



Request for Qualifications: Heavy-Duty Fuel Cell Electric Truck Information Session

July 23, 2025



How to Ask Questions

Click the Q&A button to ask questions.



Agenda

- I. Background and Why an Request for Qualifications?
- II. ARCHES RFQ: Heavy-Duty Fuel Cell Electric Truck Overview
- III. What are We Looking For?
- IV. RFQ Logistics and How to Participate
- V. Q&A

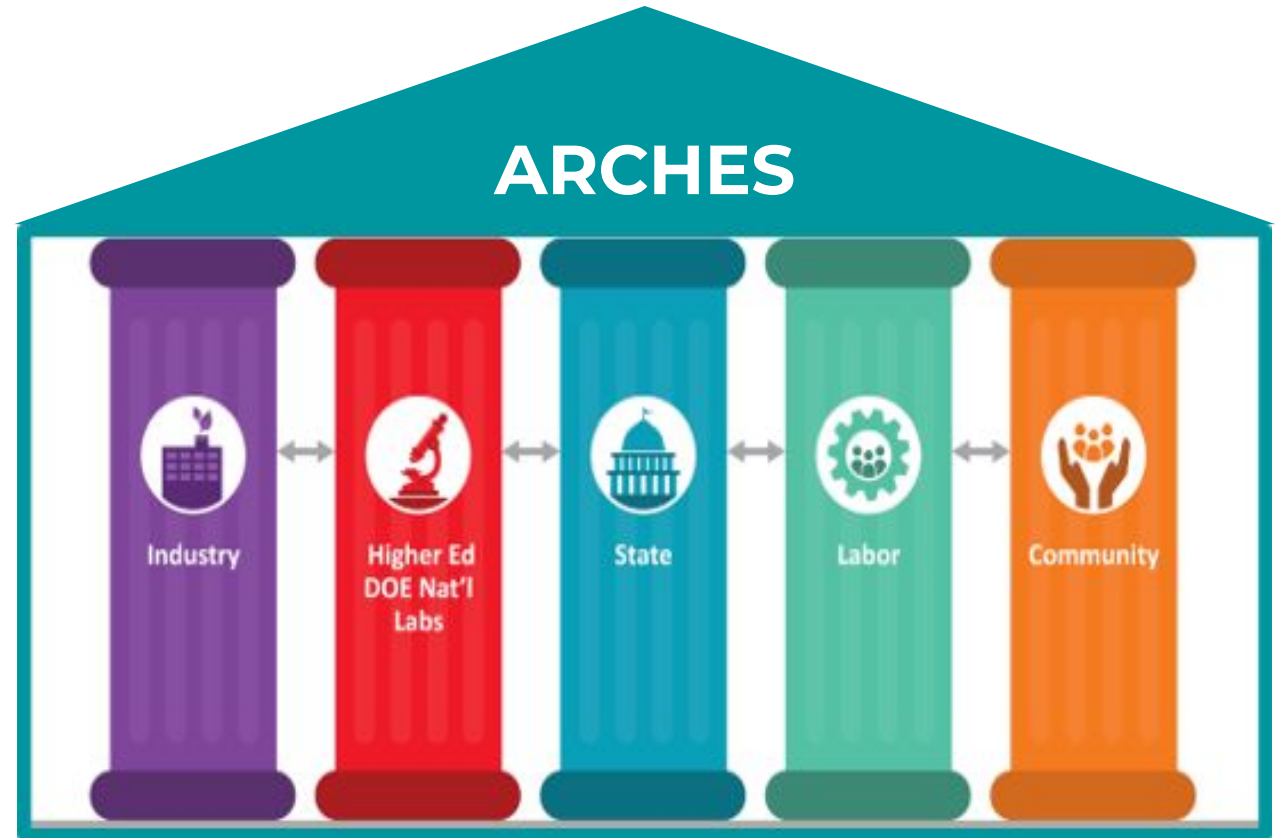


What is ARCHES?

