

United States Postal Service Fleet Telematics System

Request for Information and Responder Prequalification

RFI Issue Date: December 22, 2021

RFI Responses Due Date: January 21, 2022

This Request for Information (RFI) is for planning purposes only. It provides an opportunity for the industry to verify the reasonableness and feasibility of the program objectives as well as promote competition. This pre-solicitation RFI synopsis is not to be construed as a commitment by the Postal Service, nor will the Postal Service pay for the information submitted in response. The Postal Service does not intend to award a contract on the basis of this RFI. This RFI is issued for the purpose stated in Section 2.0, Purpose. Responses to this formal RFI are due no later than 5:00 PM EST on January 21, 2022.

1.0. Background

The Postal Service operates a diverse fleet of over 230,000 vehicles that fall into 3 different categories; Delivery vehicles (including Grumman Long Life Vehicles (LLV), Ford Flex Fuel Vehicles (FFV), Mercedes Metris, and Ram ProMasters), Logistics vehicles consisting of tractors, trailers & cargo vans, and non-mail hauling vehicles used for administrative and maintenance support.

USPS Vehicle Fleet by Type:

Category	Type	Approximate Count
Delivery	RHD LLVs	135,000
Delivery	RHD FFVs	20,000
Delivery	COTS Delivery	50,000
Delivery	COTS Mixed Delivery	7,000
Logistics	Cargo Vans (Box/Straight Trucks)	2,000
Logistics	Spotters	400
Logistics	Tractors	2,000
Logistics	Trailers	2,000
Non-Mail Hauling	Service Vehicles	5,000
Non-Mail Hauling	Administrative Vehicles	6,000
Non-Mail Hauling	Other	200
	TOTAL	229,600

The Current State

Currently there is no fleet-wide Telematics system utilized within the Postal Service. Fleet Management depends on manually entered data for vehicle verification, utilization tracking, and scheduling preventive maintenance.

The Future State

The addition of a Telematics system into the Postal Service Fleet will transition management of vehicles away from the antiquated scheduling by periodic cycles determined by potentially inaccurate utilization data to a predictive maintenance protocol that relies on real time monitoring of vehicle conditions. Near real time reporting of vehicle condition will give Vehicle Maintenance Facilities (VMFs) the ability to identify problems as they develop, preventing costly or catastrophic failures. Also, with Telematics, drivers will no longer be required to manually report utilization since the device will record the miles driven, along with the hours and days used.

2.0 Purpose

The United States Postal Service (USPS) by way of this Request for Information (RFI), is requesting responses from qualified vendors that meet the requirements laid out in this document.

This solicitation is issued for the purpose of identifying:

- Industry suppliers' interest and current product availability and support for a Telematics Program for the nationwide fleet of USPS vehicles
- Industry suppliers' capability with device(s) to interface with different vehicle types including, but not limited to, OBDI and OBDII adaptors
- Detailed and technical description of the Telematics components
- Company's history and any accomplishments similar in scope to this endeavor

3.0 Requirements for RFI Participation

The following requirements must be considered when responding to this RFI:

Telematics Device Solutions:

Input is desired regarding the types and specifications of Telematics configurations offered, including but not limited to:

1. Supplier's Telematics devices (hardware and software) must be capable of reliable, consistent, performance over a ten (10) year period
2. All Telematics device electronic/electrical components must be supportable and available in excess of ten (10) years.
3. Supplier must have demonstrated success transmitting engine diagnostic trouble codes and vehicle performance from vehicles with OBDI ports, preferably General Motors (GM) vehicles, specifically the Chevy S10 (model years '87-'94)
4. Device must utilize the existing diagnostic connector and be interchangeable between different vehicle types with minimal OBDI / OBDII adaptor requirements, during the life of the contract
5. Device must include a pass-through connector to allow technicians to use the OBDI / OBDII port without disconnecting the Telematics device
6. Supplier must offer a turnkey installation option and ability to train USPS technicians on installation.

