



Prepared for:



City of San Luis Obispo

Requesting Proposals for Community Electric Vehicle Charging Infrastructure

June 14, 2022



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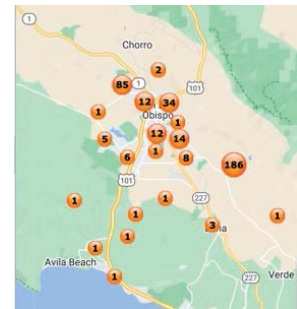
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Proposal Submittal Summary

As one of California's most important cities, the City of San Luis Obispo has clearly signaled its intent to lead the electric vehicle transition. ChargePoint is excited to continue to help the City deploy the associated charging infrastructure required. ChargePoint is eager to guide the City on a strategic deployment of electric vehicle charging across its communities. Supported by a committed and focused team of EV charging infrastructure experts, ChargePoint and our partners will help the City meet the growing demands of its customers, contractors, and even future fleet operations.

We have thoroughly reviewed the associated RFP and understand that the City seeks a Public-Private Partnership that will provide a turnkey development solution, eliminate the capital outlay necessary for realizing the ROI for EV infrastructure. The proposed solution will provide EV charging across the City of San Luis Obispo. ChargePoint's implementation plan is designed to propagate EV charging to wherever life happens; at home, at work, and at popular destinations.

The cornerstone of this proposal is the build out of DC fast charging infrastructure at strategic locations, as well as the continued build out of Level2 charging as needed, across the City. This is augmented by future deployments across the entire region; at City parking lots as well as workplace, single and multi-family charging to meet the demands of the community.



Our experience shows that the more chargers that are added where life happens, the faster the local EV market grows. Given that there are 388 EV drivers registered with ChargePoint (as of this submission, growing 2x every 12-18 months...see map of EV Drivers to right) we propose initially adding 14 DCFC and 8 level2 ports to the existing stations currently owned & operated by the city. We also propose to take over operation of the city's Level2 chargers as desired.

Leveraging years of experience supporting national and global brands, ChargePoint will perform ongoing site analysis of the City's portfolio to confirm the locations prime for EV charging deployment considering EV market growth, utility rates and available incentives that serve to reduce costs and expediate payback. The goal is to position The City to provide safe, reliable, accessible, and convenient charging.

Site Assessment Approach

After prioritizing, ChargePoint and our partners will engage in a rigorous site assessment process that includes consideration of a variety of factors, including review of onsite electrical capacity, sufficient parking spaces, grade and ADA compliance, safety and lighting, distance from the highway, onsite and nearby facility amenities, electric vehicle registrations of the surrounding county and nearby metropolitan area, disadvantaged community (DAC) designation, available incentives and estimated capital investment. We will utilize the three sites as provided in this tender to conduct our due diligence for its EV charging needs.

Through this submission, we propose a comprehensive EV charging solution that will optimize charging costs, efficiency, and reliability for all elements of the EVCS, which includes:

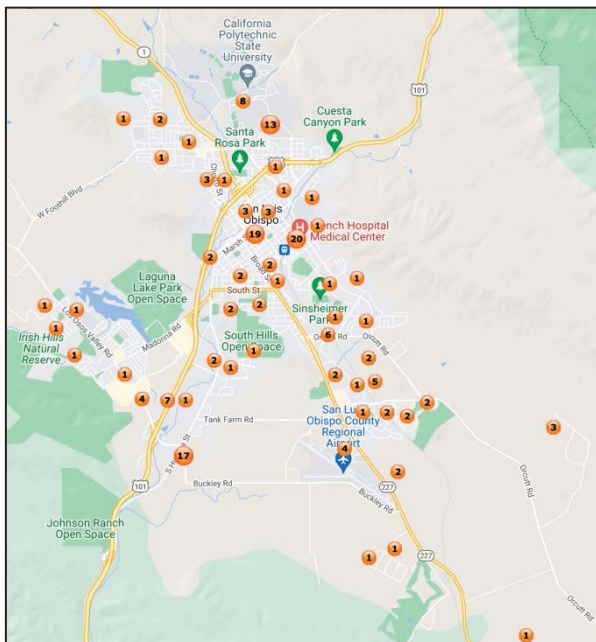
- + ChargePoint charger management **software** to provide the industry's leading charging management platform in support of the various communities within the City .