ARCHES is a **public-private partnership** to accelerate **renewable, clean hydrogen (H₂) market** and **ecosystem** in California and beyond by aggregating and de-risking projects

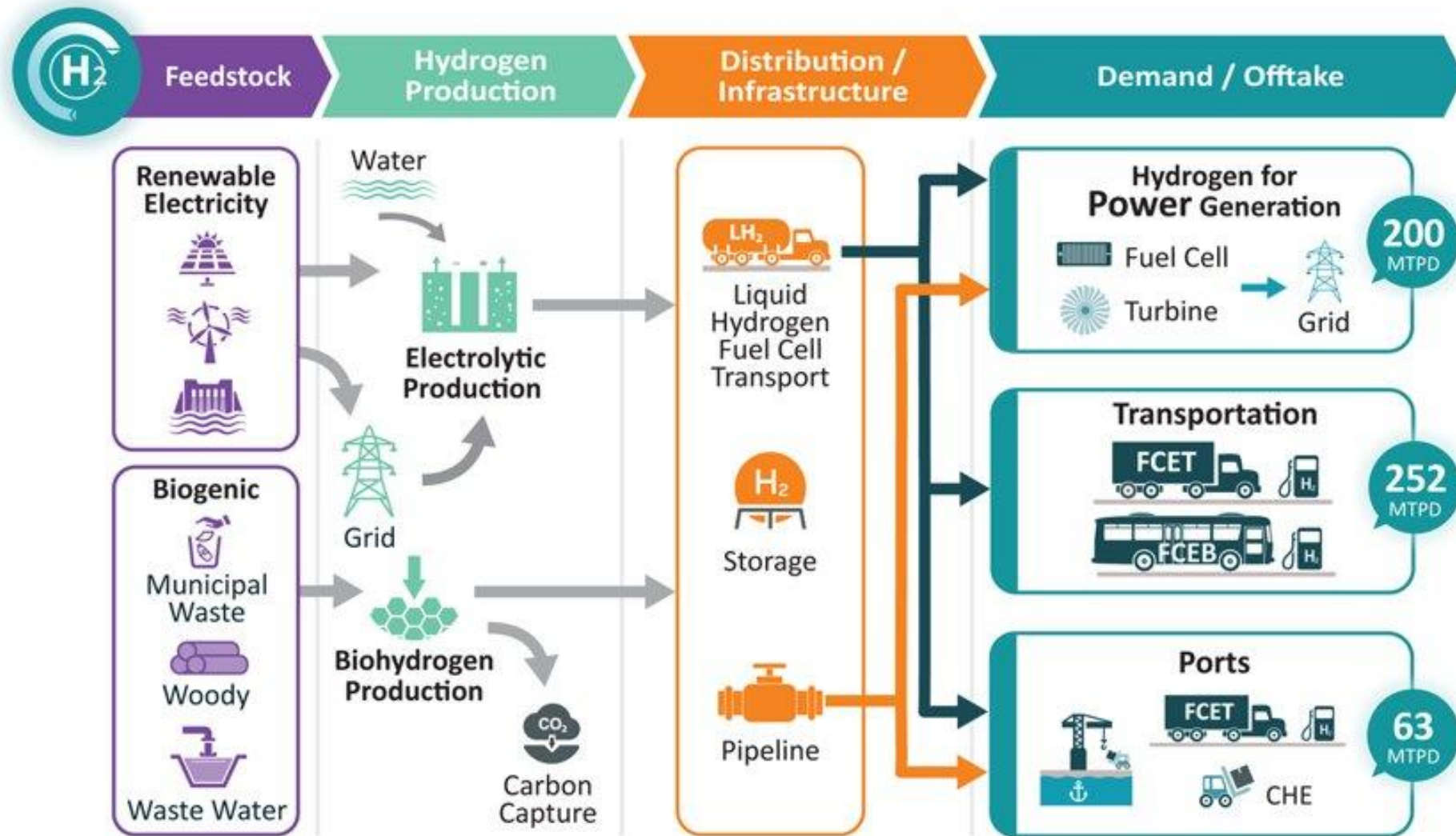
ARCHES prioritizes

- Hydrogen Market Viability
- Energy for All
- Economic Leadership
- Workforce Development



