



SFMTA



Solaris Battery Bus Procurement

September 3, 2025

Context



Improvements in Muni reliability are driving our **growing ridership and customer satisfaction**



Reliability improvements are thanks to our **transformed fleet management program**, proactive maintenance, and newer vehicles



This procurement supports those strategies — and our **mode shift and emissions reduction goals**

Background

2018

CARB adopts the Innovative Clean Transit (ICT) regulation calling for full electrification by 2040.

2022

The SFMTA's first battery buses enter revenue service.

2023

Updated SFMTA's Zero Emission Vehicle Policy to align with the ICT regulation, allowing for the procurement of all zero-emission technologies.

2024

The SFMTA completes its pilot program evaluation and develops its future electrification strategy.

2025

The SFMTA intends to procure 12 40-ft and 6 60-ft battery electric buses from multiple bus manufacturers.

Background

- The SFMTA needs to replace 112 aging hybrid buses. We will accomplish this by procuring 94 hybrid buses and 18 battery electric buses.
- The procurement of 94 40-ft hybrid buses was approved last year.
- As per the SFMTA's procurement strategy, we intend to purchase 12 40-ft and 6 60-ft battery electric buses from multiple bus manufacturers.

**Woods Yard Pilot
Phase II
(12 more Battery-
Electric-Bus Chargers)**

**Islais Creek Pilot
Phase I
(6 Battery-Electric-
Bus Chargers)**

**Kirkland Yard
Electrification**

**Islais Creek
Electrification**

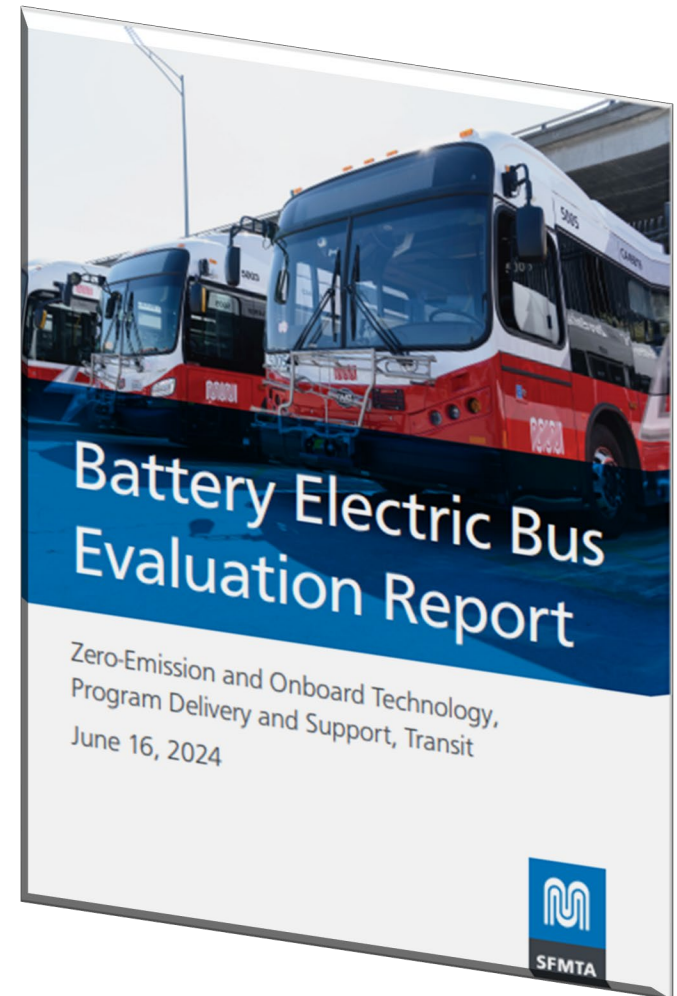
**Presidio Yard
Modernization**

**Paratransit
Electrification**

Electrification Program

Pilot Program Results

- The SFMTA should seek to procure buses from multiple manufacturers.
- New Flyer and Gillig are currently the only viable US manufacturers for the SFMTA's future battery-electric bus (BEB) procurements.
- Solaris, the largest zero-emission bus manufacturer in Europe, is planning to establish a presence in the US market.