- + ChargePoint has a full suite of charging **hardware** to suit the City's needs based on each use case which range from 7kW Level 2 chargers up to high-powered DC fast chargers, capable of providing up to 350kW per vehicle.
- + ChargePoint Assure **maintenance** and management package including proactive station monitoring, parts and labor coverage, and a guaranteed station uptime of 98%.
- + Full **construction** including site improvements, electrical infrastructure, electric service upgrades, and EVSE installation.
- + Overall program **and project management** and design led by ChargePoint.

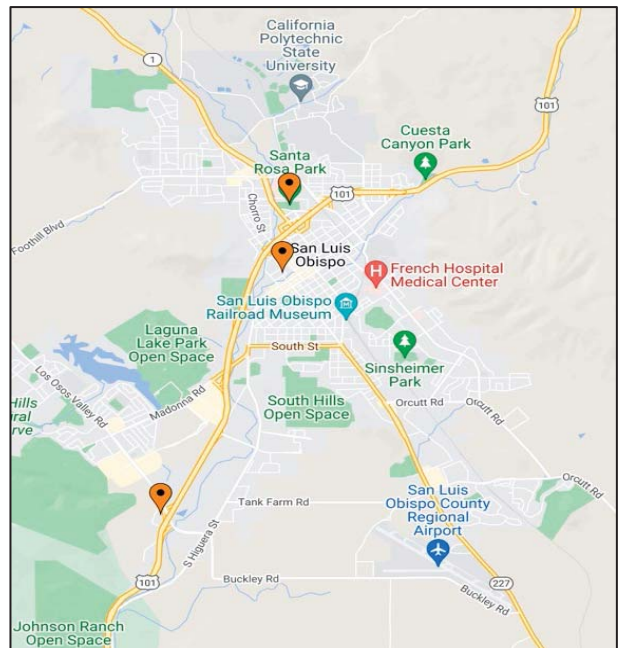
Together with its project partners, ChargePoint will deploy both DC fast charging and Level 2 infrastructure to serve City of San Luis Obispo parking lots. The final scope of work associated with each City parking lot will be confirmed with coordination with City staff, coordination with PG&E to verify grid capacity and optimization of installation costs.

The scope of work will be optimized for installation to serve current electric vehicle demand. This scope will also include sufficient future proofing to serve the needs of electric vehicles over the next decade. It is initially estimated that the below scope is to be provided at each of the following San Luis Obispo parking lots:

Parking Lot Name	Address	Quantity of DC Ports	Quantity of Level 2 Ports
Lot 9	680 Monterey St., San Luis Obispo, CA 93401	4	2
Calle Joaquin Park & Ride Lot	1530 Calle Joaquin, San Luis Obispo, CA 93405	4	2
Santa Rosa Park Lot	1050 Oak St., San Luis Obispo, CA 93405	6	4