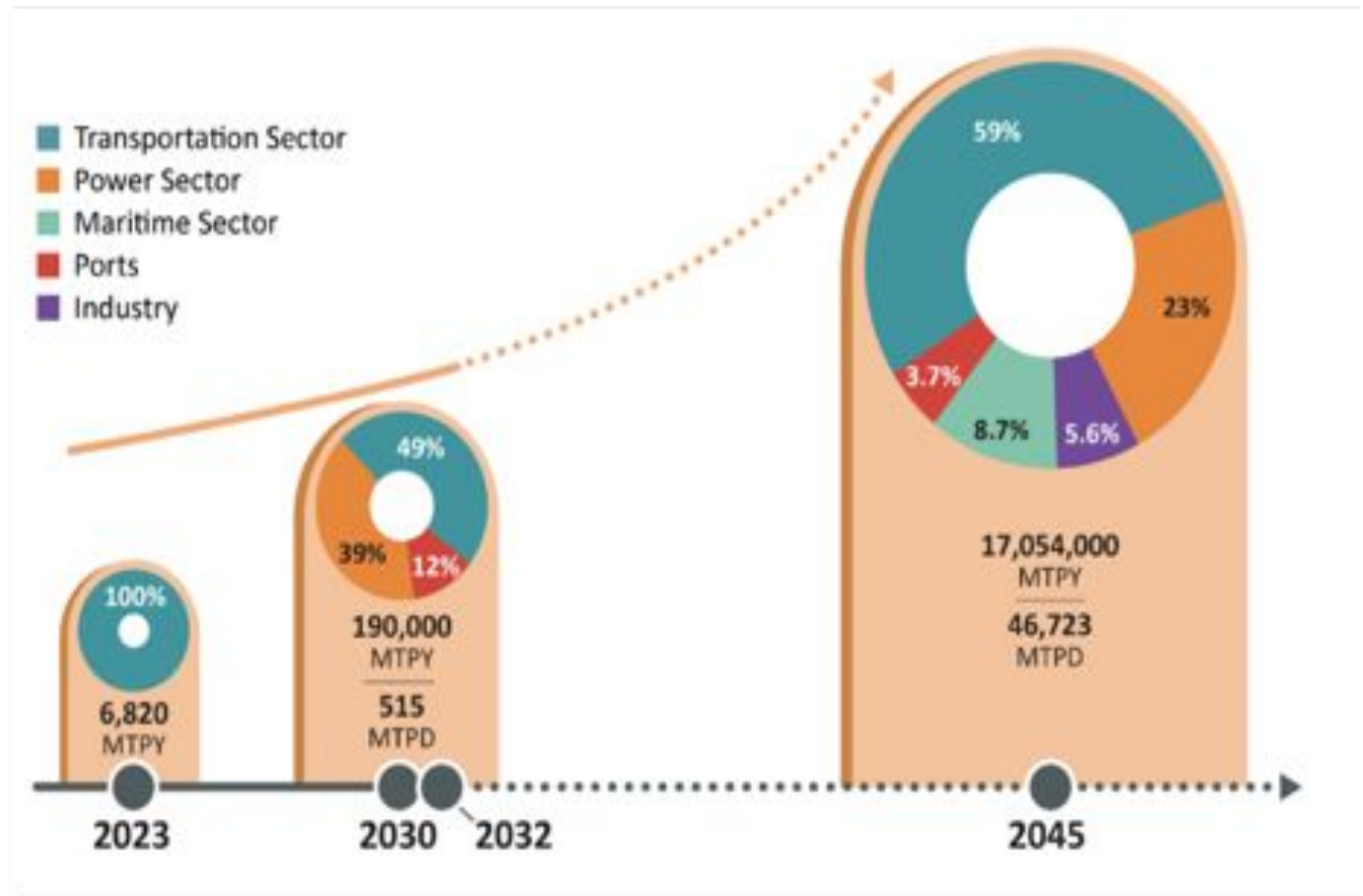
