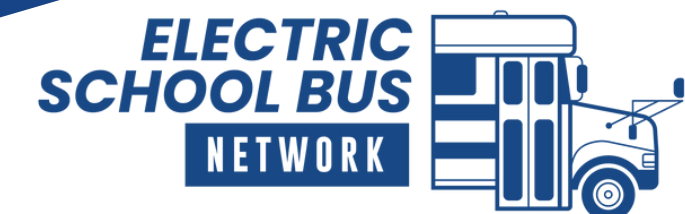


ELECTRIC SCHOOL BUS NETWORK NATIONAL FORUM

Purchasing with Sourcewell

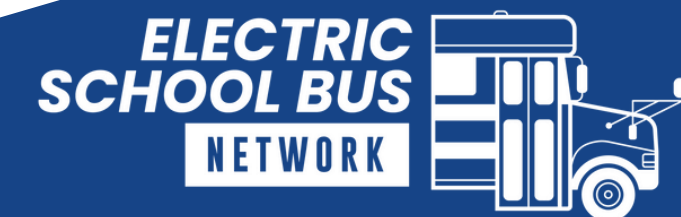
November 8, 2023



NOVEMBER 8, 2023

FORUM AGENDA

- 01.** Intro to the Electric School Bus Network
- 02.** Federal Funding Update
- 03.** Purchasing with Sourcewell
- 04.** Q+A with Mike Domin from Sourcewell
- 05.** Summary + Closing

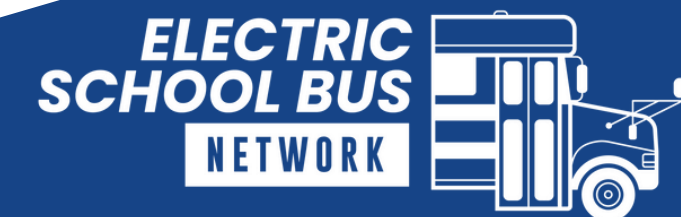




ELECTRIC SCHOOL BUS NETWORK

The Electric School Bus Network accelerates nationwide school bus fleet electrification through peer-to-peer networking and dialogue-driven forum meetings for school districts, advocacy organizations, government organizations, and industry representatives. The ESB Network provides access to educational tools, resources, and subject matter experts to help support the electric school bus fleet transition.

In Partnership With:



MEET THE TEAM



Rachel Chard
National Program Manager



Michelle Hanson
Program Manager



Ian Fried
Lead Project Manager



Juan Espinoza
Project Manager



Chrystal Ales
Project Manager



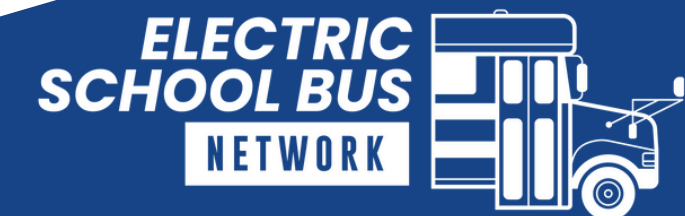
Emily Gasca
Project Manager



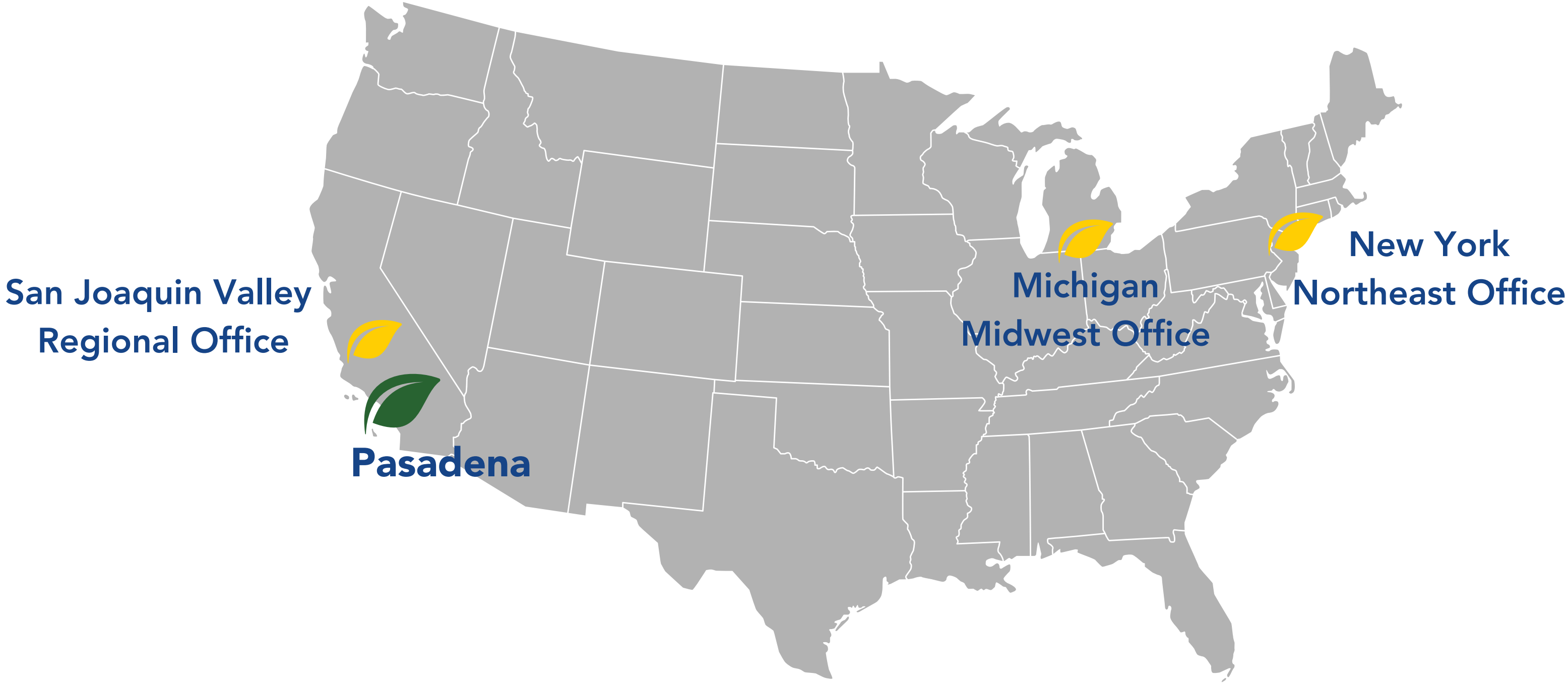
Liza Walsh
Associate Project Manager



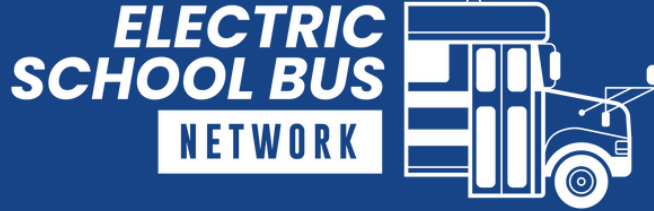
Katelyn Tomaszewski
Project Manager



Global organization transforming transportation for good

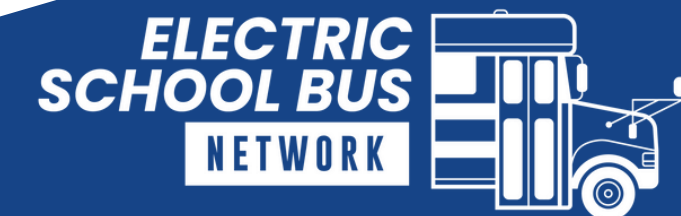


 **Headquarters**  **Regional Office**



ESB NETWORK FORUM MEETINGS

- Previously called “working groups” - now called forums!
- Forum meetings are not webinars; they are ongoing discussions where participation is encouraged
- Goal: Ease the transition to electrify school bus fleets nationwide
 - Facilitate conversations
 - Provide up-to-date information
 - Independent/Third Party Partner



