power, ≥ 14.4 (kW or KVA)
- DCFC Smart, Medium Power, ≥ 150 to $250 <$ (kW or KVA)
- DCFC Smart, High Power, ≥ 250 (kW or KVA)

EVSE Contracts (Continued)

Contracts are for chargers and their associated accessories and service including:

- Electric Vehicle Chargers
- Installation
- Removal
- Take-back
- Extended warranty
- Equipment Maintenance
- Repair services
- Network services & Data Plans (for smart chargers only)
- Non-Core items within scope of the contracts directly related to core configurations

EVSE Contracts (Continued)

Products outside the scope of this contract may not be purchased from the contracts. This includes but is not limited to:

- Site preparation
- Construction
- Electrical services to prepare for installation
- Chargers not available under the contract

EVSE Contracts (Continued)

- Pricing for Core Items is located on the Contract Pricing Attachment
- Pricing for Non-Core Items is located on the Non-Core Catalog. A link to the Non-Core Catalog is in the Contract Pricing Attachment.
 - Non-Core Items must be offered at the same core discount appropriate for the Group Category: EVSE Hardware, Accessories, Installation/Removal, Take Back, Network Management System and Services, Equipment Maintenance Services, and Repair Services.
 - Offers for non-core items may be offered at a greater discount than the contract discount.



Look up contracts on [CaleProcure](#)

ESB Contracts

- Statewide Zero-Emission School Bus Contracts
 - Are available to all California School Districts
 - Can streamline the procurement process for cleaner, more sustainable transportation
 - Provides access to pre-approved zero-emission school buses at competitive pricing
 - Supports compliance with state mandates and clean transportation goals
 - Can reduce procurement time and administrative burden
- Historical Usage
 - Since their establishment in 2023, both State and Local agencies have utilized the contracts to obtain Zero-Emission School Buses
 - Orders placed using the Zero-Emission School Bus contracts total approximately \$7M.
 - Type A and Type D ESBs make up the majority of orders.

ESB Contracts (continued)

- 1-23-23-18A – BYD Coach & Bus LLC
https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=1-23-23-18A-
 - Type A Bus
 - Type D Bus
- 1-23-23-18B – Phoenix Motorcars Leasing LLC
https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=1-23-23-18B-
 - Type A Bus - Cutaway Chassis
- 1-23-23-18C – Creative Bus Sales Inc
https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=1-23-23-18C-
 - Type C Bus
- 1-23-23-18D – A-Z Bus Sales Inc
https://caleprocure.ca.gov/PSRelay/ZZ_PO.ZZ_CTR_SUP_CMP.GBL?Page=ZZ_CTR_SUP_PG&Action=U&SETID=STATE&CNTRCT_ID=1-23-23-18D-
 - Type C Bus
 - Type D Bus

ESB Contracts (continued)

- Contracts Include:
 - Zero Emission School Buses and Options
 - Telemetry - Each bus must include a telematics system that communicates continuously and updates data daily in accordance with the RFP requirement.
 - Extended Warranty
 - Warranty-Covered Repair Services
 - Training and/or Training Options for fleet technicians and bus operators
 - Manuals
 - Non-Core items within scope of the contracts directly related to the standard Zero-Emission School Bus

ESB Contracts (continued)

- Core Line Items:
 - Bus Configurations:
 - Zero-Emission School Buses (with Heat Pump)*
 - Zero-Emission School Buses with Wheelchair Lift (and Heat Pump)*
 - Options:
 - Booster Seats
 - Exterior Fog Lights
 - Crime Alert Lights
 - Air Conditioning (AC) System
 - High Efficiency Air Purification System
 - Entrance Door Padlock Provisions
 - Heated and Powered Exterior Mirrors
 - Bus Safety Rules Sign and Holder
 - On Board AC Chargers
 - Roscoe Backup Warning System
 - Storage Compartments (Type C & D Buses only)

*Note: Creative Bus Sales Inc Type C Bus does not include heat pump

ESB Contracts (continued)

- Pricing Structure
 - A tab is included for each Bus Type in the pricing workbook
 - The contract contains core and non-core catalog line items
 - Core Items
 - Mandatory items that must be provided under the contract
 - Core Items include:
 - Bus Configurations (which meet or exceed all minimum technical requirements detailed in Attachment B1 – Configuration Specifications, Type A and Attachment B2 – Configuration Specifications, Type C and D)
 - Options
 - Non-Core Catalog
 - Non-mandatory items that can be offered under the contract provided they are directly related to the standard Zero-Emission School Bus
 - Non-Core Catalogs can be found in Cal eProcure, Attachment D – Contractor’s Non-Core Catalog.
- Fixed Pricing
 - Core and Non-Core catalog item pricing/discount percentages are firm fixed for the contract term, including optional extension periods, unless a price/discount increase is granted.

ESB Contracts (continued)

- Training
 - Contractors must provide training and/or training options to ordering agency fleet technicians and bus operators.
 - There are five (5) training options available, including:
 - Bus original equipment manufacturer (OEM) training
 - Federal and State approved Training Programs
 - Community College Automotive Training Programs
 - Dealer Training
 - Non-Governmental Training Programs
- Manuals
 - One (1) of each of the following manuals shall be provided to the ordering agency within thirty (30) days following delivery of the first production vehicle:
 - Maintenance Packages Manual
 - Preventative Maintenance and Procedure Manual
 - Parts Manual
 - Operator's Manual

*Additional Warranty, Training, and Manual information can be found in Cal eProcure, Attachment C – Warranty, Training, and Manual Requirements

Who to Contact?*

- EVSE

- Current State Contract Administrator: Melissa Del Rio
- Email: melissa.Delrio@dgs.ca.gov
- Phone: 279-799-4293

- ESB

- Current State Contract Administrator: Emily Valerio
- Email: emily.valerio@dgs.ca.gov
- Phone: 279-239-6930

*State Contract Administrators may change. Ordering agencies should review the most current contract documents to ensure they are reaching out to the appropriate contact.



Questions?

Sourcewell



Sourcewell Contact

Mike Domin, Associate Director of Cooperative Contracts

Phone: 218-895-4148

Email: mike.domin@sourcewell-mn.gov



Questions?

Thank You!

- A follow-up email will be sent **Friday, November 14**, with the following:
 - Recording of the meeting
 - Copy of the slide deck
 - Procurement resource
- Mark your calendars for the next CFA ZE School Bus Forum:
 - **March 4, from 11:00–12:00 p.m. PT**
- Please email schoolbusteam@calstart.org with questions for our team