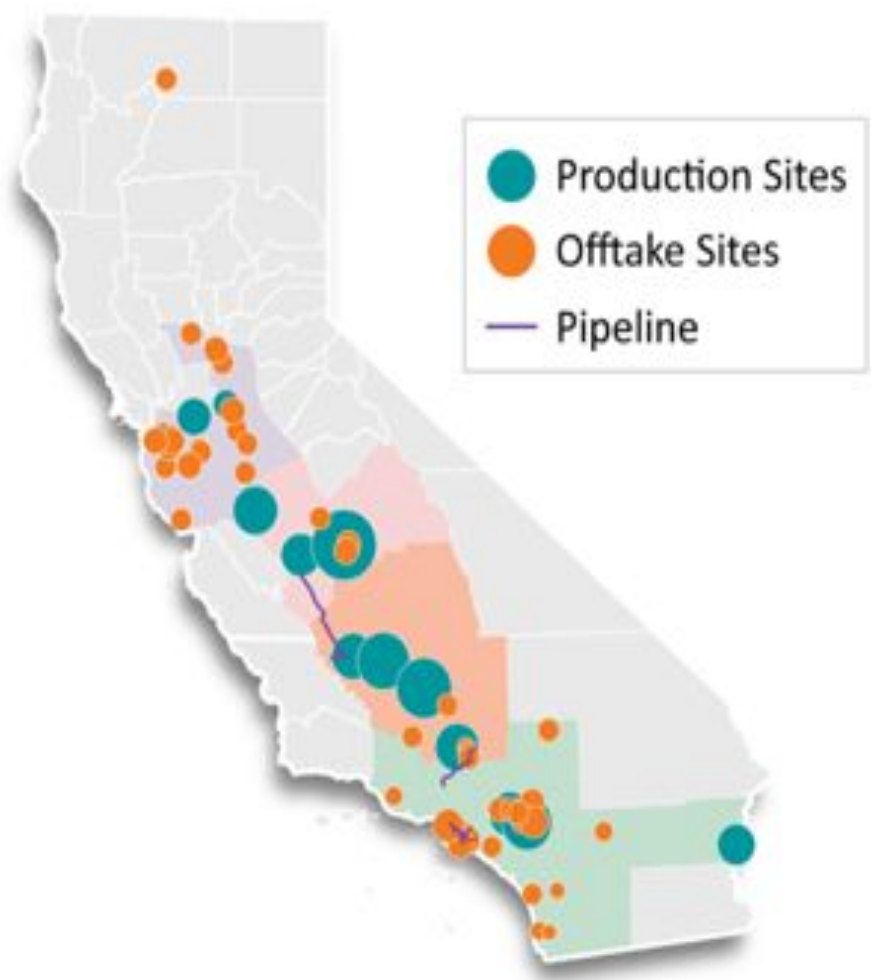