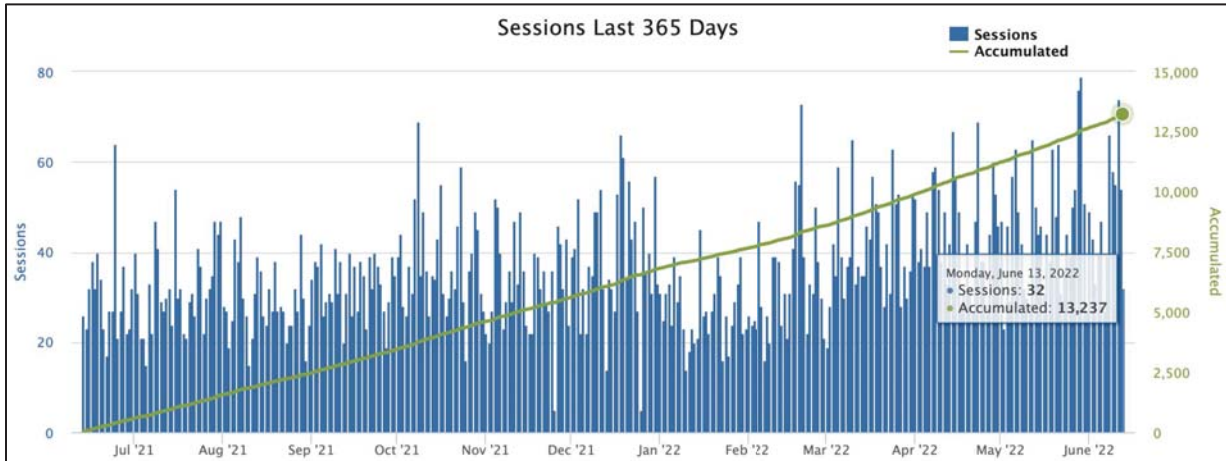


Existing ChargePoint EV charging network in San Luis Obispo



San Luis Obispo Parking Lots for new deployment of EV charging

This new infrastructure deployed by the ChargePoint partner team is in compliment to the over 200 existing charging ports currently deployed on the ChargePoint network in San Luis Obispo. If the City desires, ChargePoint and its partner team will consider taking over operational responsibilities for the 21 Level 2 charging ports which are currently serving San Luis Obispo parking lots.



Operational data from the existing ChargePoint EV charging network currently located at San Luis Obispo parking lots

ChargePoint and our partners have a variety of different business models for the City of San Luis Obispo to consider, including an option to provide EV charging at zero-cost to the City provided that the in-person assessments prove the sites to be buildable and economically feasible to construct. In developing this proposal and the associated quotes, the ChargePoint Team has reviewed all provided RFP material and performed our own due diligence to the greatest extent possible in lieu of a formal in-person site assessment and utility service assessment.

When it is feasible, we will perform an onsite site assessment to review existing conditions and work with the City to verify the conceptual design and perform a site survey to identify underground and overhead utility obstructions. We conduct early planning meetings with the utility and planning committees to design the system to meet all requirements to expedite the planning process. The team will review Pacific Gas & Electric (PG&E) rate structures to determine the best fit to provide lowest cost of electricity to the sites.

The conceptual design was based on the project requirements outlined in the RFP, virtual site walks, and addendums. The charger types were selected to provide a cost-effective installation and selected dual or single port chargers and cord lengths to fit the charger ports. The electrical infrastructure was conceptually designed around constructability and load profiles to ensure an efficient design. Upon award, all site construction and station installation will be performed in compliance with all applicable municipal, county, state, and Federal codes, laws, ordinances, standards, and rules that govern the design, installation, interoperability, start-up, commissioning, maintenance, and operations of such facilities.

B. SCOPE OF WORK

The City seeks proposals from qualified vendors that can install, operate, and maintain open-source public DC Fast Charging (DCFC) and Level 2 Charging Stations, as feasible, on City-owned properties and in public rights of way. Proposers may identify only DCFC chargers, only Level 2 chargers, or both. The selected vendor will be responsible for and cover all costs associated with the procurement, installation, operation, and maintenance of new charging stations on City-owned properties. If a proposing vendor believes that the intent of the project can be achieved through an alternative scope of work, the City will accept their proposal for review so long as the amendments to the proposed scope of work contained herein are adequately justified.

Task 1. Site Identification

The City is interested in deploying the maximum number of DCFC and Level 2 chargers as rapidly as possible. Respondents will identify and propose strategic locations at which to deploy charging stations. In the interest of supporting the assessment, the City has identified three locations as potential sites for new DCFC charging station deployment and defers to proposers on these sites' viability and the inclusion of additional sites:

- Lot 9: 680 Monterey St., San Luis Obispo, CA 93401
- Calle Joaquin Park & Ride Lot: 1530 Calle Joaquin, San Luis Obispo, CA 93405
- Santa Rosa Park Lot: 1050 Oak St., San Luis Obispo, CA 93405

Please note that these sites are only provided to support the assessment and any public parking lot, parking space or garage is eligible for consideration.

Task 1 will include the submittal of a concept-level map identifying initial proposed locations, or priority areas, for proposed installations. This map should be accompanied by a brief summary of methods and/or key criteria that informed site selection, such as adjacent uses, land use densities, or considerations based on the proposed service model. Overall, the City wishes to maximize the number of new charging stations installed at strategic locations. Final site selection for charging infrastructure deployment is subject to approval by the City.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

Task 2. Installation

Upon final site selection, the selected vendor is responsible for achieving completed installations at each charging station, to include:

- Obtaining all applicable local, state, and federal permits required for installation and operation of the charging stations.
- Ensuring that all installation work as it pertains to site preparation, curbing, striping, signage, charging equipment, billing and networking systems, and electrical interconnections is working properly and installed:
 - consistent with the manufacturers' specifications
 - consistent with the project design proposed in the bid
 - in accordance with all applicable local, state, and federal zoning and code

requirements

- Coordinating the installation activities with the equipment manufacturer, City staff, networking service, electric utility, and any subcontractors needed to complete the work.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

