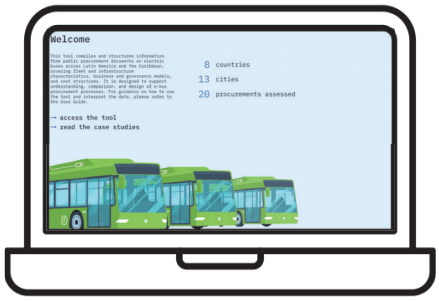


Discover **how to use the tool** to its fullest potential, and learn about the **key purposes** of the E-Bus Procurement Observatory (LAC), the **types of questions** it can assist you with, and **how to incorporate these insights** into your decision-making processes. This guide is structured into **two main sections:**

1 Understanding the Tool

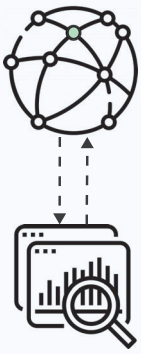
Purpose

Primary Objective

The primary objective of the **E-Bus Procurement Observatory (LAC)** is to compile and organize standardized information on procurements and cost structures related to electric bus adoption in Latin America and the Caribbean (LAC).

The tool transforms heterogeneous procurement documents into structured, comparable data using a minimal set of standardized variables for e-bus procurement.

Integrated data: E-bus Radar + E-Bus Procurement Observatory



The results of the compilation present a curated, diverse sample of publicly available electric bus procurement cases from selected cities in Latin America and the Caribbean, covering multiple countries, city sizes, and procurement and business models.

- Promote data transparency and accessibility, learning, and knowledge transfer across Latin America and the Caribbean cities.
- Expand market intelligence and decision capacity with evidence-based insights for decision-making around public procurement and contract models for the deployment of electric bus fleets.

Data Coverage and Scope

Procurement Case: What does it mean?

A procurement case refers to a **formally defined public procurement process** through which a **public authority acquires, leases, or contracts for electric buses and/or related services** for urban public transport, including cases focused on fleet purchase, fleet leasing, fleet provision, **or the operation of services** by a contracted operator.

General info

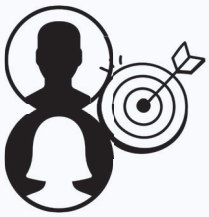
General information about procurement activities across LAC, ensuring traceability.

1 Understanding the Tool

3 main analytical groups of data

- **Fleet Profile and Infrastructure:** Information about the physical assets (e.g., vehicle sizes, bus type, battery autonomy, etc.) that characterize each procurement request, with accessible, organized and comparable data.
- **Business and Financial Models:** Information on business and financial models, identifying different arrangements of public and private actors and reflecting different models of governance and finance systems.
- **Cost Structure:** Information about the value or unit of payment (when disclosed) and the main source of revenue for the operator or supplier, complementing the other groups by providing a perspective on how different procurement offers different cost-structure models, with varied revenue sources (e.g., remuneration per passenger, per km traveled, or mixed formulas).

Target Audiences and Use Cases



The table below outlines illustrative use cases, highlighting the potential ways in how which different user groups are expected to benefit from and apply the information provided by the tool.

Primary user groups	**City authorities and public agencies**	Understand how different procurement models are developed and applied in practice.
		Identify examples of business and financial arrangements that can be adapted to local contexts to incentivise e-bus implementation projects.
	Financial and structuring actors (e.g., development banks, investors)	Monitor procurement innovations across LAC to support financing decisions.
		Use structured datasets to evaluate the current state of e-bus implementation projects in the region.
	For both primary use groups:	Understand how institutional arrangements shape procurement models (e.g., municipal vs. metropolitan vs. national).
		Extract lessons from cases where e-bus adoption succeeded or faced challenges, with an emphasis on the procurement process.
		Inform the design of procurement processes by highlighting, for example, what can be included in contracts, which incentive mechanisms can be applied, how responsibilities are defined, and how risks are shared.
Secondary user groups	**Market operators & asset providers** (e.g., bus manufacturers)	Identify market trends, understand procurement requirements and bus specifications across regions, and explore opportunities for new business models.
	Civil society and media	Leverage the database to track policy developments and report on the progress and challenges of e-bus adoption
	Research community	Draw on the data to conduct comparative analyses and investigate emerging patterns in procurement and implementation strategies.