7. Supplier must show compatibility with commercially available vehicles including Hybrid Electric Vehicles (HEV), Plug-in Hybrid Electric Vehicle (PHEV), Battery- Electric Vehicles (BEV) & Fuel Cell Electric Vehicles.
8. Supplier must have demonstrated success with interpreting data from Electric Vehicle Charging Stations via the Electric Vehicle interfaces
9. Upon initial installation, the Telematics devices must assign the USPS specified seven-digit numeric vehicle number and alphanumeric VIN number, if available, into the data set to correlate to a specific vehicle.
10. The Telematics device must also have the ability to be switched from one vehicle to another vehicle (by way of USPS personnel transferring device) and to reprogram the seven-digit numeric vehicle number and alphanumeric VIN number to correlate data accurately

Telematics Data Capability:

1. Supplier must have demonstrated ability and experience with user-specific report customization and tailored email notifications to specified recipients.
2. Supplier must have demonstrated ability and experience with accident reconstruction utilizing captured detailed forensic data. Data must be capable of being saved and downloaded from the device and/or cloud environment. Suspected collision detection must be in both reverse and forward driving collisions.
3. Supplier must have demonstrated ability and experience with monitoring and analyzing delivery parameters including, but not limited to, accident re-creation, operator driving behavior, door openings, seatbelt usage, etc. to improve vehicle and carrier performance in the areas of safety, reliability, delivery efficiency, and fuel economy.
4. Supplier must demonstrate ability and experience monitoring and analyzing energy consumption including gasoline, diesel, and electricity usage.
5. Telematics device must be able to provide vehicle health indicators including, but not limited to, diagnostic trouble codes, battery condition and capacity, and tire pressure.
6. Telematics device and system must record and report VIN and USPS vehicle number, odometer readings, vehicle fault or diagnostic trouble codes, seat belt usage, fuel (liquid or electricity) consumption, GPS coordinate "breadcrumbs", excessive idling, and harsh acceleration.
7. Telematics device software must capture and provide reports on harsh-event data (acceleration, braking, cornering, etc.). The device gyroscope must provide data including the vehicle's real-time orientation through enhanced X/Y/Z axis acceleration logging.

Telematics Software Support & Cybersecurity

1. Supplier must be capable of modifying their software remotely, as needed, over a cellular network without manual user input or disruption in service while installed on a vehicle.
2. Supplier must have demonstrated ability and experience interfacing data with Oracle-based asset management systems as well as industry leading commercially available fleet management systems
3. Supplier must have demonstrated ability and experience with a predictive maintenance system and provide it in conjunction with the device

4. Telematics device and supporting software must be FedRAMP certified
5. Telematics device must be secure and include safeguards currently in place or planned to mitigate remote exploits, intrusions, and breaches
6. Supplier device must be manufactured with involvement of standard-setting communities (e.g. SAE, ISO)
7. The Telematics device must be able to transmit the vehicle number and data by use of an on-board cellular transmission from the device itself (once per day at minimum).
8. The Telematics device must be able to connect to other Bluetooth devices (i.e. USPS Mobile Delivery Device (MDD) or other peripherals

Supplier Customer Service & Support

1. Supplier must provide technical support including but not limited to device malfunction, errors, and debugging of reports and visualizations.
2. Supplier shall provide software support as needed
3. Supplier must demonstrate past performance on customer service effectiveness and provide relevant supporting metrics (i.e. call resolution times, customer satisfaction scores, etc.)
4. Supplier must provide OEM Installation Training to Postal Service technician employees
5. Supplier must provide in-person as well as virtual / recorded training materials

4.0 General Instructions

RFI responses to the requirements referenced in Section 3.0 are due by close of business, 5:00 PM EST on January 21, 2022 Suppliers are to provide a yes/no answer accompanied by a written response (if necessary) for each requirement. Failure to address a requested item or submit adequate documentation will negatively impact the responder's evaluation and may result in a low ranking and possible exclusion from participation in a future solicitation.

The Postal Service Prequalification process is a method whereby the abilities of potential responders to meet specific Postal Service requirements are evaluated and scored to provide a ranking of the most qualified responders. In general, the Postal Service reviews and evaluates all documentation submitted by interested responders in accordance with the evaluation factors provided below. Therefore, responders should focus their responses on addressing the Evaluation Factors. Failure to address the Evaluations Factors will negatively impact the responder's evaluation and may result in a low ranking and possible exclusion from participation in a future solicitation.

