**SC22192 – Market Engagement Questionnaire 2023 for Electric Bus Charging Solutions**

The Kent County Council (KCC) wishes to engage with suppliers about capacity in the market to provide electric bus charging solutions.

KCC would like to take the opportunity to invite your organisation to complete this ‘Market Engagement Questionnaire’.

Please note you do not need to answer all the questions.

Please note it is KCC’s intention to commence a **Competitive Procedure with Negotiation** to procure these electric bus charging solutions in due course.

Responses to Market Engagement Questionnaire will be used to refine KCC’s requirements for the Electric Bus Charging Solutions, the final version of which will be shared with Candidates shortlisted to tender as part of the ‘Invitation to Tender’ documentation.

**Please complete this market engagement questionnaire and return via email to** **SCCommercialTeam@kent.gov.uk** **by midday on Thursday 9 February 2023.**

Please refer to the attached documentation:

* **Appendix A – Overview of the Requirement**, detailing the background and scope of the required electric bus charging solutions.
* **DRAFT requirements** for:
* **Engineering and Construction Works** to design, install, build, Construct and energise the required EV Charging Systems, including associated Annex documents including maps, UKPN offer letters, etc.
* **Asset Management and Maintenance Services**.

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| **SECTION A: SUPPLIER DETAILS** |
| Supplier Name: |  |
| Company Registration Number: |  |
| Website: |  |
| **Supplier Contact Details** in relation to this questionnaire. |
| Contact Name and Position: |  |
| Contact Email Address:  |  |
| Contact Telephone Number: |  |
| **Please specify your organisation’s interest in this opportunity**, including which element of the required electric bus charging solutions your organisation could deliver? Please give details. |
| 1. Engineering & Construction Works:
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| 1. Electrical Engineering Works:
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| 1. EV Charging Systems:
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| 1. Asset Management Services:
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| 1. Electricity Supply (OPTIONAL):
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| 1. Other:
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| **Please confirm if you are willing for your contact details to be shared with other organisations who participate in this market engagement for potential partnership networking purposes?** |
| Choose an item. |

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| **SECTION B: MARKET ENGAGEMENT QUESTIONS**  |
| 1. **Procurement Timescales:** Based on previous feedback, KCC are now assuming a minimum period of 12 weeks (60 days) is required for Tenderers to submit their tender responses, including their works programme, from receipt of the ‘Invitation to Tender’ documentation.
2. From your organisations point of view, considering the DRAFT scope and requirements provided, and progress which has already been made by KCC, how many weeks should be allocated for Tenderers to submit a tender response?
3. If longer than 12 weeks (60 days) is required, please give reasons?
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| 1. **Proposed Form of Contract(s):** It is KCC’s current intention to split the scope of the required electric bus charging solutions into two separate contracts:
* **NEC4 Engineering & Construction Contract (ECC), Option A (Priced contract with activity schedule)** – Contract for the completion of civil engineering and electrical works to install and energise the Electric Vehicle Charging Systems (including system design, purchase, installation, and testing) at each of the three Site locations; and
* **Asset Management Services Contract *(using KCC’s Standard Terms & Conditions for Services)*** for the long-term services relating to the on-going management, repair and maintenance, and support services for the Electric Vehicle Charging Systems at each of the three Site locations.

Is your organisation or partners familiar with these types of contracts and/or do you recommend any more or equally suitable forms of contracts? |
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| 1. **Pre-construction Activities:** The pre-construction phase scope requires a multi-disciplinary approach to obtain necessary land and planning permission. KCC assumes that these activities should be managed by the Contractor to mitigate the risk on delivery timescale.
2. From your experience of similar project, is this a reasonable assumption?
3. Do you recommend a different approach to resolve planning, permissions, and land ownership matters? Please explain any proposed alternatives and its consequences.
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| 1. **Landowner Permissions:** It is KCC’s intention to secure the land ownership agreements in time. In the scenario where KCC is not able to secure the land ownership agreement in time for construction to start, KCC assumes that the Contractor will be willing and able to set up a land agreement in its own name with Network Rail, to be novated to KCC at the earliest opportunity *(see* ***Landownership Options – Scenario 2*** *within Appendix A (Overview of the Requirement) for details)*.
2. Will your organisation be agreeable to such arrangement and on what conditions?
3. From your experience with similar projects, are there any other potentially better ways to deal with this scenario?
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| 1. **Civil Engineering Works Capability:** The scope for the Acacia Hall Bus Hub location in Dartford includes additional civil work to build a bus turning facility and a passenger waiting area as well as the electric Infrastructure system.
2. If Civils work is not the first activity of your organisation, do you foresee any issues in sub-contracting a primary Contractor to carry out the Acacia Hall additional civils work?
3. Kindly explain any concerns you may have about this.
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| 1. **Hardware and Software Supply:**
2. From your organisations point of view, what is the state of play of the “On street Bus Opportunity charger hardware and software” markets in UK and worldwide?
3. What Open Charge Standard do you recommend adhering to as a minimum and what standards would apply to premium products? KCC propose using the most recent. ***Open Charge Point Protocol 2.0.1 as this is the most upto date Open Charge standard however KCC understand this may not be used in the UK yet.***
4. Do you think current hardware and software support V2G sending surplus energy back to the grid as a way of storing energy for the grid as well as providing energy to the bus?
5. Is V2G something that could be moved towards during the contract duration if it is not possible from service commencement?
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| 1. **Supply Chain Lead Times:** From your experience with hardware and software Opportunity charger manufacturers and associated equipment such as substations, please would you confirm current lead times for delivery of the EV infrastructure from you placing an order with the OEM to delivery for installation:
2. Lead time for Opp Charger (with power cabinets if required).
3. Lead time for substation.
4. Lead time for ducting and cabling.
5. Lead time for materials for Acacia Hall Hus Hub.

Please explain any assumptions & dependencies? |
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| 1. **Project Delivery Timescales:** As explained in the information provided, KCC currently anticipates the project to fully delivered the infrastructure on street within 12 months from KCC Contract Award for Kent Thameside, and sooner for Dover.
2. From your Organisations point of view and from experience with other projects delivery, is this realistic timeline?
3. What are the main risks to delivery times scales and potential mitigation measures?
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| 1. **Funding:** The Fastrack EV Infrastructure has secured ZEBRA funding to cover approx.75% of the cost. To fund the 25% difference, KCC is assuming that Fastrack revenue will pay for this as part of the quarterly service charge during the contract. This assumes the Contractor will need to procure the EV infrastructure upfront and charge KCC quarterly over a period for the 25% gap.
2. Is this something your organisation is willing and able to do?
3. What time period would you expect KCC to pay for the 25% difference (e.g. 2 years, 5 years, 10 years, or 15 year contract)?
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| 1. **Other:** Do you have any potential reservation/barriers about the scope and/or DRAFT requirements, which have not been expressed above but may stop you from bidding for this project?
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