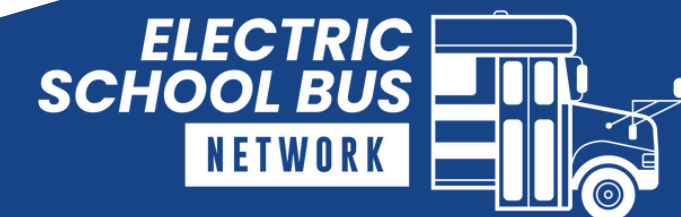
ESB NETWORK FORUMS CADENCE

- **National Forum**

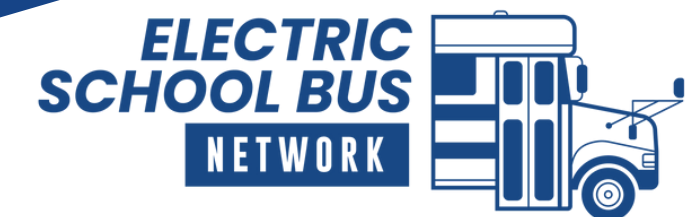
- ESB Network National Forums occur every other month on the second Wednesday at 2:00 p.m. Eastern Time.

- **California Forum**

- ESB Network California Forums occur every other month on the first Wednesday at 11:00 a.m. Pacific Time.

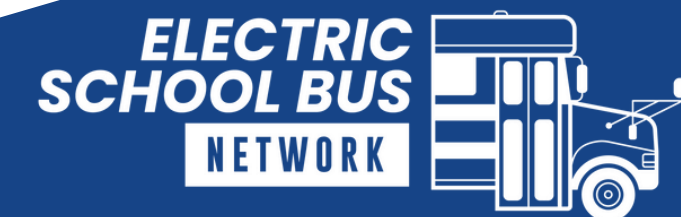


FEDERAL FUNDING OPPORTUNITY UPDATES



EPA FY22-23 DERA NOFO

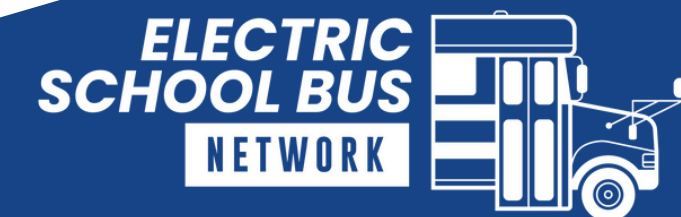
- **Now Open!** FY22-23 Diesel Emissions Reductions Act (DERA) National Grants Notice of Funding Opportunity (NOFO)
- EPA anticipates awarding a **total of approximately \$115 million**
- **Deadline for submitting questions: Friday, November 10, 2023, at 11:59 p.m. ET.**
- **NOFO Application Deadline: Friday, December 1, 2023, at 11:59 p.m. ET.**



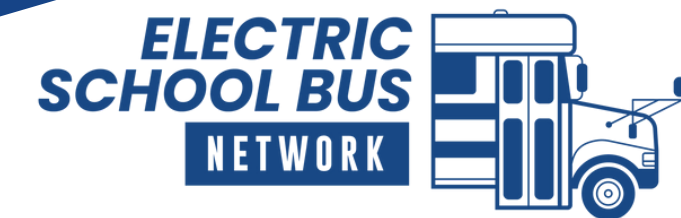
EPA CLEAN SCHOOL BUS PROGRAM

2023 REBATES

- **Now Open!** EPA Clean School Bus Rebate Program
- The 2023 EPA Clean School Bus (CSB) Rebates program replaces school buses with cleaner, zero-emission models. This program has unique requirements and procedures, distinct from previous EPA rebate programs. Review the Program Guide for details.
- **2023 Rebates Application Deadline: January 31, 2024, at 4:00 p.m. ET.**



PURCHASING WITH SOURCEWELL



Cooperative Purchasing

What's in it for you?

November 2023

Agenda

- What is cooperative purchasing?
- Why should I be interested?
- What do I do next?



Procuring what you need

You have two decisions:

- What are you going to buy?
- How are you going to buy it?



