

Wheelie good procurement

How Mexico City halved costs and improved its bike share scheme

Mexico City sought to modernize its popular bike share service Ecobici, expanding into more neighborhoods, upgrading its design and technology, and keeping it affordable.

A transformative new contract

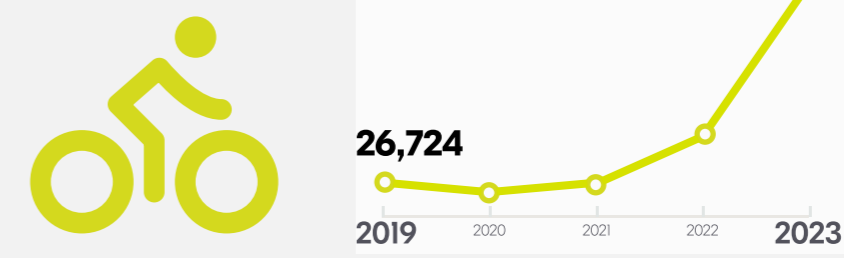
- From 6,500 to **9,300** bikes
- From 480 to **687** bike stations
- More than **240 km** of new bike lanes
- More user-friendly technology
- More inclusive bike design
- 330** green jobs

More residents in more neighborhoods have access to sustainable & affordable transport.

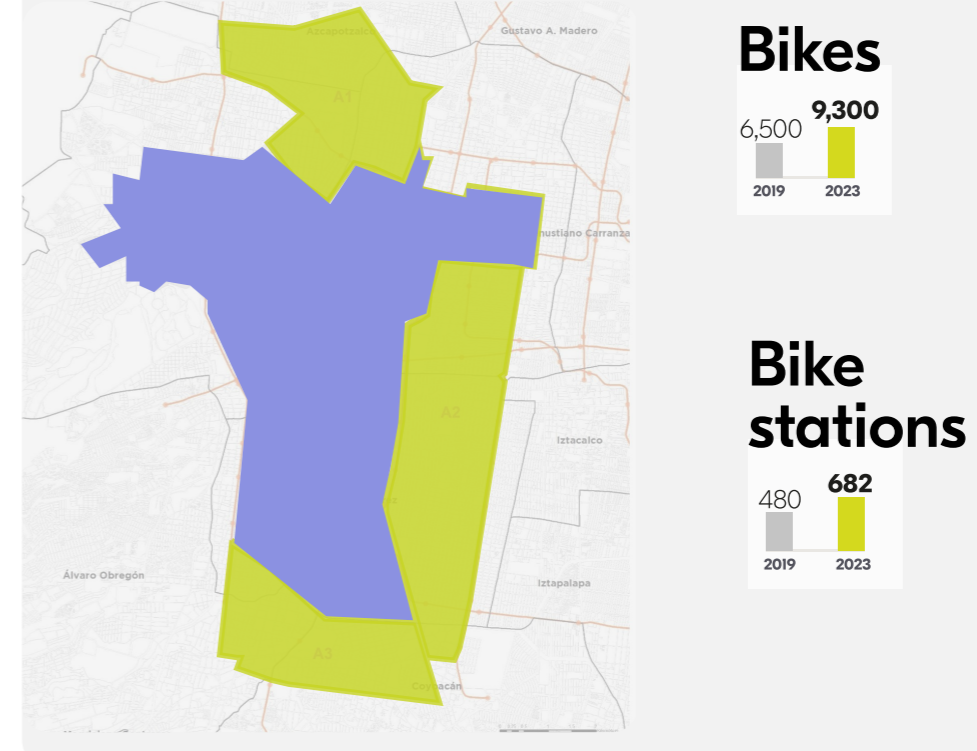
52% of users live outside the service area.

Operating costs 54% less than the old service

More riders



Bigger network



New design



With an open contracting approach

In 2019, the City turned to open contracting and OCP's Lift impact accelerator program to make the procurement process more inclusive, competitive and outcome-oriented.



Pre-market engagement: gathered insights from vendors worldwide



New economic model: allowed the service to expand at a lower budget



Community consultation: enabled input by residents on service design



Transparent process: detailed updates shared regularly on a project website



Reverse auction: open competition involving two consortia and 26 rounds of price improvements

Kick start your journey to better procurement

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