ATTACHMENT A:

PROPOSAL FOR PENINSULA CLEAN ENERGY’S

NEW ELECTRIC VEHICLE DEALER INCENTIVE PROGRAM

**Provider Description & Qualifications:**

Provider Name:

Primary Point of Contact Name: Email:

Phone Number: Cell Phone (if different):

*Use the back side of this form to specify the discounts your dealership will offer for the promotion.*

Provider Size:

Number of employees: Number of sales persons:

Other relevant Provider size information (if any):

Describe your dealership’s experience, particularly in the EV space:

Comment on your preferred marketing channels and what kind of co-marketing you would like to do with PCE.

Any other features you can bring to the promotion program:

Primary contact for marketing and communications:

Name: Email:

Phone Number: Cell Phone (if different):

**Proposed Vehicle(s)**

Complete one per vehicle per model year.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Make |  | | | | |
| Model |  | | | | |
| Year |  | | | | |
| Trim |  |  |  |  |  |
| All-electric miles |  |  |  |  |  |
| MSRP |  |  |  |  |  |
| **Dealer Purchase** Discount |  |  |  |  |  |
| **Manufacturer Purchase** Discount |  |  |  |  |  |
| **Dealer Lease** Discount |  |  |  |  |  |
| **Manufacturer Lease** Discount |  |  |  |  |  |
| Additional Incentives or Benefits (If Any) |  |  |  |  |  |

**Please Note:**

* The MSRP should be for the base model and must be inclusive of destination charges.
* The purchase incentive or discount amount shall not include any state and federal tax credits for which the Participant may qualify, and the lease incentive or discount amount shall be in addition to any tax credits available to the manufacturer or dealer that are credited to a purchaser as a part of the lease arrangement.
* All model years of new vehicles expected to be in inventory during the time of the promotion (Oct-Dec) must be included. That is, if you expect to have both 2019 and 2020 models during this time, please include both.
* The dealer discounts must remain the same throughout the time of the promotion. PCE understands manufacturer discounts change and can update those as needed.

**Submission**

Proposals must be submitted by 5:00 p.m. PDT on August 1, 2019. Proposals must be emailed to [programs@peninsulacleanenergy.com](mailto:programs@peninsulacleanenergy.com) with the subject line: “Proposal - <Dealership> New EV Dealer Incentive Program RFP.”

PCE reserves the right to reject any Proposal received after this due date. The due date is subject to change. If the due date is changed, all known recipients of the original RFP will be notified of the new date.

*Select one:*

□ I have reviewed the sample agreement included with the Request for Proposals and will agree to the terms contained therein if selected.

□ I have reviewed the sample agreement included with the Request for Proposals and all terms and conditions are acceptable, except as noted specifically in the contract, attached.

I hereby agree that I have read the *Request for Proposals for New Electric Vehicle Dealer Incentive Program* issued on June 11, 2019, and agree the above information is valid and accurate. By submitting this form, I consent that it constitutes a formal proposal submission for consideration for the program. PCE expressly reserves the right at any time to waive or correct any defect or informality in any response, submittal, or submittal procedure; reject any or all submittals; re-issue an RFP or change deadline dates; and, prior to the submission deadline, modify all or any portion of the selection procedures, including deadlines for accepting responses, the specifications or requirements for any materials, equipment or services to be provided under this RFP, or the requirements for contents or format of the submittals. I agree that all submittals shall be deemed public records, which are ordinarily subject to disclosure upon request under the California Public Records Act. I agree that PCE shall be held harmless and free from any and all liability, claims, or expenses whatsoever incurred by, or on behalf of, any person or organization in submitting this proposal. I agree that PCE reserves the right to negotiate any price or provisions and accept any part, or all parts of any or all submittals, whichever is in the best interest of PCE. By submitting a proposal in response to this RFP, I hereby waive all rights to seek any legal remedies regarding any aspect of this RFP, PCE’s selection of a Provider, and PCE’s rejection of any and all submittals.

**First & Last Name, Title:**

**Signature: Date:**