



PROPOSAL NUMBER: RFP TRN #3599
Bike Share Equipment and Operations Program

Financial Proposal A

ATTN: Liz Alzeer
City of Seattle Purchasing and Contracting Services
Department of Finance & Administrative Services
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Seattle Municipal Tower
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Table of Contents

FINANCIAL QUESTIONS – EQUIPMENT **2**

1. Please provide a copy of the audited financial statements for the three previous fiscal years and the last quarterly report if one exists for the Equipment Provider. Statements must include auditor's letter of opinion, auditor's notes, balance sheet, and statement of income/loss. Each prime or joint venture partner must submit this information. The City reserves the right to accept alternative information and/or documentation submitted by the Vendor. 2
2. Please show the total number of bicycles, stations and helmet dispensing units, including software, the City will receive for \$5 million. 2
3. Please provide a unit price for the following items that may be purchased additionally throughout the term of the contract. 2
4. Using a copy of the inventory list created in your response to Technical Proposal Question 17, please provide a price for each part listed. 3
5. Please provide a price for software services on a per station or per bike per month basis. Please add to the template provided. 4
6. If there are any additional fees to be charged, not previously mentioned, please describe each in detail, including, without limitation, the anticipated frequency and reasons for incurring such fees, with the amount. Please add the total of these fees to the template provided. 4
7. Describe any discounts you offer for large or bulk orders? Is the discount cumulative of per order only? 4
8. Please describe your requested payment terms? Please confirm that the payment terms as part of this financial proposal the best terms offered by your organization to any purchaser, anywhere. 4
9. Please confirm that you accept the following terms and conditions as follows: 5
10. Is there any additional information we have not asked or you would like to add? 5

Financial Template – Equipment Costs **6**

FINANCIAL QUESTIONS - OPERATIONS **9**

1. Please provide a copy of the audited financial statements for the three previous fiscal years and the last quarterly report if one exists for the Operator. Statements must include auditor's letter of opinion, auditor's notes, balance sheet, and statement of income/loss. Each prime or joint venture partner must submit this information. The City reserves the right to accept alternative information and/or documentation submitted by the Vendor. 9
2. Please describe your proposed financial model and include a pro-forma. Please include: 9
3. Please provide detailed projections of trips, memberships and revenue for the term of this contract? Please explain your methodology and why your model is reliable. 10
4. Submit a detailed cash flow analysis itemizing the revenues and expenses anticipated over the term of the Contract. Analysis should include income and cash flow statements, by month for the first two (2) years, then by year. 10
5. Please describe your contingency plan in case the trip, member, revenue or cost projections are not realized. Do you guarantee a minimum amount of trips, members or system revenue? 10
6. How will you charge for sponsorship services? How does your rate differ for contracted sponsors for which the City provided the initial introduction and/or was actively involved in negotiations? 10
7. If the City terminates early for convenience, what costs will be required to be paid by the City? 10
8. Are there any operations elements of a turnkey system not included in your fees that would require additional payments? Please describe each, including, without limitation, the anticipated frequency and reasons for incurring such fees, with the amount. 10
9. Please describe your requested payment terms for operations? 11
10. Is there any additional information we have not asked or you would like to add? 11

Financial Template – Operations Cash Flow **12**

FINANCIAL QUESTIONS – EQUIPMENT

1. Please provide a copy of the audited financial statements for the three previous fiscal years and the last quarterly report if one exists for the Equipment Provider. Statements must include auditor's letter of opinion, auditor's notes, balance sheet, and statement of income/loss. Each prime or joint venture partner must submit this information. The City reserves the right to accept alternative information and/or documentation submitted by the Vendor.

For the required audited financial statements, please see the enclosed envelope marked "Bikeshare Program RFP TRN # 3599 Financial Statements Confidential".

2. Please show the total number of bicycles, stations and helmet dispensing units, including software, the City will receive for \$5 million.

Below are the total numbers for the provision and installation of all hardware and software for a complete public bike-share system based on the provision:

- ⚡ 1200 Pedelec (electric assist) bicycles
- ⚡ 2400 charging docks (ratio of 2 docks per bike)
- ⚡ 100 bike-share stations
- ⚡ 100 helmet dispensing units
- ⚡ The IT infrastructure for a fully integrated system (including complete back office operations with billing, communications and information technology services), site planning, installation, testing and go-live.

Please note that our costs include an estimated \$10,000 per station for connecting to the City's grid system. Our financial model is based on the City's assuming these costs up-front, and Bewegen will amortize these costs over the period of the contract.

A. Total must include any installation and/or launch costs attributed to the City

Yes, the totals include all installation and launch costs attributed to the City.

B. Does this total include any cash or in-kind contributions from your organization to cover capital and/or launch costs? If yes, how many additional units of equipment will be provided?

Yes, to show Bewegen's **sincere and heartfelt belief** in this project, this total includes **25% of in-kind equipment contribution** from Bewegen. This will ensure that the Seattle system launches with a system that is appropriate to the size and requirements of a City of such magnitude. Specific details are shown in "Financial Template – Equipment Costs" table attached below. Bewegen's marketing team will take care of all launch activities at no extra cost to the City. The value of the marketing activities is estimated at \$25,000.00.

3. Please provide a unit price for the following items that may be purchased additionally throughout the term of the contract.

A. All models of bicycle share stations, bicycles and helmet dispensing units described in the Technical Proposal. Please add to the template provided.

The unit prices are shown in "Financial Template – Equipment Costs" table.

B. Major station components such as terminal, dock, map frame, platform, etc. Please add to the template provided.

The unit prices are shown in "Financial Template – Equipment Costs" table.

4. Using a copy of the inventory list created in your response to Technical Proposal Question 17, please provide a price for each part listed.

