

1. *We respectfully request a 2-week extension of the submission deadline to Wednesday, July 27.*

We approve this 2-week extension. Responses to the RFP are now due Wednesday, July 27 by 5 PM.

2. *The New Jersey Department of Transportation recently released a Request for Expression of Interest (RFEI) for Trenton Mobility & Opportunity: Vehicles Equity System (Trenton MOVES). Trenton MOVES and GOTrenton! share similar project locations (City of Trenton, New Jersey), service design (rideshare/microtransit), and project goals (improve mobility for residents who lack affordable and reliable transportation options). What is the relationship between the two projects?*

GOTrenton! and Trenton MOVES are two separate projects and we expect them to remain so. In its current iteration Trenton MOVES will not be autonomous, will not use electric vehicles, will serve only the City of Trenton and may be 5-10 years from being deployed. While our goal is to work collaboratively with the Governor's Office and Department of Transportation to ensure all Trentonian transportation needs are provided for efficiently and effectively, we do not see significant overlap or conflict between the two projects as they occur on the ground.

3. *Given Trenton MOVES and GoTrenton! desire two different types of vehicles (autonomous vehicles and electric vehicles, respectively): a. Does Isles, Inc. seek to maximize synergies between the two projects where possible, such by leveraging the same rider reservation system (page 5), customer service support (page 6), or web-based interface system (page 6)? b. Does Isles, Inc. seek a solution that can manage and operate both types of vehicles? c. Does Isles, Inc. seek to enable riders to choose from multiple vehicle types in a single reservation system?*

Isles, Inc. will deploy electric vehicles through the GOTrenton! program to reduce air pollution in the city and address the consequential health disparities Trentonians face. We are committed to maximizing the synergies between the projects where possible to ensure that the booking process is straightforward and rides are accessible. We are also having discussions with the Greater Mercer Transportation Management Association and NJ Transit to ensure all transportation services work collaboratively.

4. *The RFP describes subsidy amounts of \$104K, \$313K, \$25K, and \$30K across several different scope categories. Can Isles clarify if the sum of these (\$472K) is the entirety of funding/subsidy available for this project? Are there any other sources of funding (including public sources) available for this project?*

Currently, these are the available funding streams that are designated to the chosen vendor(s). Isles, Inc. was awarded additional money through the Department of Environmental Protection's It Pay\$ to Plug In and eMobility programs to install charging stations, create a headquarters location to house the program, develop a local workforce recruitment and training program, and more. We are also in search for permanent and recurring funding that will subsidize rides for low-income families.

5. *Page 3 states "Funds from this award will be granted to the selected vendor to subsidize part of the startup costs for preparing the program" Is Isles' expectation for this procurement that vendors also subsidize/contribute funding towards this program?*

The selected vendor will be responsible for the remaining costs for executing the program. We will work collaboratively with the vendor to look for additional funding as needed.

6. *The RFP describes funding for vehicle procurement in the Ridesharing section of up to \$104,000 and then goes on to say: "The program will hire, train and manage an adequate number of local drivers to*

operate the program." It is unclear who is expected to pay the drivers' hourly wage of the rideshare service; should respondents expect "hiring, training and management" of drivers to be a reimbursable expense by Isles or another entity? If no entity is expected to pay or reimburse drivers' hourly wages or the hiring, training and management of drivers is the expectation that fares collected as a part of this program will be used to fund all additional expenses outside of the \$104,000?

The selected vendor will be responsible for paying the hourly wage of the drivers for the ridesharing service and can use the fares collected from the program to do so. Isles, Inc. has funding reserved to assist the selected vendor in training and hiring the drivers.

7. The RFP document describes funding for vehicle procurement in the Shuttle Service section of up to \$313,000 and then goes on to say: "Isles will assist in connecting the vendor to a local workforce by training drivers for the program and assist with all other operations of this service." It is unclear who is expected to pay the drivers' hourly wage of the Shuttle Service? If respondents are expected to pay the hourly wage of the service, will those payments be reimbursed in full by Isles or another entity? If no entity is expected to pay or reimburse drivers' hourly wages is the expectation that fares collected as a part of this program will be used to fund all additional expenses outside of the \$313,000?

The selected vendor will be responsible for paying the hourly wage of the drivers for the shuttle service and can use the fares collected from the program to do so. Isles, Inc. has funding reserved to assist the selected vendor in training and hiring the drivers.

8. Would Isles be willing to consider alternative proposals that combine the Ridesharing and Shuttle Services into a single dynamically-routed, on-demand service that provides riders with trips across the city in a more efficient manner?

We will consider alternative proposals to operate different business models, including combining any of the services.

9. Can Isles provide more information regarding the rationale for 14 L2 chargers at 10 different sites? Would Isles consider centralizing some of these charges at a single location that would also provide overnight parking for the service vehicles?

The referenced 14 L2 chargers will be owned and operated by the City of Trenton and are planned to be installed at 10 different sites to ensure that families throughout Trenton have easy access to them. Isles will install **additional** charging stations at a headquarters location and at our "Mill One" location. Overnight parking is available at both locations. However the HQ will be the main location for parking and servicing of program vehicles.

10. Page 5 describes "a routing algorithm that can analyze trips and group passengers to nearby carshare vehicles or efficient ride shares" Is Isles open to separate algorithms and interfaces for the carshare and rideshare/shuttle services, respectively?

We are open to using separate algorithms and interfaces for the carshare and rideshare/shuttle services.

11. We understand that vendors can collaborate with other vendors; may vendors also bid on only a subset of the scope, such as proposing only on the rideshare and shuttle services but not on carshare?

Vendors are welcome to bid on any service of the project as they like, including subsets of the project scope.

12. Can Isles confirm that there will be an opportunity to refine both scope and contract terms post-award, pre-contract execution.

We will work with the selected vendor post-award, pre-contract execution to refine the scope and contract terms. The vendor must clearly outline their business model and expectations in their proposals.