Task 3. Operations and Maintenance

The selected vendor will:

- Operate and maintain each charging station for at least five (5) years from the date the charging station developed under this RFP becomes operational, in accordance with the terms of the contract resulting from this RFP. Bidders may include proposals for a longer term. Term proposals should also include details about asset decommissioning and/or right to transfer ownership at the conclusion of the term.
- Be responsible for ensuring the maintenance of the chargers including cables, ancillary equipment, and any awnings, canopies, shelters and information display kiosks for signage associated with the charger. "Maintain" as used in this RFP shall mean, "to provide all needed repairs or desired and approved alteration, as well as regular maintenance needed to ensure optimal performance and minimize downtime. Equipment shall be kept safe and presentable."
- Ensure that the equipment at each EV Charger is operational with uptimes consistent with industry standard best practices. It is the Contractor's responsibility to ensure the uptime commitments are met for each individual charger and that interruptions are remedied within a pre-arranged and agreed upon time frame.
- Not, during the period of operation, move a charging station, sell or take a charging station out of service for any reason, without prior written approval from the City.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

Task 4. Monitoring

Each charging station should have network communications that, at a minimum, provide the following information about each charging transaction, at each charging location:

- Charging data such as date and time of usage (start and stop time) and accurate utilization rates.
 - Total kWh and Total kW draw.
 - Total dollar amount charged to the user.
 - Station status and health in real time.
 - Malfunction or operating error.
- The selected vendor shall report full site level usage quarterly to the City for the duration of the contract.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

Task 5. Customer Support Services

Provide customer service support as follows:

- Provide customer support for the duration of the contract, with the ability to provide customer support/or extend after the completion of the contract.
- Resolve customer issues over the telephone.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

C. PROJECT SCHEDULE

Successful respondent(s) should demonstrate their ability to rapidly deploy charging infrastructure as described in this RFP. Respondents should include a proposed timeline that includes the most rapid deployment feasible, describe how it has the capacity to meet this timeline, and identify any potential obstacles to the achieving the timeline along with proposed approaches to mitigate these obstacles.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section E and subsequent responses below.

D. PROJECT BUDGET

This RFP solicits services at no cost to the City. Proposals should include an estimated project budget that allows the City to evaluate the cost-effectiveness and long-term financial viability of proposed services. Projects with self- sustaining business models are highly preferred. Proposals should include lease payment amounts or a “no cost” lease where the vendor uses the lease savings to install level 2 charging units at other locations in the City (note that the installation of additional units is the City’s preferred approach). Proposals should clearly identify the proposed lease amount per space per year and/or propose an alternative approach to provide value for the leased space.

ChargePoint response:

Read, understood and comply. Please see our detail responses at the beginning of section G and subsequent responses below.

E. GENERAL TERMS AND CONDITIONS

Submittal Forms

- a. Proposal submittal summary.

ChargePoint response:

Please refer to the section Proposal Submittal Summary at the beginning of this document.

- b. Certificate of insurance.

ChargePoint response:

Please see ChargePoint Certificate of Insurance document for details.

- c. References from at least three firms or jurisdictions for whom you have provided similar services.

ChargePoint response:

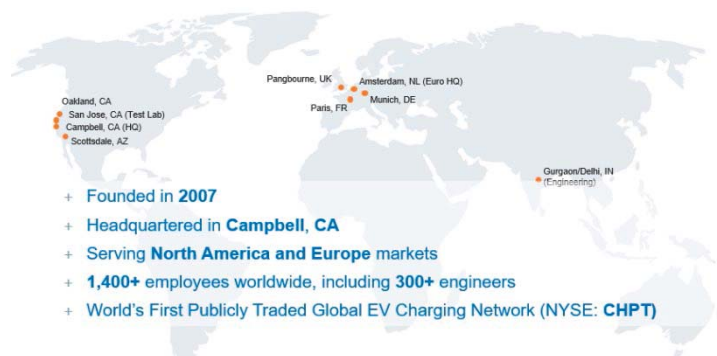
Please refer to the References section below for more information.

Qualifications

- d. Experience of your firm and those of sub-consultants in performing work and projects relevant to the Scope of Services outlined and described in the request.