System Component	Part Name and Description	SKU Number	Qty Per Unit	Useful Life	Warranty Life	Avg Time to Deliver (weeks)	Guaranteed Time to Deliver (weeks)	Min Qty Maintained in Inventory	Minimum Quantity Required for Order	Proprietary Part	Price
Bicycle	FRAME ALLOY BEWEGEN	BW01-990011-SA	1	10 YEARS	5 YEARS	2	4	10	1	Y	633.08 \$
Bicycle	FORK ALLOY BEWEGEN	BW01-990012-SA	1	10 YEARS	5 YEARS	2	4	10	1	Y	235.38 \$
Bicycle	FRONT WHEEL ASSY	BW01-990001-SA	1	5 YEARS	5 YEARS LIMITED	1	2	50	1	N	65.85 \$
Bicycle	FRONT RIM 24"	BW01-110001-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	N	14.85 \$
Bicycle	FRONT HUB	BW01-110002-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	32.50 \$
Bicycle	FRONT ROLLER BRAKE	BW01-110003-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	44.27 \$
Bicycle	TIRE 24"	BW01-110006-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	20.73 \$
Bicycle	FRONT TUBE	BW01-110009-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	7.00 \$
Bicycle	REAR WHEEL ASSY	BW01-990002-SA	1	5 YEARS	5 YEARS LIMITED	1	2	50	1	N	150.19 \$
Bicycle	FRONT RIM 700C	BW01-120001-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	N	16.81 \$
Bicycle	REAR HUB 8 SPD	BW01-120002-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	116.85 \$
Bicycle	REAR BRAKE	BW01-120003-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	42.31 \$
Bicycle	TIRE 28"	BW01-120006-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	30.54 \$
Bicycle	REAR TUBE	BW01-120008-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	7.00 \$
Bicycle	MOTOR	BW01-990003-SA	1	10 YEARS	5 YEARS	1	2	20	1	Y	472.19 \$
Bicycle	CONSOLE ASSY	BW01-990004-SA	1	10 YEARS	5 YEARS	1	2	50	1	Y	593.31 \$
Bicycle	LCD DISPLAY	BW01-140008-00	1	5 YEARS	5 YEARS	1	2	120	1	N	16.81 \$
Bicycle	HANDLEBAR	BW01-150001-00	1	5 YEARS	5 YEARS	1	2	50	1	Y	12.88 \$
Bicycle	GRIP RIGHT	BW01-150005-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	7.00 \$
Bicycle	BELL BUTTON	BW01-150006-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	N	18.77 \$
Bicycle	BRAKE LEVER SET	BW01-150007-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	N	22.69 \$
Bicycle	HANDLEBAR COVER TOP	BW01-150012-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	8.96 \$
Bicycle	HANDLEBAR COVER BOTTOM	BW01-150013-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	8.96 \$
Bicycle	GRIP LEFT	BW01-150022-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	7.00 \$
Bicycle	SEAT POST ASSY	BW01-990007-SA	1	5 YEARS	5 YEARS LIMITED	1	2	50	1	Y	56.04 \$
Bicycle	SADDLE	BW01-160001-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	16.81 \$
Bicycle	SEAT POST	BW01-160002-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	20.73 \$
Bicycle	SEAT CLAMP	BW01-160003-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	20.73 \$
Bicycle	KICKSTAND	BW01-170001-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	22.69 \$
Bicycle	CHAIN	BW01-170005-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	N	14.85 \$
Bicycle	PEDALS	BW01-170006-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	14.85 \$
Bicycle	PLASTIC COVER DT	BW01-170007-00	1	5 YEARS	5 YEARS LIMITED	2	4	120	1	Y	16.81 \$
Bicycle	FRONT RACK	BW01-170008-00	1	5 YEARS	5 YEARS	1	2	50	1	Y	30.54 \$
Bicycle	BASKET	BW01-170009-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	20.73 \$
Bicycle	BOTTOM BRACKET	BW01-170010-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	199.23 \$
Bicycle	REAR FENDER	BW01-170011-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	30.54 \$
Bicycle	FRONT FENDER	BW01-170012-00	1	2 YEARS	5 YEARS LIMITED	1	2	120	1	Y	8.96 \$
Bicycle	CRANKARM DS	BW01-170024-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	22.69 \$
Bicycle	CRANKARM NDS	BW01-170025-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	20.73 \$
Bicycle	LOCK SYSTEM COVER PLASTIC RIGHT	BW01-170030-00	1	5 YEARS	5 YEARS LIMITED	1	2	50	1	Y	7.00 \$
Bicycle	LOCK SYSTEM COVER PLASTIC LEFT	BW01-170031-00	1	5 YEARS	5 YEARS LIMITED	1	2	120	1	Y	7.00 \$
Bicycle	CABLE TAIL LIGHT TO PBOX	BW01-180001-00	2	5 YEARS	5 YEARS	1	2	120	1	Y	20.73 \$
Bicycle	TAIL LIGHT PCBA	BW01-990014-SA	2	5 YEARS	5 YEARS	1	2	120	1	Y	10.92 \$
Bicycle	LIGHTPIPE PCBA	BW01-990015-SA	1	5 YEARS	5 YEARS	1	2	120	1	Y	12.88 \$
Bicycle	CABLE CONSOLE TO CROWN (LOCK SYSTEM)	BW01-180004-00	1	5 YEARS	5 YEARS	1	2	120	1	Y	89.38 \$
Bicycle	POWER BOX PCBA	BW01-990013-SA	1	5 YEARS	5 YEARS	1	2	50	1	Y	173.73 \$
Bicycle	BATTERY	BW01-180009-00	1	5 YEARS	5 YEARS	1	2	50	1	Y	593.31 \$
Bicycle	CABLE CROWN TO LOCK SYSTEM & SPEED SENSOR	BW01-180010-00	1	5 YEARS	5 YEARS	1	2	120	1	Y	50.15 \$
Bicycle	CABLE CROWN TO LOCK SYSTEM (LEFT)	BW01-180011-00	1	5 YEARS	5 YEARS	1	2	120	1	Y	40.35 \$