2 From Question to Insight: Typical User Journey

Identify your role: Who is this tool for?

- **City authorities and public agencies**
  (e.g., transport secretariats, public transport authorities)
- **Financial and structuring actors**
  (e.g., development banks, infrastructure funds)
- Market operators and asset providers
  (e.g., OEMs, private transport operators)
- Civil Society & Media
  (e.g., sustainable mobility NGOs, journalists)
- Research community
  (e.g., think tanks, researchers)

What are you interested in? Potential framing questions for data exploration

- **Peer benchmarking:** How does the procurement model used in a city of similar size and governance compare to our current approach in terms of risk-sharing and asset ownership?
  - *Start by filtering by city, region_population and governance_arrangement_level to find peer cities, then compare their business_model_typology and fleet_provision_roles to understand the split between public and private responsibility.*
- **Financial viability:** What specific financial arrangements are being used across the region to bridge the viability gap for e-bus adoption?
  - *Review the payment_or_revenue_source and explore how different business_model_typology selections correlate with specific CAPEX and OPEX payment structures (e.g., per-km vs. per-bus lease).*
- **Operational roles:** Who is typically responsible for fleet provision versus fleet operation in the most successful recent e-bus rollouts?
  - *Analyze the division of responsibilities through the fleet_provision, operator, maintenance_responsibilities, and charging_infrastructure_responsibilities variables to see how roles are split between public and private actors.*
- **Technical Standardization:** What are the emerging regional trends for technical requirements (battery autonomy, charging types, bus size) across different city profiles?
  - *Examine technical patterns checking battery and charging specifications (autonomy and charging type), bus_specs (capacity and size), and warranty_requirement variables across different cities in the database.*

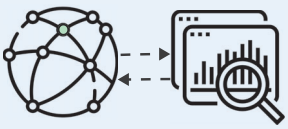
Access and explore the Ebus Procurement Observatory (LAC)

Integrated into the **E-bus Radar** platform**, E-Bus Procurement Observatory (LAC)** data promotes data transparency, knowledge transfer and expands market intelligence across Latin America and the Caribbean cities.

The results presented reflect a curated, diverse sample of publicly available electric bus procurement cases from selected cities - covering standardized variables across multiple countries, city sizes, and business models.

From Question to Insight: Typical User Journey

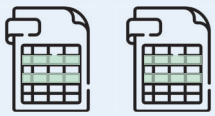
Narrowing the scope



Finding and filtering the information

- Narrow down your research by using high-level filters to match your specific context or interest, by selecting:
  - Geography (Countries and cities)
  - Procurement type
  - Business model typology

Browsing and comparing cases



Organizing and visualizing results

- Scan the standardized dataset to spot regional trends or outliers before diving deeper and reviewing the results table.

Exploring individual procurements

Explore particular cases or compare in detail

- Select one or more cases to compare side-by-side.
- Move from high-level data to the technical specifications by accessing the full three-group information structure that covers variables related to:
  - fleet profile and infrastructure,
  - business and financial models,
  - cost structure.
- Access the full contract information by downloading the pdf available in our database.

Interpreting results

Iterate and discover new insights

- We encourage you to use your findings to trigger new questions and refine your strategy – for instance, use the insights gained from one city to adjust your filters and explore another filtering strategy.

Extra Resources

Exploring Case Studies & Comparative Matrix

- Move beyond the standardized data to capture additional nuances of local implementation by exploring our **Case Studies** and the **Matrix of Business & Financial Structures.**
  - Case Studies offer illustrative narratives that highlight context-specific enablers and challenges, such as institutional dynamics and regulatory hurdles, that shaped each procurement.
  - The Matrix provides a systematized overview of strategic variables, allowing you to identify patterns in risk allocation and financial structures (CAPEX and OPEX) across different contracting models. Use these combined resources to conduct strategic benchmark of peer models that most closely align with your city's specific institutional and financial objectives.

Good practices and responsible use. Maximize the Observatory's impact with these guiding principles.

- **Context is Key:** Use the data as a starting point; always interpret findings within the specific legal and local context of each city.
- **Inspiration over Replication:** The tool is designed for learning and benchmarking-successful models should be adapted, not directly copied.
- **Integrated Analysis:** Combine these insights with local stakeholder input, technical feasibility studies, and site-specific data.