Cooperative purchasing benefits

- Provides competitively solicited and awarded contracts
- Creates efficiencies and savings
- Get what you need, when you need it
- Enables you to work with local supplier



Cutting procurement in half

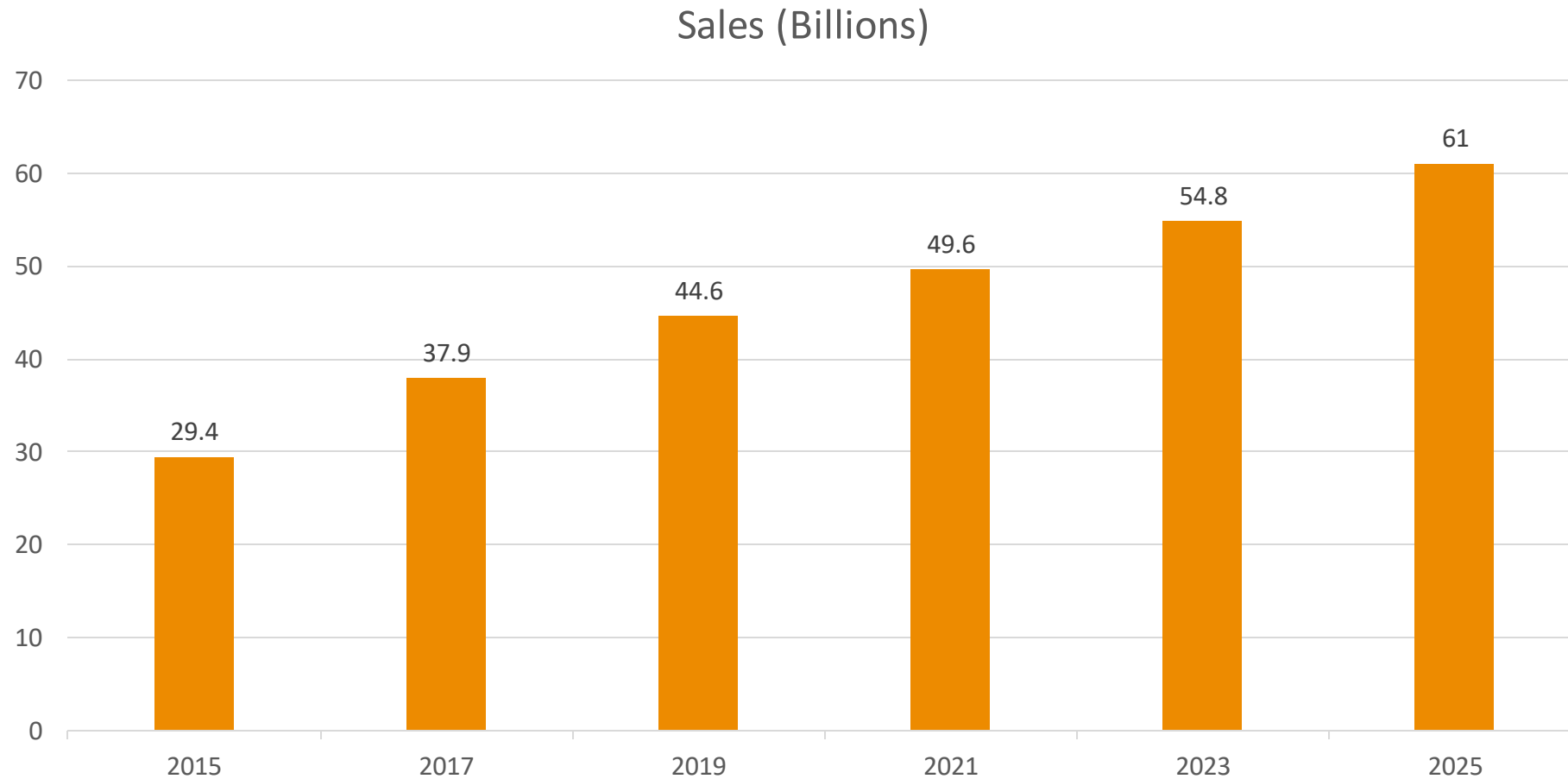
Purchasing process

- Identify need
- Discuss with procurement
- Develop scope
- Advertise
- Proposal opening
- Evaluation
- Award contract
- Protest period
- Issue a P.O.
- Receive goods/services