Bicycle	CABLE CONSOLE TO CROWN (PBOX)	BW01-180012-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	44.27 \$
Bicycle	CABLE CROWN TO PBOX (CONSOLE)	BW01-180013-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	38.38 \$
Bicycle	CABLE CONSOLE TO CROWN (DBOX)	BW01-180014-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	32.50 \$
Bicycle	CABLE CROWN TO DBOX (CONSOLE)	BW01-180015-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	40.35 \$
Bicycle	CABLE CROWN TO PBOX (LOCK SYSTEM) R+L	BW01-180016-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	73.69 \$
Bicycle	CABLE CROWN TO LOCK SYSTEM (PBOX) RIGHT	BW01-180017-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	36.42 \$
Bicycle	CABLE CONSOLE TO L-PIPE, HORN & SPEAKER	BW01-180018-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	34.46 \$
Bicycle	CABLE BB TO CONSOLE & PBOX	BW01-180019-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	20.73 \$
Bicycle	CABLE CROWN TO LOCK SYSTEM (PBOX) LEFT	BW01-180021-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	36.42 \$
Bicycle	LOCK SYSTEM ASSY RIGHT	BW01-990009-SA	1 5 YEARS	5 YEARS	1	2	50	1	Y	244.42 \$
Bicycle	LOCK SYSTEM ASSY LEFT	BW01-990008-SA	1 5 YEARS	5 YEARS	1	2	50	1	Y	244.42 \$
Kiosk and Wayfinder	DISPLAY + TOUCH SCREEN	BW04-110002-00	1 5 YEARS	5 YEARS	11	2	10	1	N	1,337.15 \$
Kiosk and Wayfinder	PRINTER	BW04-120001-00	1 5 YEARS	5 YEARS	1	2	10	1	N	435.34 \$
Kiosk and Wayfinder	PIEZO SWITCH	BW04-120004-00	1 5 YEARS	5 YEARS	1	2	10	1	N	33.75 \$
Kiosk and Wayfinder	MIFARE CARD READER / WRITER	BW04-130001-00	2 5 YEARS	5 YEARS	1	2	10	1	Y	588.48 \$
Kiosk and Wayfinder	PAYMENT PINPAD	BW04-130001-00	1 5 YEARS	5 YEARS	1	2	10	1	N	1,447.75 \$
Kiosk and Wayfinder	PAYMENT CARD READER	BW04-130002-00	1 5 YEARS	5 YEARS	1	2	10	1	N	716.09 \$
Kiosk and Wayfinder	CENTRAL PROCESSING UNIT (CPU)	BW04-140001-00	1 5 YEARS	5 YEARS	1	2	10	1	N	1,966.72 \$
Kiosk and Wayfinder	POWER HUB	BW04-140002-00	1 5 YEARS	5 YEARS	1	2	10	1	Y	545.94 \$
Kiosk and Wayfinder	MODEM	BW04-150001-00	1 5 YEARS	5 YEARS	1	2	10	1	N	324.74 \$
Kiosk and Wayfinder	CARD DISPENSER	BW04-160001-00	1 5 YEARS	5 YEARS	1	2	10	1	N	375.78 \$
Kiosk and Wayfinder	SENSINGBOARD	BW04-190001-00	1 5 YEARS	5 YEARS	1	2	10	1	Y	656.54 \$
Kiosk and Wayfinder	LED PANEL	BW04-190004-00	2 5 YEARS	5 YEARS	1	2	10	1	N	579.97 \$
Kiosk and Wayfinder	RELAY BOARD	BW04-190005-00	1 5 YEARS	5 YEARS	1	2	10	1	Y	98.92 \$
Kiosk and Wayfinder	CONTROLLER 48V 8A MPPT BOOST	BW04-200002-00	1 5 YEARS	5 YEARS	1	2	10	1	N	98.92 \$
Kiosk and Wayfinder	CONTROLLER MPPT 12/24/48V 30A	BW04-200003-00	1 5 YEARS	5 YEARS	1	2	10	1	N	118.09 \$
Kiosk and Wayfinder	BATTERY	BW04-200004-00	1 5 YEARS	5 YEARS	1	2	10	1	Y	1,124.46 \$
Kiosk and Wayfinder	GRID CHARGER	BW04-220003-00	1 5 YEARS	5 YEARS	1	2	10	1	N	375.78 \$
Kiosk and Wayfinder	KIOSK GLASS PANEL	BW-C0301500	2 10 YEARS	5 YEARS	1	2	10	1	Y	758.63 \$
Dock Point	DP SHELL LEFT	BW02-100010-00	1 10 YEARS	5 YEARS	2	4	120	1	Y	98.92 \$
Dock Point	DP SHELL RIGHT	BW02-100011-00	1 10 YEARS	5 YEARS	2	4	120	1	Y	98.92 \$
Dock Point	DP CHASSIS	BW02-100015-00	1 10 YEARS	5 YEARS	1	2	120	1	Y	324.74 \$
Dock Point	DP LOCK PIN	BW02-110002-00	2 5 YEARS	5 YEARS	1	2	120	1	Y	12.66 \$
Dock Point	DC/DC CHARGER	BW02-180002-01	1 5 YEARS	5 YEARS	1	2	50	1	Y	545.94 \$
Dock Point	PEB BOARD	BW02-180038-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	108.51 \$
Dock Point	DP TO DP CABLE	BW02-180040-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	39.50 \$
Dock Point	P.E.B. TO INTRACONNECT ASSY	BW02-180041-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	14.58 \$
Dock Point	INTERCONNECT JUMPER	BW02-180042-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	10.74 \$
Dock Point	PEB HARNESS	BW02-180043-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	43.33 \$
Dock Point	DP INTRACONNECT ASSY	BW02-180044-00	1 5 YEARS	5 YEARS	1	2	120	1	Y	43.33 \$
Helmet Kiosk	KEYPAD	N/A	1 5 YEARS	5 YEARS	1	2	10	1	N	TBD
Helmet Kiosk	RFID READER	N/A	1 5 YEARS	5 YEARS	1	2	10	1	Y	TBD
Helmet Kiosk	LOCKING MECHANISM	N/A	1 5 YEARS	5 YEARS	1	2	10	1	N	TBD
Helmet Kiosk	COMMS CABLES	N/A	1 5 YEARS	5 YEARS	1	2	10	1	Y	TBD

5. Please provide a price for software services on a per station or per bike per month basis. Please add to the template provided.

The price for software services is \$15.00 per month on a per bike basis.

6. If there are any additional fees to be charged, not previously mentioned, please describe each in detail, including, without limitation, the anticipated frequency and reasons for incurring such fees, with the amount. Please add the total of these fees to the template provided.

There are not additional fees to be charged within the normal scope of operations. Fees may arise for additional services for unplanned events, such as station relocation or other requirements that fall outside of the normal scope of day-to-day operations.

7. Describe any discounts you offer for large or bulk orders? Is the discount cumulative of per order only?

Bewegen is providing a 10% discount on all equipment of Seattle's bike-sharing system. This discount is given on a per order basis.

Spare Parts bulk discounts will be applied respecting the following metrics: a 0.5% discount will be applied when a quantity of 50 units are ordered and a 2% discount will be applied when a quantity of 100 units are ordered. If orders are placed in larger quantities, the parties shall discuss additional volume discounts.

8. Please describe your requested payment terms? Please confirm that the payment terms as part of this financial proposal the best terms offered by your organization to any purchaser, anywhere.

Because of the exceptional discounts and in-kind contributions provided by Bewegen, our company would appreciate milestone payments to cover our up-front costs for the bike-share system implementation. If this is not a possibility, Bewegen will accept payment net 30 days after receipt and acceptance of satisfactory compliance.

9. Please confirm that you accept the following terms and conditions as follows:

A. Are the prices provided as part of this financial proposal the best prices offered by your organization to any purchaser, anywhere? Are the prices consistent with most-favored nation?

Yes, confirmed.

B. Do the prices set forth in your response include cost to manufacture, produce, deliver, provide training, support, upgrades on and general improvements to bicycle share stations, bicycles and/or helmet dispensing units, including all parts thereof?

Yes, confirmed.

C. Does the software service fee include hosting, training, support, upgrades and continual improvements?

Yes, confirmed.

D. In the event of any late delivery due to subcontractor and/or supplier late delivery to the Successful Respondent, will any benefit (such as decreased costs) received by the Successful Respondent for such late delivery be paid over and/or fully passed through to the City?