Upcoming BEB Procurements

- The SFMTA previously received approval for the procurement of 4 40-ft and 3 60-ft BEBs from New Flyer (FT110).
- The SFMTA is currently seeking approval for the procurement of 3 40-ft and 3 60-ft BEBs from Solaris (FT117).
- Early Q4 2025, the SFMTA also plans to seek approval for the procurement of 5 40-ft BEBs from Gillig (FT110).



Contract No. SFMTA-2025-23-LOC

Contract

**To procure 3 40-ft and 3 60-ft low floor,
battery electric buses**

Including spare parts, tools, manuals, and training from
Solaris Bus US, Inc.

Amount

Not to exceed \$9,964,706

Term

Expiring December 19, 2027

Solaris Bus Contract Budget

Solaris Contract	Cost
3 40-ft Battery-Electric Buses	\$4,218,588
3 60-ft Battery-Electric Buses	\$5,576,118
Spare Parts	\$30,000
Training & Training Kits	\$50,000
Allowance for regulatory mandated changes	\$60,000
Special Tools	\$30,000
Solaris Contract No. SFMTA-2025-23-LOC Total	\$9,964,706

Tariff Considerations

- SFMTA and Solaris to discuss tariff impacts 3 months before production begins.
- Worked with CAO to include several options for adjusting the contract, including:
 - Reducing bus quantity
 - Adjusting pricing per bus
 - Cancelling the contract at no cost
- Any increase in the contract amount would be handled through contract modification.



Budget and Funding Sources

Solaris Project Component	Amount (M)
Solaris Bus Contract	\$9.96
Solaris Associated Cost Items (Planning & Preliminary Engineering, Detail Design, Construction Management)	\$3.98
Total	\$13.94

Solaris Project Funding Source	Amount (M)
CCSF-LCFS-FY22	\$0.19
MTC RM3 FY24	\$3.7
SFCTA Prop L	\$10
General Fund	\$0.05
Total Funding for this Project	\$13.94

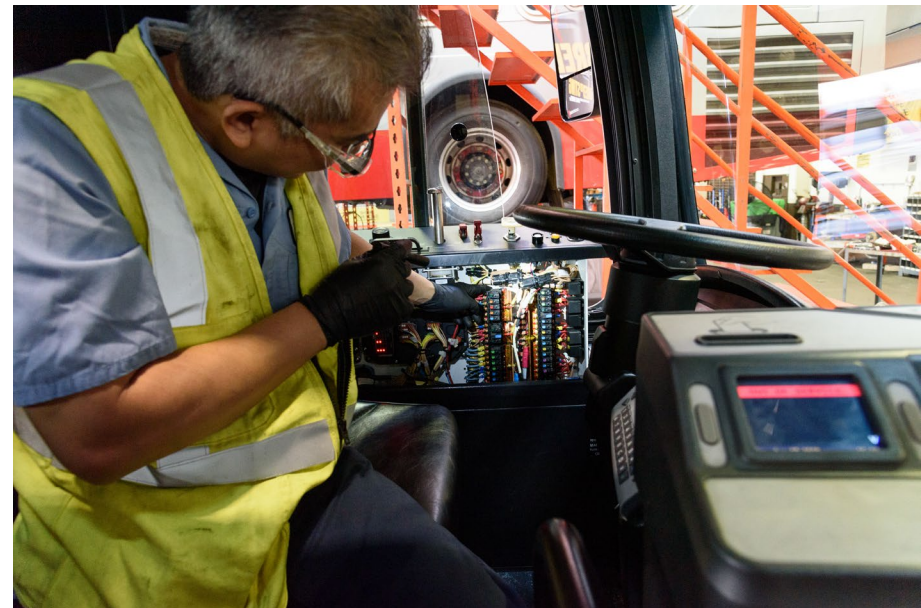
Need for Procurement

- This procurement gives the SFMTA the opportunity to develop an early partnership with Solaris.
- Currently, New Flyer is the only viable manufacturer of 60-ft buses, and their buses are expensive.
- Going forward, the SFMTA intends to procure buses from multiple manufacturers to increase competition and reduce costs.