ChargePoint response:

For more than a decade, ChargePoint has been building the fueling network of the future. ChargePoint started in 2007 before electric vehicles even hit the road, and today ChargePoint is now one of the largest, “pure-play” EV charging companies with over 5,000 unique commercial customers and over 174,000 active places to charge on the ChargePoint Network. ChargePoint provides EV charging solutions throughout North America and Europe and our 1,400+ employee workforce is dedicated to designing the most innovative and reliable EV charging platform.



ChargePoint response:

In March of 2021, ChargePoint became the world's first publicly traded global EV charging network when we were listed on the New York Stock Exchange under the stock symbol CHPT. We are proud of our role in building the new fueling network and our ability to be 100% focused on EV charging. Since we are not part of a broader company whose interests are diversified in unrelated or even competing fueling solutions, we are able to dedicate all our efforts to our mission: ***to get all people and goods moving on electricity.***

- e. Resumes of the individuals who would be assigned to this project, including any sub-consultants, with their corollary experience highlighted and specific roles in this project clearly described.

ChargePoint response:

Our project team will meet with the City's representatives to coordinate the design criteria and solution needs while reviewing the constructability to reduce construction costs and coordinate construction needs with the operations of the facility. This approach will optimize the design solution while minimizing impacts to ongoing operations.

During detailed design the team will work with the City to identify risks and develop a plan and costs associated with that to mitigate risks. The team will perform early communications with the utility companies at each site to identify lead times and work with them to expedite where possible. Further, we may plan to have additional spare chargers at the site to avoid any unforeseen issues and serve as an additional measure to ensure deployment is on schedule.

Permitting Execution Strategy

- + The team will hold preconstruction meeting with municipalities (plan examiner and inspectors) to ensure clear alignment with required permits and inspections
- + Our permit manager, with support from other team members, will prepare and execute to completion each of the permits and plan examination requirements
- + Our Utility manager, with support from other team members, will coordinate all necessary utility service needs

Project Organization – Single point of contact to the City of San Luis Obispo

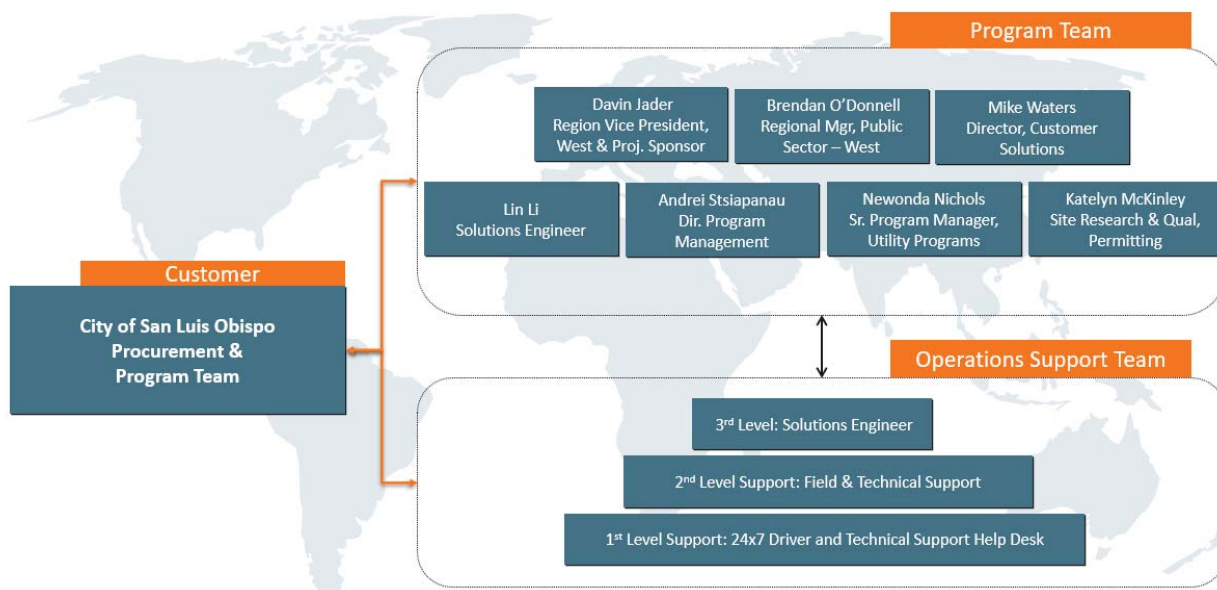
The project team with its PMP certification adheres to the Project Management Body of Knowledge (PMBOK) serves as the guiding principle for managing this initiative. All the different functions of the ChargePoint project execution organization are headed and managed by the ChargePoint Project Manager (CPM).