Yes, confirmed.

10. Is there any additional information we have not asked or you would like to add?

Bewegen does not have any additional information to add.

Financial Template - Equipment Costs

PART 1 - EQUIPMENT AND LAUNCH COSTS

<i>1</i> Item #	<i>2</i> Description	<i>3</i> Total Cost to City (includes shipping and customs)	<i>4</i> Unit Price (includes shipping and customs)	<i>5</i> Avg Units per Station (as applicable)	<i>6</i> Total Units Purchased/ Provided (column 7+8+9)	<i>7</i> Units paid by City \$5M	<i>8</i> Units paid by Vendor	<i>9</i> Other (includes existing units continued in operations)	<i>10</i> Other	<i>10</i> Respondent Notes
	EQUIPMENT									
A	Bike Share Station Total	1,491,703.20 \$								Sum of a1+a2+a3+a4+a5
	a1 Terminal	284,083.20 \$	11,836.80 \$	1	30	24	6	0		n/a
	a2 Dock	834,300.00 \$	463.50 \$	24	2,400	1,800	600	0		n/a Dock values is inclusive on platforms and all other items required for a functional charging dock
	a3 Map Frame	373,320.00 \$	7,043.77 \$	1	70	53	17	0		n/a
	a4 Platform	0.00 \$	0.00 \$	0	0	0	0	0		n/a
	a5 Other	0.00 \$	0.00 \$	n/a	0	0	0	0		n/a
B	Bicycles	3,160,890.00 \$	3,512.10 \$	12	1,200	900	300	0		n/a if multiple models provided, show separately
C	Helmet Dispensing unit	0.00 \$	0.00 \$	1	100	0	46	54		n/a
D	Solar Canopy (as needed)	0.00 \$	0.00 \$	n/a	0	0	0	0		n/a
E	Other/Additional Fees	0.00 \$	0.00 \$	n/a	0	0	0	0		n/a ex: solar canopy...
F	Subtotal Equipment	4,652,593.20 \$								A+B+C+D+E
	LAUNCH COSTS	342,500.00 \$		1	100	1	0	0		n/a Launch costs are a combination of launch and equipment removal costs (\$295000) and planning (\$47500), planning is optional and can be removed if another vendor is selected to perform the site planning services
G	Subtotal Launch Costs	342,500.00 \$								From Financial Template - Operations. Lines B2-B9, excludes equipment purchases from F above.
H	TOTAL EQUIPMENT & LAUNCH	4,995,093.20 \$								Per RFP requirements, total costs to city of Launch and Equipment must equal \$5M.

PART II - REPLACEMENT PARTS COSTS & ALTERNATIVE MODELS

I	REPLACEMENT PARTS/ALTERNATIVE MODELS									
i1	BW01-990011-SA - FRAME ALLOY BEWEGEN	0.00 \$	633.08 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i2	BW01-990012-SA - FORK ALLOY BEWEGEN	0.00 \$	235.38 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i3	BW01-990001-SA - FRONT WHEEL ASSY	0.00 \$	65.85 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i4	BW01-110001-00 - FRONT RIM 24"	0.00 \$	14.85 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i5	BW01-110002-00 - FRONT HUB	0.00 \$	32.50 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i6	BW01-110003-00 - FRONT ROLLER BRAKE	0.00 \$	44.27 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i7	BW01-110006-00 - TIRE 24"	0.00 \$	20.73 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i8	BW01-110009-00 - FRONT TUBE	0.00 \$	7.00 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i9	BW01-990002-SA - REAR WHEEL ASSY	0.00 \$	150.19 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i10	BW01-120001-00 - FRONT RIM 700C	0.00 \$	16.81 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i11	BW01-120002-00 - REAR HUB 8 SPD	0.00 \$	116.85 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i12	BW01-120003-00 - REAR BRAKE	0.00 \$	42.31 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i13	BW01-120006-00 - TIRE 28"	0.00 \$	30.54 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i14	BW01-120008-00 - REAR TUBE	0.00 \$	7.00 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i15	BW01-990003-SA - MOTOR	0.00 \$	472.19 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i16	BW01-990004-SA - CONSOLE ASSY	0.00 \$	593.31 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i17	BW01-140008-00 - LCD DISPLAY	0.00 \$	16.81 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i18	BW01-150001-00 - HANDLEBAR	0.00 \$	12.88 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i19	BW01-150005-00 - GRIP RIGHT	0.00 \$	7.00 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i20	BW01-150006-00 - BELL BUTTON	0.00 \$	18.77 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i21	BW01-150007-00 - BRAKE LEVER SET	0.00 \$	22.69 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i22	BW01-150012-00 - HANDLEBAR COVER TOP	0.00 \$	8.96 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i23	BW01-150013-00 - HANDLEBAR COVER BOTTOM	0.00 \$	8.96 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i24	BW01-150022-00 - GRIP LEFT	0.00 \$	7.00 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i25	BW01-990007-SA - SEAT POST ASSY	0.00 \$	56.04 \$							Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17