Solaris Bus – Local Presence

- Subsidiary of CAF Group. CAF
 - Production facility in NY
- Planning to bid on state cooperative contracts
- Establishing a US bus manufacturing and parts facility soon
- Able to share parts with King County Metro.

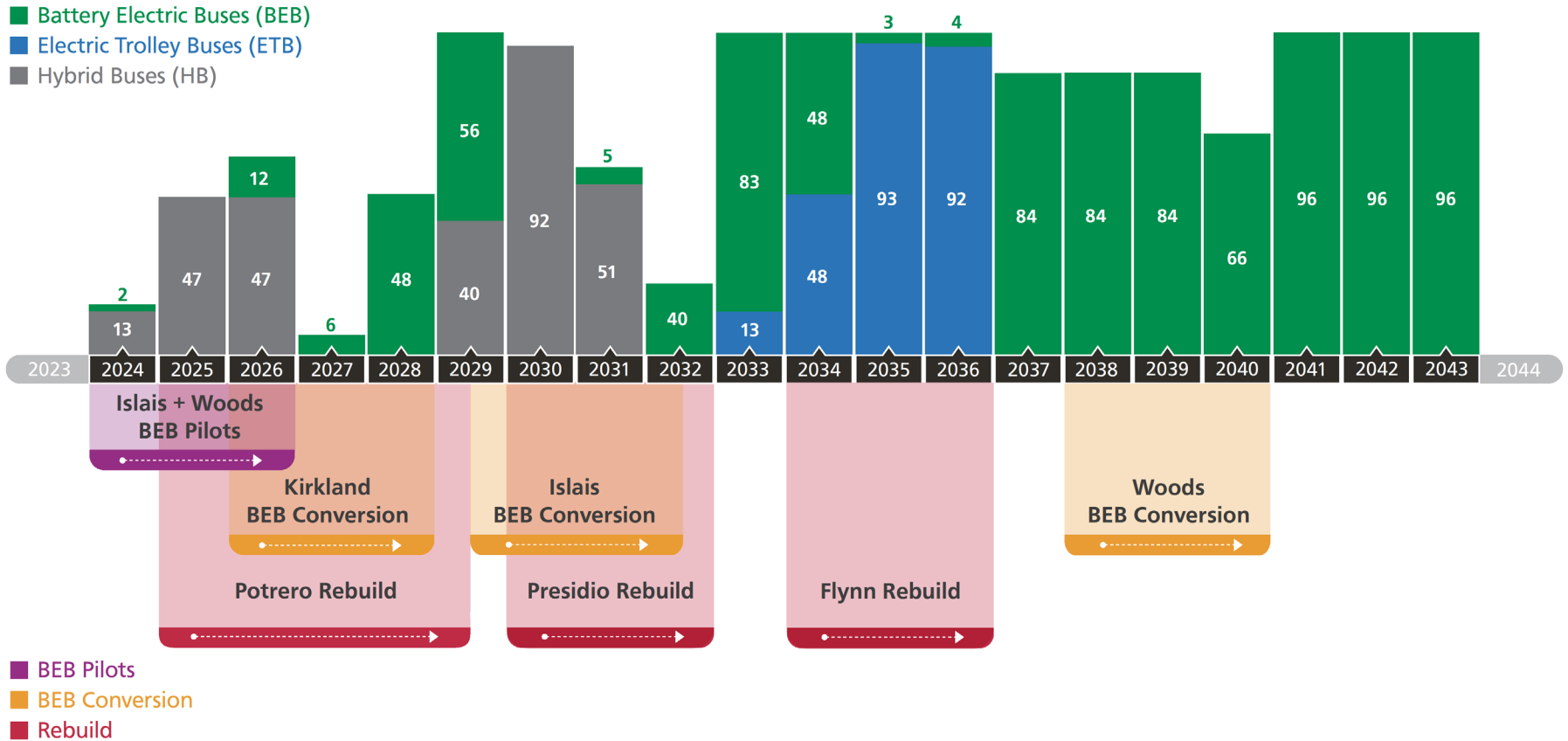


Trolley Bus Future



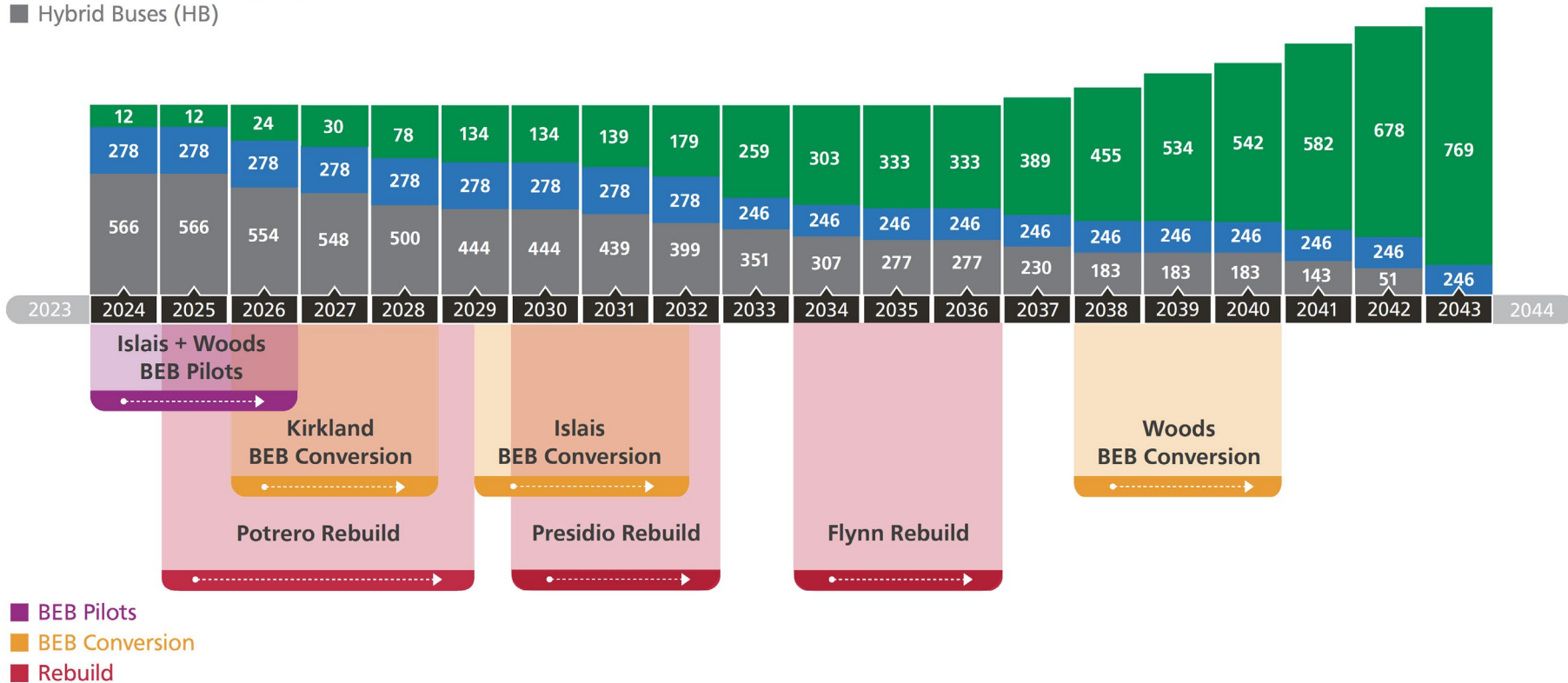
- Trolleys are an important part of the SFMTA's ZEV Program.
- In Motion Charging trolleys are promising; pilot program in progress.
- SFMTA will continue to procure trolley buses.
- Formed a consortium of North American trolley bus operators.
- Solaris recently won award of contract for up to 500 trolley buses in Vancouver.

Hybrid and ZEV Procurements



Future Fleet Composition

- Battery Electric Buses (BEB)
- Electric Trolley Buses (ETB)
- Hybrid Buses (HB)



- BEB Pilots
- BEB Conversion
- Rebuild

A blue-tinted photograph of a San Bruno Rapid bus at a stop. The bus is white with blue and red accents. The destination sign on the front reads "9R SAN BRUNO RAPID Downtown". The bus number "8801" is visible on the front. A person is boarding the bus through the front door. Two other people are walking on the sidewalk in the foreground. The background shows trees and a clear sky.

Thank you