Purchasing process with Sourcwell

- Identify need
- Discuss with procurement
- Use a Sourcwell contract
- Issue a P.O.
- Receive goods/services

National cooperative sales trend & forecast



Awarded suppliers

School Buses

- Blue Bird Bus
- IC Bus
- Lion Electric
- Thomas Built



Additional contract categories

EV charging stations & software

In-vehicle camera systems

Telematics & fleet management technology

Parts, vehicle lifts & fuel dispensing solutions

Tires & fuel delivery solutions

Passenger vehicles (cars, trucks & vans)

Fleet leasing & financing solutions

Advantages of Sourcewell

Satisfying the competitive solicitation requirements,
NOT skipping them!

- Government
- Quick email/phone responses
- Assigned point of contact
- Accessible website

Try a new online experience

- Fewer clicks
- Better search
- Online purchasing



The screenshot displays the Sourcewell website interface. At the top, the Sourcewell logo is on the left, and navigation links for 'How It Works', 'Explore Contracts', 'View Solicitations', and 'News' are in the center. A search bar and a 'Register' button are on the right. Below the navigation is a large banner with the text 'Better public procurement' and a search bar containing the text 'Search for contracts, supplies, and more'. An orange arc highlights the search bar. Below the banner, the main content area features the text 'Better public procurement at your fingertips' and a sub-headline 'Use this new website section to search for products, locate more product and service details, and even purchase directly from a select group of suppliers. Ready to streamline cooperative purchasing?'. A blue button labeled 'Activate your Buy Sourcewell access' is positioned below the text. To the right of the text is a grid of 12 small images representing various services. At the bottom of the page, the text 'Buy Sourcewell brings you more, quicker' is followed by a paragraph: 'You can now browse, quote, and buy products online within Buy Sourcewell. Get pricing today, get approval today. Not interested in online purchasing? You can still purchase products exactly the way you have in the past. Our team is ready and willing to help! Reach out at 877-585-9706 or service@sourcewell-mn.gov.'

Next steps



Decide what
you need



Choose suppliers
and request quotes



Work directly
with local
supplier dealer
or representative



Make purchase

Thank you!



Mike Domin

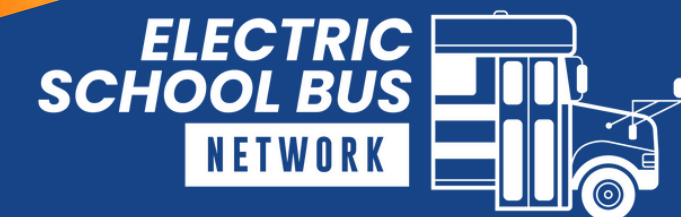
218-895-4148

mike.domin@sourcewell-mn.gov

sourcewell-mn.gov

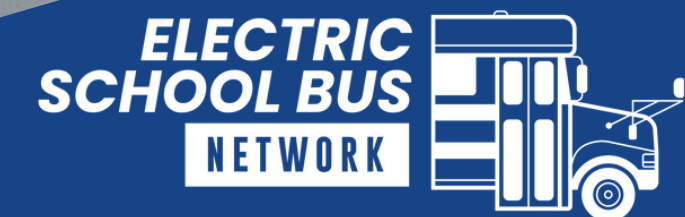
Q+A WITH SOURCEWELL

Please raise your hand or type your questions for our panelists in the chat!



SOURCEWELL RESOURCES

Purchasing with Sourcwell –
Suppliers and Contracts



SAVE THE DATE

- Forum follow-up email will be sent **Friday, November 10**
 - Recording of the meeting
 - Copy of the slide deck
 - Sourcewell links
- ESB Network Newsletter will be sent on **Tuesday, November 14**
 - State funding updates included
- Mark your calendars for the next National Forum:
 - **Wednesday, January 10, 2024, from 2:00–3:00 p.m. ET**
- Please email schoolbusteam@calstart.org with questions