i26	BW01-160001-00 - SADDLE	0.00 \$	16.81 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i27	BW01-160002-00 - SEAT POST	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i28	BW01-160003-00 - SEAT CLAMP	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i29	BW01-170001-00 - KICKSTAND	0.00 \$	22.69 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i30	BW01-170005-00 - CHAIN	0.00 \$	14.85 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i31	BW01-170006-00 - PEDALS	0.00 \$	14.85 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i32	BW01-170007-00 - PLASTIC COVER DT	0.00 \$	16.81 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i33	BW01-170008-00 - FRONT RACK	0.00 \$	30.54 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i34	BW01-170009-00 - BASKET	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i35	BW01-170010-00 - BOTTOM BRACKET	0.00 \$	199.23 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i36	BW01-170011-00 - REAR FENDER	0.00 \$	30.54 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i37	BW01-170012-00 - FRONT FENDER	0.00 \$	8.96 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i38	BW01-170024-00 - CRANKARM DS	0.00 \$	22.69 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i39	BW01-170025-00 - CRANKARM NDS	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i40	BW01-170030-00 - LOCK SYSTEM COVER PLASTIC RIGHT	0.00 \$	7.00 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i41	BW01-170031-00 - LOCK SYSTEM COVER PLASTIC LEFT	0.00 \$	7.00 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i42	BW01-180001-00 - CABLE TAIL LIGHT TO PBOX	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i43	BW01-990014-SA - TAIL LIGHT PCBA	0.00 \$	10.92 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i44	BW01-990015-SA - LIGHTPIPE PCBA	0.00 \$	12.88 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i45	BW01-180004-00 - CABLE CONSOLE TO CROWN (LOCK SYSTEM)	0.00 \$	89.38 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i46	BW01-990013-SA - POWER BOX PCBA	0.00 \$	173.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i47	BW01-180009-00 - BATTERY	0.00 \$	593.31 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i48	BW01-180010-00 - CABLE CROWN TO LOCK SYSTEM & SPEED SENSOR (RIGHT)	0.00 \$	50.15 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i49	BW01-180011-00 - CABLE CROWN TO LOCK SYSTEM (LEFT)	0.00 \$	40.35 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i50	BW01-180012-00 - CABLE CONSOLE TO CROWN (PBOX)	0.00 \$	44.27 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i51	BW01-180013-00 - CABLE CROWN TO PBOX (CONSOLE)	0.00 \$	38.38 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i52	BW01-180014-00 - CABLE CONSOLE TO CROWN (DBOX)	0.00 \$	32.50 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i53	BW01-180015-00 - CABLE CROWN TO DBOX (CONSOLE)	0.00 \$	40.35 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i54	BW01-180016-00 - CABLE CROWN TO PBOX (LOCK SYSTEM) R+L	0.00 \$	73.69 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i55	BW01-180017-00 - CABLE CROWN TO LOCK SYSTEM (PBOX) RIGHT	0.00 \$	36.42 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i56	BW01-180018-00 - CABLE CONSOLE TO L-PIPE, HORN & SPEAKER	0.00 \$	34.46 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i57	BW01-180019-00 - CABLE BB TO CONSOLE & PBOX	0.00 \$	20.73 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i58	BW01-180021-00 - CABLE CROWN TO LOCK SYSTEM (PBOX) LEFT	0.00 \$	36.42 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i59	BW01-990009-SA - LOCK SYSTEM ASSY RIGHT	0.00 \$	244.42 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i60	BW01-990008-SA - LOCK SYSTEM ASSY LEFT	0.00 \$	244.42 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i61	BW04-110002-00 - DISPLAY + TOUCH SCREEN	0.00 \$	1,337.15 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i62	BW04-120001-00 - PRINTER	0.00 \$	435.34 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i63	BW04-120004-00 - PIEZO SWITCH	0.00 \$	33.75 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i64	BW04-130001-00 - MIFARE CARD READER / WRITER	0.00 \$	588.48 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i65	BW04-130001-00 - PAYMENT PINPAD	0.00 \$	1,447.75 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i66	BW04-130002-00 - PAYMENT CARD READER	0.00 \$	716.09 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i67	BW04-140001-00 - CENTRAL PROCESSING UNIT (CPU)	0.00 \$	1,966.72 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i68	BW04-140002-00 - POWER HUB	0.00 \$	545.94 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i69	BW04-150001-00 - MODEM	0.00 \$	324.74 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i70	BW04-160001-00 - CARD DISPENSER	0.00 \$	375.78 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i71	BW04-190001-00 - SENSINGBOARD	0.00 \$	656.54 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i72	BW04-190004-00 - LED PANEL	0.00 \$	579.97 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i73	BW04-190005-00 - RELAY BOARD	0.00 \$	98.92 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i74	BW04-200002-00 - CONTROLLER 48V 8A MPPT BOOST	0.00 \$	98.92 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i75	BW04-200003-00 - CONTROLLER MPPT 12/24/48V 30A	0.00 \$	118.09 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i76	BW04-200004-00 - BATTERY	0.00 \$	1,124.46 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i77	BW04-220003-00 - GRID CHARGER	0.00 \$	375.78 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i78	BW-C0301500 - KIOSK GLASS PANEL	0.00 \$	758.63 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i79	BW02-100010-00 - DP SHELL LEFT	0.00 \$	98.92 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i80	BW02-100011-00 - DP SHELL RIGHT	0.00 \$	98.92 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i81	BW02-100015-00 - DP CHASSIS	0.00 \$	324.74 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i82	BW02-110002-00 - DP LOCK PIN	0.00 \$	12.66 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i83	BW02-180002-01 - DC/DC CHARGER	0.00 \$	545.94 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i84	BW02-180038-00 - PEB BOARD	0.00 \$	108.51 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17

i85 BW02-180040-00 - DP TO DP CABLE	0.00 \$	39.50 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i86 BW02-180041-00 - P.E.B. TO INTRACONNECT ASSY	0.00 \$	14.58 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i87 BW02-180042-00 - INTERCONNECT JUMPER	0.00 \$	10.74 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i88 BW02-180043-00 - PEB HARNESS	0.00 \$	43.33 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i89 BW02-180044-00 - DP INTRACONNECT ASSY	0.00 \$	43.33 \$	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i90 N/A - KEYPAD	0.00 \$	TBD	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i91 N/A - RFID READER	0.00 \$	TBD	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i92 N/A - LOCKING MECHAINSM	0.00 \$	TBD	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17
i93 N/A - COMMS CABLES	0.00 \$	TBD	Same as response to RFP section 10.2 Technical Questions - Equipment - Question #17

1 The City reserves the right to purchase any quantity of equipment at these prices, unless Proposer specifies a minimum

2 Shipping and customs costs must be included with all prices.

3 All prices in USD

4 The prices provided in column 4 will represent unit prices for launch equipment and any additional equipment purchases thereafter, unless otherwise specified by the Proposer.

FINANCIAL QUESTIONS - OPERATIONS

1. Please provide a copy of the audited financial statements for the three previous fiscal years and the last quarterly report if one exists for the Operator. Statements must include auditor's letter of opinion, auditor's notes, balance sheet, and statement of income/loss. Each prime or joint venture partner must submit this information. The City reserves the right to accept alternative information and/or documentation submitted by the Vendor.

Corps Logistics LLC is a young company that was recently incorporated. Bewegen Technologies holds a 49% stake in Corps Logistics; please see the enclosed envelope marked "Bikeshare Program RFP TRN # 3599 Financial Statements Confidential" for financial statements relating to Bewegen and its parent company.

2. Please describe your proposed financial model and include a pro-forma. Please include:

Please note that we have distributed the annual revenue and costs equally over each month. This was done for clarity and to simplify the calculations. Bewegen knows that there are important seasonal variances in system usage and have the set up and flexibility to resource according to requirements.

Also note that a 2% estimated consumer price index factor is added for 2019 and then for each subsequent year. This will be reviewed early and adjusted in line with local, City or state, CPI.

A. What financial responsibility is assumed by the Contracted Respondent? What is assumed by the City?

Bewegen has every confidence that the financial model proposed for the system of Seattle will generate the projected profits. The difference between Options A and B lies in the financial responsibility assumed by the City of Seattle.

In Option A, the City of Seattle and Bewegen would enter into an agreement for Seattle to pay for the operational costs of the bike-share system. Bewegen's responsibility would be to make sure that the proposed budget is respected, and all of the Service Level Agreements are met and maintained.

