

UC e-Bike Purchase Program

UC Systemwide Procurement



*** WARNING ***

Electric Bikes (eBikes) can pose significant dangers if not used responsibly and with proper caution. The speed capabilities of eBikes can be deceptive, leading to increased risk of accidents, especially for riders unfamiliar with their powerful acceleration.

Additionally, charging these devices demands careful attention to prevent potential hazards such as battery malfunctions or fires. Please follow rules of your location around proper charging etiquette and rules.

Only use approved chargers provided with that particular eBike model.

Participants in any eBike program are strongly advised to undergo comprehensive training courses on safe riding practices. This includes understanding the bike's handling dynamics, adhering to traffic regulations, and wearing appropriate safety gear such as helmets, reflective clothing, and protective padding. Neglecting these precautions may result in serious injuries or accidents.

Your safety is paramount; please exercise diligence and responsibility when using eBikes.

Contents

Overall program information

- Purpose
- Timeline
- General Scope
- Evaluation Criteria

Companies and Pricing

- Multiple models available
- Delivery methods as needed by purchaser (assembled vs. non-assembled)

Upcoming enhancements

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- Dealership partnerships
- Student focused partnerships



A blue-tinted photograph of a library or computer lab. Numerous people are seated at long white tables, working on computers. The room is filled with bookshelves in the background. The overall atmosphere is quiet and focused.

e-Bike Purchase Program RFP

Purpose



- UC is comprised of 10 academic campuses and 6 health facilities
- Students, staff and faculty need low-emissions mobility and options that bypass parking challenges
- Current platform foci are:
 - Commuter style platforms
 - Facilities/Cargo platforms
 - Collapsible or Fold-up
- This is a new purchase program with specifications based on the pending CARB e-Bike incentive program.

December 2022

- Union contract negotiations surfaced the need for UC e-Bike mobility, given flexibility and distance capabilities.
- Aimed for programs with discounts above 15% to be available to students before 2024.

January-May 2023

- RFP seeking e-Bike partners was released by UC Systemwide Procurement in May
- Specifications called for models to meet the pending CARB e-Bike incentive program
- Requirements also included purchasing avenues to benefit campus and local bike shops

July-October 2023

- Responses received and evaluated using 'best value' methodology, with emphasis placed on quality and price
- Three different platforms (commuter, cargo and fold up) were contracted under four different company agreements
- Discounts depend on company and model (15-60% off retail)

eBikes will be available for online direct purchase (assembly required)

Local and campus bike shops will also provide purchasing avenues, and include assembly

Specifications (*companies could bid for one or more*)

1. Platform specific needs – Commuter, Cargo and Folding bikes
2. Multiple platforms offered by one company didn't necessarily score better
3. Total catalog offerings were requested and will be available (other models may not meet CARB incentive requirements)
4. Requirements placed around logistics/delivery models within California

Approach

- Minimum specifications needed based on future CARB program
- Met California's open, competitive bidding requirements (as well as national applicability)
- Emphasis placed on local, small business utilization of brick-and-mortar sites (online catalogs were not excluded, but require a California presence)
- Main targets were affordability and access
- Campus departments have contracted channel to discounted bikes to replace UC vehicles

Criteria	
Company Information	15%
e-Bike Program Specifications	25%
UC Sustainability	15%
Pricing	35%

- UC Systemwide Procurement evaluators reviewed and scored RFP responses
- RFP Finalists did demonstrations so students and staff could test e-Bikes in person (took place at UCSD)
- Weight was given to companies with certified Small Business strategies

A blue-tinted photograph of a library or computer lab. Numerous people are seated at long white tables, each with a computer monitor. They appear to be working or studying. The background is filled with tall bookshelves packed with books. The floor is made of light-colored wood. The overall atmosphere is quiet and focused.

Companies and Pricing



[Dirwin Bike Co UC Program](#)



[Lectric Bike UC Program](#)



The Best Value Electric Bikes

[Ride1Up UC Program](#)



[Velotric UC Program](#)

Commuter E-bike



PRODUCT HIGHLIGHT

- o 48V 500W Brushless Motor
- o 48V 13.0ah Lithium-ion Battery
- o LCD Screen Display
- o Shimano 7 speed
- o Mechanical Disc Brake (160mm)
- o 27.5"x2.2" Tires
- o Suspension Fork
- o Rear Rack Included
- o Available in Grey, White & Blue colors (TBD)

Pricing : \$880
MSRP \$1399



Available in grey, white or blue (TBD)

<https://ucdirwinbike.com/>

Foldable E-bike



PRODUCT HIGHLIGHT

- 48V 500W Brushless Motor
- 48V 12.8ah Lithium-ion Battery
- LCD Screen Display
- Shimano 7 speed
- Mechanical Disc Brake (160mm)
- 20" x 2.125" Tires
- Suspension Fork
- Rear Rack Included
- Available in Grey, White & Blue colors (TBD)

Pricing : \$870
MSRP \$1299



Available in Grey, White & Blue colors (TBD)

<https://ucdirwinbike.com/>



Cargo E-bike

PRODUCT HIGHLIGHT

- o 48V 350W Brushless Motor
- o 48V 16ah Lithium-ion Battery
- o LCD Screen Display
- o Cargo Box Volume: 570L
- o Mechanical Disc Brake (160mm)
- o Shimano 7 speed
- o 20" x 1.95" & 26" x 1.95" Tires
- o Bike Color: Black (TBD)
- o Cargo Color: Orange or White (TBD)

Pricing : \$1,500
MSRP \$2399



Colors TBD
Cargo volume is approximately 570 liters (99x85x70cm)

<https://ucdirwinbike.com/>



XP Lite - \$50 Off

For the Folding eBike category we are submitting the XP Lite.