Based upon the results of the evaluations and scores, the most qualified responders will be placed on the prequalified list. The number of prequalified sources for an acquisition varies by requirement, however a sufficient number will be included to ensure adequate competition and will include those responders that were determined to be the most qualified to meet our requirements and program objectives. Some responders may be deemed considerably more qualified than others, thereby precluding opportunities to the less

qualified. The Postal Service will provide written notification to each responder indicating whether or not they have been placed on the prequalified responders list.

Should an RFP be issued, it may or may not result in a subsequent award, and the Postal Service reserves the right to make more than one award to procure the goods or services required. The Postal Service may also elect to use the information received in the responses to this prequalification process to satisfy subsequent business needs.

The following three (3) yes or no questions are either pass or fail. A “No” (Fail) response will result in your responses not being scored and your company being excluded in a future solicitation.

1.1 Indicate if your company is a manufacturer or reseller.

Manufacturer (Pass)

Reseller (Fail)

2.3 Can Supplier demonstrate success transmitting engine diagnostic trouble codes and vehicle performance from vehicles with OBDI ports, preferably General Motors (GM) vehicles, specifically the Chevy S10 (model years '87-'94)?

Yes (Pass)

If yes, provide example

No (Fail)

2.10 After transferring Telematics device between vehicles, will it have the ability to reprogram the associated seven-digit numeric vehicle number and alphanumeric VIN number?

Yes (Pass)

No (Fail)

Evaluation Scoring:

The Purchase/Evaluation Team consists of a cross-functional team of purchasing professionals and business partners from Fleet Strategy and Support, and Vehicle Center of Excellence Engineering.

Evaluation Factors and Scoring Method Example:

Sections	Suppliers				
	A	B	C	D	E
Telematics Device Solutions	4	4	3	2	3
Telematics Data Capability	4	3	2	3	3
Telematics Software Support & Capability	3	4	3	2	4
Supplier Customer and Support	3	3	2	3	4
Supplier Profile	3	4	3	2	4
Total	17	18	13	12	18

Score	Translates to:	Rating Definition
0	Unacceptable	Responses do not address this section and contain one or more deficiencies
1	Marginal	Responses do not clearly meet requirements and do not demonstrate an adequate approach and understanding of the requirements
2	Acceptable	Responses meet requirements and indicate an adequate approach and minimal understanding of the requirements
3	Good	Responses meet requirements and indicate a thorough approach and complete understanding of the requirements
4	Outstanding	Responses meet or exceed requirements and indicate an extensive detail and exceptional approach and superior understanding of the requirements

Provisions:

Provision A-1: Restriction on Disclosure and Use of Data (March 2006)

Offerors that include in their proposals data they do not want used or disclosed by the Postal Service for any purpose other than proposal evaluation may take the following steps:

- a. Include on the title page or in the introductory material of their proposal the following: “This proposal includes data that may not be duplicated, used, or disclosed outside the Postal Service — in whole or in part — for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of — or in connection with — the submission of such data, the Postal Service will have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Postal Service’s right to use information contained in the data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets (*Offeror insert numbers or other identification of sheets*).”
- b. Mark each sheet of data they wish to restrict with the following legend: “Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal.”

Provision A-2: Solicitation for Information or Planning Purposes (March 2006)

- a. The Postal Service does not intend to award a contract on the basis of this solicitation or to pay for the information solicited.
- b. This solicitation is issued for the purpose of: Section 2.

Submissions will only be accepted via the online eSupplier / Coupa portal system Coupa Home (coupahost.com) Registration by the supplier is required prior to submission of RFI Responses.

Interested suppliers must be registered in our eSourcing system by going to the following Registration Information site, <https://about.usps.com/suppliers/becoming/registration.htm>, and following the steps as directed. After registering, email both the Primary and Secondary Points of Contact as listed below, to let them know you have registered and are interested in participating.

Michael Gehrke – Michael.P.Gehrke@usps.gov

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