B. How does your model attribute system and sponsor revenue?

For Option A, sponsorship revenue will be used to pay for the operation of the City's bike-share system. The City of Seattle will keep all additional profit that is generated, which is estimated at **\$600,000.00 per year**.

C. What prices will you charge to users to consumers?

To facilitate simple transition between systems, Bewegen suggests adhering to the existing price model for the Pronto system (see following photos). One addition that we would like to implement would be increasing the included trip time from 30 minutes to 45 minutes to account for the breadth of the system.

Membership Pricing	
Annual Membership - monthly payments	\$7.95/month
Annual Membership - one time payment	\$85
Seniors (65+)	\$68

Usage Fees	
0 - 45 minutes of each trip	INCLUDED - no charge
45 - 75 Minutes	\$2.00
Each additional 30 minutes	+\$5.00

24-Hour & 3-Day Passes	
24-hour	\$8
3-Day	\$16

Usage Fees	
0 - 30 minutes of each trip	INCLUDED - no charge
30 - 60 Minutes	\$2.00
Each additional 30 minutes	+\$5.00

D. What decision making authority does your organization require relative to service area, pricing and/or other elements in the scope of work?

For Option A, the City of Seattle will approve all decisions impacting service area, pricing, and other elements included in the scope of work.

3. Please provide detailed projections of trips, memberships and revenue for the term of this contract? Please explain your methodology and why your model is reliable.

Based on the City of Seattle's preliminary model to predict trips, membership and revenue, Bewegen has devised the following projections of trips, memberships and revenues for our system of 1200 bikes. The preliminary projections are as follows:

- Annual Members: 9,600
- Casual Members: 102,000
- Casual trips to Member trips: 28
- Total Revenue (User Fees and Members): \$1.68M
- Total trips: Up to 1,044,000

4. Submit a detailed cash flow analysis itemizing the revenues and expenses anticipated over the term of the Contract. Analysis should include income and cash flow statements, by month for the first two (2) years, then by year.

See "Financial Template – Operations Cash Flow" for a detailed cash flow analysis itemizing the revenues and expenses.

5. Please describe your contingency plan in case the trip, member, revenue or cost projections are not realized. Do you guarantee a minimum amount of trips, members or system revenue?

Bewegen's projections as to user and sponsorship revenue are **conservative in nature**, and based on years of experience across multiple bike-share systems. Furthermore, Bewegen's Pedelec (electric assist) bicycles have proven to be particularly effective at drawing in and retaining high usage and associated sponsorship. We are confident that the projections outlined will be realized.

For Option A, in the event that projections are not realized, Bewegen will scale our operations and resourcing to ensure that the system remains financially sustainable.

6. How will you charge for sponsorship services? How does your rate differ for contracted sponsors for which the City provided the initial introduction and/or was actively involved in negotiations?

For Option A, a normal commission rate of 20% will apply for sponsorship services. If the contracted sponsor was initially introduced by the City, a commission rate of 15% will apply for sponsorship services.

7. If the City terminates early for convenience, what costs will be required to be paid by the City?

Costs required to be paid by the City in the event of an early termination will be the normal exit costs. These include: purchasing of assets, severance pay for staff, cancellation costs for leasing, and all other costs incurred. Bewegen intends **no contractual penalties** to be included for early termination for convenience.

8. Are there any operations elements of a turnkey system not included in your fees that would require additional payments? Please describe each, including, without limitation, the anticipated frequency and reasons for incurring such fees, with the amount.

No, all operations elements are included.

9. Please describe your requested payment terms for operations?

We anticipate that 25% of the first year contract is paid 3 months prior to beginning operations. The remaining 75% is to be paid monthly in equal parts. Following the first year, operational payments will be paid in equal parts on a monthly basis.

10. Is there any additional information we have not asked or you would like to add?

Please note that the costs quoted in the ECONOMIES OF SCALE section of the “Financial Template – Operations Cash Flow” are based on 2018 full year costs. Future years would have an increase in line with the consumer price index.

Most of the Premium Services identified by the City are already included in our prices. Our quote is for Bewegen to provide a world class operations service to Seattle. Our teams’ years of experience means we are confident in our quote and we will ensure that the correct resources are available to deliver the highest levels of service. Bewegen will work in partnership with the City of Seattle to ensure excellent service at all times. This includes attending special events and sending appropriate staff to help manage these. The price shown in the UNIT PREMIUM SERVICES section of the “Financial Template – Operations Cash Flow” are therefore for exceptional circumstances only, outside the normal events which take place in the City.