What is ARCHES?





What is ARCHES?





Why an RFQ? What is the plan?

- Current funding programs support vehicles and fueling stations rather than investing in a coordinated system.
- Making funding available over a defined period of time for a guaranteed number of vehicles increases certainty for manufacturers and can bring costs down.
- Focusing FC trucks in selected fleets in high-impact regions supports higher station utilization and creates a deployment “ecosystem”
- Responses to the RFQ will help ARCHES make the case for long-term funding support

Request for Qualifications Overview



RFQ Overview

- Seeks eligibility information from Class 8 truck OEMs and/or component manufacturers across eight evaluation criteria
- Aimed at understanding how manufacturers will serve trucking fleet operators' needs
- Create market certainty for fuel cell trucks
- Develop a heavy-duty fuel cell electric vehicle incentive structure
- Reduce complexity and costs



5,000 Truck Ecosystem Strategy

Step 1
ARCHES issues RFQ, evaluates responses, and selects OEMs for negotiations
Q3-Q4 2025

Step 3
Fleet Candidates and Requirements

Step 5
Fuel Sourcing and Pricing

Step 7
Execute Incentive Funding Agreements and Service and Supply Contracts

Step 2
Advanced Market Commitment Contracts

Step 4
Deployment Corridors and Station Siting

Step 6
TCO Analysis and OEM Fleet Partner Commitments

Q4 2026



Benefits to Participating in the RFQ

- Potential to participate in a new, coordinated, long-term approach to incentivizing the transition to FCETs
- Help develop a robust and vital market for ARCHES clean, renewable hydrogen producers.
- Inform ARCHES' FCET incentive structure

**What Are We
Looking For?**



Who Should Participate

- Truck OEMs with 10 years of experience manufacturing Class 8-day cabs or sleeper trucks, preferably including designing and building fuel cell electric and/or battery-electric trucks
- Component manufacturers demonstrating at least five years of experience designing or building heavy-duty fuel cell systems



Information Requested

- A. Technology Readiness Level and Performance Validation
- B. Manufacturing Readiness Level and Scale-up Capabilities
- C. Service and Support Network
- D. Parts Supply
- E. Operational Track Record
- F. OEM Fleet Partners
- G. Incentives and Production Volumes
- H. Financial Health and Corporate Commitment



Potential Fleet Partners

	A	B	C	D	E	F	G
1	Fleet Name	Est. # of FCET purchases in next 5-8 yrs	Status of Engagement (e.g. MOU, LOI, active discussions, etc.)	Expected Corridor	Per the Senate Bill 671 Clean Freight Corridor Efficiency Assessment, the top 6 freight corridors include: Interstate-5 (I-5), I-15, Route 99, I-10/I-710, I-40, I-80/I-580 and I-880.		
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Incentive Proposals: \$X/kg + flexible funding tranches

5	OEM Name/Partnership											
6	OEM incentive contact name											
7	OEM incentive contact email											
8												
9	Total trucks*	0										
10	Total incentive*	\$0.00										
11	Avg incentive/truck*	#DIV/0!										
12	* these data points may be aggregated among multiple respondents to justify required funding levels											
13	Trucks deployed by year											
14	Calendar year	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Total
15	Trucks deployed (trucks/year)	0										0
16	Cumulative trucks	0	0	0	0	0	0	0	0	0	0	
17												
18	Incentive Funding											
19	Assumed hydrogen price (\$/kg)											
20	Incentive amount (clarify \$/yr OR \$/truck)											
21	Total incentive amount per year											
22	Cumulative incentives		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
23												
24	Assumed unit price (\$/truck)											
25	Year of TCO parity with diesel											
26	Assumptions used in TCO parity with diesel modeling											
27	Explain your assumptions here											



RFQ Evaluation Scoring

- Must score a minimum of 80/135 to be eligible to move forward in the 5,000 Truck Ecosystem Steps
- ARCHES will choose one to three respondents based on competitive scoring

Criterion	Maximum Points
Technology Readiness Level and Performance Validation	25
Manufacturing Readiness Level and Scale-Up Capabilities	25
Service and Support Network	10
Parts Supply	10
Operational Track Record	10
Fleet Partners	10
Incentives and Production Volumes (Excel Worksheet)	25
Financial Health	20
Total Score	135

RFQ Logistics and How to Participate



RFI Requirements

Required

- All information requested in Section 2 A-H
- Submit in .pdf and .xlsx form
- Limited to 25 pages, 11-point font, and 1-inch margins
- Organization name, full address
- Point of contact email, phone number, and affiliation

Optional

- NDA
- Labeling information that is business sensitive, proprietary, or confidential (strongly encouraged)



Timeline

RFI Opened	July 9, 2025
RFI Information Session	July 23, 2025 at 12:30 pm PST
RFI Submission Deadline	September 27, 2025 at 11:59 pm PST



Submit through the Box link at
archesh2.org/strategy-rfis/

Contact strategy@arches.org if you have any questions

Q&A



Thank You

strategy@arches.org | archesh2.org/strategy-rfis/

Responses due by Mon, September 29, 2025 11:59 pm PST