



## ***How To Get the Best Station Through an RFP or Bid Solicitation?***

***Through a decade of experience, Pinnacle CNG and our sister company, Trillium, USA have found several important and common factors in government bids that consistently result in the best station for the best price and avoided getting stuck with a bad deal and bad equipment.***

***This presentation will briefly introduce these factors as well as offer proven strategies that will insure a successful foray into natural gas fueling. Paramount to the success of any CNG fueling station is the development of a public/private partnership with the fuel provider.***





# ***Fuel Provider Partnership vs. Equipment Acquisition***

- ***Program life-cycle cost is lower***
- ***All technical risk on private partner***
- ***Higher-performance technical solution***
- ***Faster, and pain free, implementation***
- ***Less demand on customer's resources***
- ***Allows customer to focus on core business***
- ***Less work for customer and they are happier***





# ***Key Issues for a Successful RFP Solicitation***

- 1. Require all station proposals to be based on specific performance criteria***
- 2. Request references from vendors for all jobs performed in the last 5 years***
- 3. Evaluation criteria should consider each vendor's history of:***
  - a) On-time project completion***
  - b) Projects concluded on-budget and with minimal change orders***
  - c) Satisfied customers***



# *Performance-based RFP Criteria*

- 1. Fleet fuel consumption*
- 2. Amount of time that the entire fleet must be fueled (Fueling window)*
- 3. Number of concurrently fueling vehicles*
- 4. Amount of time between each vehicle fueling*
- 5. Inlet (suction) pressure from your gas pipeline*
- 6. Do you need redundancy?*
- 7. Back up power source (Standby generator?)*



# ***Why Use Performance Specifications***

- 1. Less work for customer***
- 2. The bid process runs significantly faster***
- 3. There are fewer questions, requests for clarifications and exceptions***
- 4. There are fewer re-bids (saves money and time)***
- 5. Because the designs were not modified to include random design and product requirements, competed stations run more reliably and efficiently***
- 6. The price of the station is almost always lower!***



# *Contract Responsibilities*

- ***Performance requirements: Customer***
- ***Site layout approval: Customer***
- ***Permits: Pinnacle/Trillium***
- ***Design & build: Pinnacle/Trillium***
- ***Operation, monitoring: Pinnacle/Trillium***
- ***Maintenance & spares: Pinnacle/Trillium***
- ***Modifications & upgrades: Pinnacle/Trillium***
- ***Building modifications: Customer***
- ***Gas supply to site: Gas company (Pinnacle/Trillium)***





## ***The Pinnacle/Trillium Difference***

- ✓ ***24x7 remote station monitoring from our headquarters via internet***
- ✓ ***Automatic call-out of any shut-down***
- ✓ ***Guaranteed local technical support***
- ✓ ***Live CNG operator available 24x7***
- ✓ ***Remote diagnostic and control***
- ✓ ***Post-sale consulting & support services by our world-class engineering and technical staff***
- ✓ ***Web cameras at each CNG dispenser and at compressor compound – view at your desktop***
- ✓ ***Extensive training of support technicians***
- ✓ ***Guaranteed spare parts***
- ✓ ***Secure Internet-Accessible Fleet Management System***





## *To Contact Us:*

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