Financial Template - Operations Cash Flow																										
Expenses and revenue based on the number of stations, docks and bikes proposed for launch in your Equipment Proposal. Please list																										
AA1		Number of Bikes		1200																						
AA2		Number of Docks		2400																						
AA3		Number of Stations		100																						
		From Financial Template, Colmn 6 "Total Units Purchased/Provided"																								
		NOTES	2017	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	2018	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18
			Launch Yr													1st full yr										
EXPENSES		Unhide columns Q - AD to input months																								
LABOR (includes salary, wages, benefits, taxes, etc)																										
A1	Non-local Staff		52497				5833	5833	5833	5833	5833	5833	5833	5833	5833	69996	5833	5833	5833	5833	5833	5833	5833	5833	5833	
A2	Local Manager		63000				7000	7000	7000	7000	7000	7000	7000	7000	7000	84000	7000	7000	7000	7000	7000	7000	7000	7000	7000	
A3	Local Rebalancing		270000				30000	30000	30000	30000	30000	30000	30000	30000	30000	360000	30000	30000	30000	30000	30000	30000	30000	30000	30000	
A4	Local Bike Mechanics		153000				17000	17000	17000	17000	17000	17000	17000	17000	17000	204000	17000	17000	17000	17000	17000	17000	17000	17000	17000	
A5	Local Station Technicians		61200				6800	6800	6800	6800	6800	6800	6800	6800	6800	81600	6800	6800	6800	6800	6800	6800	6800	6800	6800	
A6	Local Marketing		49500				5500	5500	5500	5500	5500	5500	5500	5500	5500	66000	5500	5500	5500	5500	5500	5500	5500	5500	5500	
A7	Local Admin/Customer Service		46800				5200	5200	5200	5200	5200	5200	5200	5200	5200	62400	5200	5200	5200	5200	5200	5200	5200	5200	5200	
A8	Other		7128				792	792	792	792	792	792	792	792	792	9504	792	792	792	792	792	792	792	792	792	
A	SUB TOTAL LABOR		703125				78125	78125	78125	78125	78125	78125	78125	78125	78125	937500	78125	78125	78125	78125	78125	78125	78125	78125	78125	
ONE-TIME LAUNCH/TRANSITION COSTS		All one time start-up, non-recurring costs, prior to the 1st ops day, not in C-F.																								
B1	Equipment Purchase	From Line F, Equip. finance template	4,652,593.20 \$																							
B2	Existing equipment removal and disposal		118000																							
B3	Office/warehouse setup		0																							
B4	Station Installation (excludes hardwiring)		177000																							
B5	Station Construction (as per FTA, i.e. hardwiring)																									
B6	Marketing, Branding and Collateral Production																									
B7	Initial Site Planning and Permitting		47500																							
B8	Spare Parts																									
B9	Other																									
B	TOTAL LAUNCH/TRANSITION FEE		4,995,093.20 \$																							
C	SUB TOTAL SITING AND PLANNING (FOR LAUNCH)																									
DIRECT COSTS		All recurring ops costs, not in B																								
D1	Office Admin/Workroom/Storage		92,997				10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	123,996	10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	
D2	Vehicle, fuel, maintenance, etc		72,369				8,041	8,041	8,041	8,041	8,041	8,041	8,041	8,041	8,041	96,492	8,041	8,041	8,041	8,041	8,041	8,041	8,041	8,041	8,041	
D3	Utilities, phone, communications		111,600				12,400	12,400	12,400	12,400	12,400	12,400	12,400	12,400	12,400	148,800	12,400	12,400	12,400	12,400	12,400	12,400	12,400	12,400	12,400	
D4	Spare parts, supplies & tools		166,311				18479	18479	18479	18479	18479	18479	18479	18479	18479	221,748	18479	18479	18479	18479	18479	18479	18479	18479	18479	
D5	Insurance (Liability, Equipment, Auto, Workers Comp)		51,588				5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	68,784	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	5,732	
D6	Customer Service (includes member fulfillment)		27,000				3000	3000	3000	3000	3000	3000	3000	3000	3000	36,000	3000	3000	3000	3000	3000	3000	3000	3000	3000	
	Marketing, Public Relations and Corporate Sales		-													-										
D7	Software as a Service fee		162,000				18000	18000	18000	18000	18000	18000	18000	18000	18000	216,000	18000	18000	18000	18000	18000	18000	18000	18000	18000	
D8	Payment Gateway, IT Management, Website Maintenance		-				0	0	0	0	0	0	0	0	0	-	0	0	0	0	0	0	0	0	0	
D9	Credit Card Fees		43,200				4800	4800	4800	4800	4800	4800	4800	4800	4800	57,600	4800	4800	4800	4800	4800	4800	4800	4800	4800	
	Helmet Services		14,994				1666	1666	1666	1666	1666	1666	1666	1666	1666	19,992	1666	1666	1666	1666	1666	1666	1666	1666	1666	
D10a	Replacement helmets		74,250				8250	8250	8250	8250	8250	8250	8250	8250	8250	99,000	8250	8250	8250	8250	8250	8250	8250	8250	8250	
D10b	Other, helmets		-													-										
D11	Equity Programming (Required Service)		-													-										
D12	Equity Programming (Premium Service)		-													-										
	Marketing, Public Relations and Corporate Sales		40,500				4500	4500	4500	4500	4500	4500	4500	4500	4500	54,000	4500	4500	4500	4500	4500	4500	4500	4500	4500	
D13a	Collateralol (including maps, stickers, printing)		14,994				1666	1666	1666	1666	1666	1666	1666	1666	1666	19,992	1666	1666	1666	1666	1666	1666	1666	1666	1666	
D13b	Promotions		14,994				1666	1666	1666	1666	1666	1666	1666	1666	1666	19,992	1666	1666	1666	1666	1666	1666	1666	1666	1666	
D13c	Other, marketing		-													-										
D14	Sponsorship Services	If 100% commission, leave blank	-				0	0	0	0	0	0	0	0	0	-	0	0	0	0	0	0	0	0	0	
D15	Other (if any)		74,997				8333	8333	8333	8333	8333	8333	8333	8333	8333	99,996	8333	8333	8333	8333	8333	8333	8333	8333	8333	
D	SUB TOTAL DIRECT COSTS	Sum D1- D13	961794				106866	106866	106866	106866	106866	106866	106866	106866	106866	1282392	106866	106866	106866	106866	106866	106866	106866	106866	106866	
E	MANAGEMENT/OVERHEAD/PROFIT (__6____%)	Show percent with label					11099	11099	11099	11099	11099	11099	11099	11099	11099	133194	11099	11099	11099	11099	11099	11099	11099	11099	11099	
F	F1 TOTAL OPERATIONS COSTS/FEE	Sum A+B+C+D+E	6660012				196090	196090	196090	196090	196090	196090	196090	196090	196090	2353086	196090	196090	196090	196090	196090	196090	196090	196090	196090	
	F2 TOTAL OPERATIONS COST/FEE PER BIKE MONTH	F1 / AA1					163	163	163	163	163	163	163	163	163	163	163	163	163	163	163	163				

Expenses and revenue based on the number of stations, docks and bikes proposed for launch in your Equipment Proposal. Please list