Original price is \$799, it will be available for \$50 off through the program, for a discounted price of \$749.



XP 3.0 - \$75 Off

For the Commuter eBike category we are submitting the XP 3.0.

Original price is \$999, it will be available for \$75 off through the program, for a discounted price of \$924.



XPedition with Dual Battery - \$100 Off

For the Cargo eBike category we are submitting the XPedition with Dual Battery.

Original price is \$1699, it will be available for \$100 off through the program, for a discounted price of \$1599.

<https://lectricebikes.com/pages/university-of-california-discounts>



Portola
Foldable



Turrís
Adventure Touring



Gravel Roadster
Urban Lightweight



Cafe Cruiser
Comfort Cruiser



700 Series
Perfect Commuter



RIFT
All-Terrain Fat Tire



Prodigy v1
Mid-Drive Motor

Colors



Bike
Category

Commuter
Foldable/Compact

Commuter

Commuter
Compact

Commuter
Cargo

Commuter

Commuter
Cargo

Commuter

Weight

54 lbs

55 lbs

33 lbs

65 lbs

62 lbs

85 lbs

50 lbs

Weight
Capacity

300 lbs

300 lbs

300 lbs

350 lbs

300 lbs

350 lbs

300 lbs

Range

20-35+ Miles

25-45+ Miles

20-30+ Miles

30-50+ Miles

30-50+ Miles

45-60+ Miles

30-50+ Miles

Motor

750W Hub
65nm Torque

750W Hub
60nm Torque

350W Hub
40nm Torque

750W Hub
60nm Torque

750W Hub
60nm Torque

750W Hub
95nm Torque

Mid-Drive
90nm Torque

Retail
Price

\$995

\$1,295

\$1,345

\$1,595

\$1,695

\$1,895

\$2,295

Discounted Price,
Before Taxes*

\$856

\$1,088

\$1,143

\$1,340

\$1,441

\$1,630

\$1,928

Discount (%)

14%

16%

15%

16%

15%

14%

16%

*Additional volume discounts available for 10+ MOQ on select models

<https://a4a3efbf-13f8-4f53-ab39-ad0cde5d4f6f.cc06.coves.io/uc-program-registration/>

	MSRP	Discounted Price	For order of 10 or more bikes to a single location	For order of 200 or more bikes to a single location
VELOTRIC DISCOVER 1  STEP-THRU HIGH-STEP ● ● ● ● ● ● ● ● ● ●	\$1,599	\$999.78	\$959.78	\$919.78
VELOTRIC NOMAD 1  STEP-THRU HIGH-STEP ● ● ● ● ● ● ● ● ● ●	\$1,799	\$1,138.39	\$1,098.39	\$1,058.39
VELOTRIC T1  REG. M / L ● ●	\$1,799	\$1,415.15	\$1,375.15	\$1,335.15
VELOTRIC T1ST  REG. S / M ● ●	\$1,499	\$799.50	\$759.50	\$719.50
VELOTRIC GO 1  ● ●	\$1,799	\$1,138.39	\$1,098.39	\$1,058.39
VELOTRIC PACKER 1  ● ●	\$1,999	\$1,328.39	\$1,288.39	\$1,248.39

<https://www.velotricbike.com/account/register>

A blue-tinted photograph of a library or computer lab. Numerous people are seated at long white tables, each with a computer monitor. They appear to be engaged in various activities, possibly training or research. The background is filled with tall bookshelves packed with books. The overall atmosphere is one of focused learning and technology use.

Upcoming Trainings and Enhancements

Trainings

Safety and Maintenance:

- The contracted suppliers below provide information and resources for using their products.
- Any additional safety courses and trainings developed will be available to the UC Community.

[Lectric eBikes](#)

[Ride1Up](#)

[Velotric](#)

Some rider trainings are already available for campuses to schedule:

- [Velotric](#) and [Ride1Up](#) provide valuable opportunities to try their products
- To schedule and conduct on-location demonstrations and trainings at your campus, please obtain the proper approvals via appropriate channels.

Dealer Partnerships

Local access and local impact:

All four companies provide local opportunities for purchase and/or assembly

- Models can be purchased and shipped directly to customers via websites.
- We continue to build campus and local bike shop partnerships to support local communities and consolidate logistical impacts.

Small Business Certification Partnerships

- Both companies and campuses are seeking to involve and help certify local small and diverse businesses.
- This program has identified local business partnerships that we expect to build and grow along with their respective campus.
- Purchases made through that small business partner may also include assembly (many eBike models are difficult to assemble).

Student Partnerships

Student Ambassador Programs

Some companies offer opportunities for students to partner with the e-Bike company to make an impact on their campus

- These partnerships may include business learning opportunities, marketing projects, free company bike usage, and potentially paid positions.
- Interested students should contact the companies directly for information on ambassador programs.

Student Partnerships



AMBASSADOR RESPONSIBILITIES:



Event Hosting - Host events around campus featuring Velotric bikes - group rides, test rides, pop-up events



Marketing - Post flyers around campus, post on social media, disperse discount codes



Outreach - Forge connections with local organizations to expand Velotric brand awareness; i.e. Greek life, on campus student organizations, student government, etc

**APPLY
HERE!**



MORE INFO



www.velotricbike.com



ambassador@velotric.bike



Rolling Basis Hiring

BENEFITS

- \$200 Monthly Compensation
- 7% Referral bonus upon eligible bike sales
- Access to your own Velotric bike for program duration + option to keep your bike after earning reward points

REQUIREMENTS

- Full-time student on campus
- Eligible to work in the US with a valid SSN
- Strong community focus, passion for biking, wellness and sustainability

OUR MISSION

- To make biking FUN! By doing so, we can nurture environmentally friendly transportation and encourage the adoption of e-bikes amongst the university community.