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Non-Competitive Selection Request

Requisition Number

Fund
2150 METRO TRANSIT

Major
53*** Supplies/Goods

Agency
Metro Transit

Total Purchase Amount
$ 25,793,728.00

Vendor Name
Transit Holding Inc. (DBA New Flyer)

Product/Service Description
First-party bus parts

Exception Criteria
2. The services or goods required are available from only one person or firm (i.e., true sole source).

Reason For Request
This request reflects 10 years of projected spending with New Flyer. A significant portion of our bus fleet is made up of New Flyer busses, particularly our BRT all-electric fleet, which is exclusively New Flyer. As a result, we have extensive need for New Flyer parts to continue to keep our busses on the road. Buying directly from the vendor allows us to access the full catalog of New Flyer bus parts to ensure we are getting quality, first-party items and keep our busses on the road. Moreover, as the primary vendor, New Flyer will not be subject to the same sporadic availability issues that third party vendors can experience. Additionally, our all-electric fleet requires new parts specific to New Flyer electric busses - parts which may not yet be available for purchase via third party vendors. New Flyer has been approved for use by Madison Metro Transit as a sole source vendor for bus parts since 2015.

Requestor

Valov, Jacob J Stammer, Jessy Acton, Jamie M

Comments
New Flyer of America was selected in a competitive RFP process in 2018 for a five-year contract during which 72 new forty-foot diesel buses would be purchased by the City.

In 2021 and 2022, the Madison Common Council authorized the purchase of additional busses, non-competitively selected.

In 2023, the Madison Common Council authorized the purchase of electric bus charging equipment, non-competitively selected.

Further, the Madison Common Council has authorized New Flyer of America as a sole source vendor for the purchase of bus parts to service the City's New Flyer busses, similar to this request.

Since 2015, the City of Madison has paid New Flyer a total of $124,995,054. Of that amount, $19,987,285 was competitively selected. The remaining $105,007,769 was non-competitively selected.