AA1	Number of Bikes	1200
AA2	Number of Docks	2400
AA3	Number of Stations	100

			NOTES	Nov-18	Dec-18	2019	2020	2021	2022	2023	2024	2025	2026
EXPENSES			Unhide columns Q - AD to input months										
		LABOR (includes salary, wages, benefits, taxes, etc)											
A1		Non-local Staff		5833	5833	69996	71396	72824	74280	75766	77281	78827	80403
A2		Local Manager		7000	7000	84000	85680	87394	89141	90924	92743	94598	96490
A3		Local Rebalancing		30000	30000	360000	367200	374544	382035	389676	397469	405418	413527
A4		Local Bike Mechanics		17000	17000	204000	208080	212242	216486	220816	225232	229737	234332
A5		Local Station Technicians		6800	6800	81600	83232	84897	86595	88326	90093	91895	93733
A6		Local Marketing		5500	5500	66000	67320	68666	70040	71441	72869	74327	75813
A7		Local Admin/Customer Service		5200	5200	62400	63648	64921	66219	67544	68895	70273	71678
A8		Other		792	792	9504	9694	9888	10086	10287	10493	10703	10917
A		SUB TOTAL LABOR		78125	78125	937500	956250	975375	994883	1014780	1035076	1055777	1076893
		ONE-TIME LAUNCH/TRANSITION COSTS	All one time start-up, non-recurring costs, prior to the 1st ops day, not in C-F.										
B1		Equipment Purchase	From Line F, Equip. finance template										
B2		Existing equipment removal and disposal											
B3		Office/warehouse setup											
B4		Station Installation (excludes hardwiring)											
B5		Station Construction (as per FTA, i.e. hardwiring)											
B6		Marketing, Branding and Collateral Production											
B7		Initial Site Planning and Permitting											
B8		Spare Parts											
B9		Other											
B		TOTAL LAUNCH/TRANSITION FEE											
C		SUB TOTAL SITING AND PLANNING (FOR LAUNCH)											
		DIRECT COSTS	All recurring ops costs, not in B										
D1		Office Admin/Workroom/Storage		10,333	10,333	126,476	129,005.44	131,585.55	134,217.26	136,901.60	139,639.64	142,432.43	145,281.08
D2		Vehicle, fuel, maintenance, etc		8,041	8,041	98,422	100,390.28	102,398.08	104,446.04	106,534.96	108,665.66	110,838.98	113,055.76
D3		Utilities, phone, communications		12,400	12,400	151,776	154,811.52	157,907.75	161,065.91	164,287.22	167,572.97	170,924.43	174,342.92
D4		Spare parts, supplies & tools		18479	18479	226,183	230,706.62	235,320.75	240,027.17	244,827.71	249,724.26	254,718.75	259,813.12
D5		Insurance (Liability, Equipment, Auto, Workers Comp)		5,732	5,732	70,160	71,562.87	72,994.13	74,454.01	75,943.09	77,461.96	79,011.19	80,591.42
D6		Customer Service (includes member fulfillment)		3000	3000	36720	37454	38203	38968	39747	40542	41353	42180
		Marketing, Public Relations and Corporate Sales				0	0	0	0	0	0	0	0
D7		Software as a Service fee		18000	18000	220320	224726	229221	233805	238481	243251	248116	253078
D8		Payment Gateway, IT Management, Website Maintenance		0	0	0	0	0	0	0	0	0	0
D9		Credit Card Fees		4800	4800	58752	59927	61126	62348	63595	64867	66164	67488
		Helmet Services		1666	1666	20392	20800	21216	21640	22073	22514	22965	23424
D10a		Replacement helmets		8250	8250	100980	103000	105060	107161	109304	111490	113720	115994
D10b		Other, helmets				0	0	0	0	0	0	0	0
D11		Equity Programming (Required Service)				0	0	0	0	0	0	0	0
D12		Equity Programming (Premium Service)				0	0	0	0	0	0	0	0
		Marketing, Public Relations and Corporate Sales		4500	4500	55080	56182	57305	58451	59620	60813	62029	63270
D13a		Collateralol (including maps, stickers, printing)		1666	1666	20392	20800	21216	21640	22073	22514	22965	23424
D13b		Promotions		1666	1666	20392	20800	21216	21640	22073	22514	22965	23424
D13c		Other, marketing				0	0	0	0	0	0	0	0
D14		Sponsorship Services	If 100% commission, leave blank	0	0	0	0	0	0	0	0	0	0
D15		Other (if any)		8333	8333	100000	100000	100000	100000	100000	100000	100000	100000
D		SUB TOTAL DIRECT COSTS	Sum D1- D13	106866	106866	1306044	1330165	1354768	1379863	1405461	1431570	1458201	1485365
E		MANAGEMENT/OVERHEAD/PROFIT (__6____%)	Show percent with label	11099	11099	134613	137185	139809	142485	145214	147999	150839	153735
F	F1	TOTAL OPERATIONS COSTS/FEE	Sum A+B+C+D+E	196090	196090	2378157	2423600	2469952	2517231	2565455	2614644	2664817	2715994
	F2	TOTAL OPERATIONS COST/FEE PER BIKE MONTH	F1 / AA1	163	163	165	168	172	175	178	182	185	189
In a flat fee model, this cost/fee and cost/fee per bike month will be the fee paid to the Vendor. This fee is valid for 700-1499 bikes unless otherwise specified by the Proposer, and will be applied based on the maximum number of operational bikes during the month.													
REVENUE													
		USER REVENUE											
G1		Annual & Monthly Member Fees		59500	59500	728280	742846	757703	772857	788314	804080	820162	836565
G2		Casual (Day & 3 Day) Member Fees		59500	59500	728280	742846	757703	772857	788314	804080	820162	836565
G3		Pay-By-Trip											
G4		Overage Fees		7000	7000	85680	87394	89141	90924	92743	94598	96490	98419
G5		Other											
G		SUB TOTAL USER REVENUE		126000	126000	1542240	1573085	1604546	1636637	1669370	1702758	1736813	1771549
		HELMETS											
H1		Helmet rentals		14000	14000	171360	174787	178283	181849	185486	189195	192979	196839
H2		Helmet sales		0	0	0	0	0	0	0	0	0	0
H		SUB TOTAL HELMET REVENUE		14000	14000	171360	174787	178283	181849	185486	189195	192979	196839
I		SUB TOTAL SPONSORSHIP (less any commissions)	Please input estimates used in response to Financial Proposal Question on	100000	100000	1224000	1248480	1273449.6	1298918.59	1324896.96	1351394.9	1378422.8	1224000
J		TOTAL OTHER											
K	K1	TOTAL REVENUE	Sum G+H+I+J	240000	240000	2937600	2996352	3056279	3117405	3179753	3243348	3308215	3192388
	K2	TOTAL REVENUE PER BIKE MONTH	K1/ AA1	200	200	204	208	212	216	221	225	230	222

Financial Template - Operations Cash Flow

Expenses and revenue based on the number of stations, docks and bikes proposed for launch in your Equipment Proposal. Please list

AA1	Number of Bikes	1200
AA2	Number of Docks	2400
AA3	Number of Stations	100

From Financial Template, Colmn 6 "Total Units Purchased/Provided"

ECONOMIES OF SCALE

		Cost/Fee Per bike month
G1	Operations cost/fee per bike month (1500-1999 bikes total)	159
G2	Operations cost/fee per bike month (2000-2499 bikes total)	154
G3	Operations cost/fee per bike month (2500+ bikes total)	150
It is believed there are economies of scale to operaitons. Section G below suggests the operator provide a discount on the operations cost per dock-month that will apply to ALL stations in the system, not just new stations as the system expands.		

UNIT PREMIUM SERVICES

The following section should be filled out for any model in which a separate fee is required for these or other services. The City still requests you show show an estimated fees. The City will pay the following services as actual direct costs plus management fee/overhead/profit at the percent listed above with labor paid at regular hourly rates for the individuals. The fee is intended as a not-to-be-exceeded estimate.

		Estimated Unit Cost
H1	Launch fee (per station)	
H2	Station move	816
H3	Station Reconfiguration	204
H4	Additional rebalancing truck	1367
H5	Additional rebalacing bike trailer	1200
H6	Station Siting and Permitting (Additional)	680
H7	Premium rebalancing service levels	
H8	Other	26\$/hres
Per station Includes assembly. set up.		
Per station		
Per station		
Per month lease price		
Purchase price		
Per stations		
as described in 7.6		



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