Any correspondence such as clarifications, questions, remarks or requests can be directed by the City or it's sub-contractors to a single point of contact at CPM. The CPM will receive all the requests from

ChargePoint response:

the City, transfers them to the responsible team member(s) and ensures a response to the City on time, in best quality, and with the information and documentation as requested.

Resumes of ChargePoint Program Team Supporting San Luis Obispo:



Davin Jader (Project Sponsor)

Region Vice President, West

Davin has been with ChargePoint for over 4 years and is responsible for the development & execution of sales strategies for ChargePoint managed network services and hardware into the Southwest region of the United States. Davin has over 20 years of Executive Sales experience and is based in Scottsdale, AZ. Davin graduated from Arizona State University with a Bachelor of Science degree. For more information, please see LinkedIn profile:

https://www.linkedin.com/search/results/all/?keywords=davin%20jader&origin=GLOBAL_SEARCH_HEADER&sid=P42



Brendan O'Donnell (Single Point of Contact)*

Regional Manager, Public Sector – West

Brendan handles EV infrastructure for the Southern California, Public Sector and Municipalities in the Southwest region for ChargePoint. Brendan has over 23 years in technology, sales and leadership experience where he brings a wealth of knowledge, business development, and relationship management to identify, qualify, and develop EV solutions to the Utility Market. Brendan holds an MBA at the Anderson School at UCLA. For more information, please see LinkedIn profile:

<https://www.linkedin.com/in/brendan-o-donnell-9b219a9/>

ChargePoint response:



Andrei Stsiapanau

Senior Director, Project Development

Operations Leader in charging, EV infrastructure, energy, and battery storage projects for 19+ years. Andrei Stsiapanau has managed hundreds of construction and infrastructure projects. Today, Andrei Stsiapanau continues to provide state-of-the-art charging electrical systems, infrastructure systems, and maintaining Health and Safety systems for employees and contractors. Andrei is helping electrify the Heavy, Medium, and Light Duty Private and Public Transportation Industry. He is currently responsible for infrastructure sales, project development, design, and full-scale delivery of 100% operational heavy commercial and industrial charging systems. At Proterra Inc., Andrei managed a team of 24+ multi-level employees and 180+ subcontractor employees. Previously established strategic planning goals, refined SBUs business strategies, and grew revenue totaling \$68M since 2018. At Tesla Inc., Andrei S was responsible for managing Production Control, Commercial Operations, and other divisions at Tesla's manufacturing sites. Mr. Stsiapanau was directly involved in the biggest launch of the manufactured products in the United States, the Tesla Model 3. Worked in the factories and guided expansions estimated at \$2.4B. He holds a BSc from Moscow Power Engineering Institute (Technical University). For more information, please see my LinkedIn profile: <https://www.linkedin.com/in/andrei-s-a1352635/>



Lin Li

Solutions Engineering

Lin is based at ChargePoint headquarters in Campbell California and oversees all technical aspects of the sales process. Prior to joining ChargePoint, Lin held similar positions with Canadian Solar, Sharp, and Recurrent Energy. Lin graduated from UC Davis with an Electrical Engineering degree.

Technical experience & proficiency:

- + Statistical experience in developing programs involving data mining.
- + Coordinated information between onsite project managers and engineers.
- + Presented facility design and energy forecasts analyses to multi-disciplined teams.
- + Developed and implemented tools to evaluate energy production of photovoltaic power generation facilities.

For more information, please see LinkedIn profile: <https://www.linkedin.com/in/lin-li-6525334/>



Mike Waters

Director of Customer Solutions

Mike is responsible for leading bid strategy and deal architecture for key sectors including fleet, utility, and other high value opportunities. Mike has 14 years of experience in supporting the electric vehicle industry including serving as the Director of Utility Solutions with ChargePoint and as the EV Program Manager for Duke Energy. He has a bachelor's degree in chemical engineering from Georgia Tech and an MBA from Kenan-Flagler Business School at UNC. For more information, please see LinkedIn profile: <https://www.linkedin.com/in/mikekwaters/>

ChargePoint response:



Katelyn McKinley

Site Research & Qualification Specialist

Katelyn has over 10 years' experience in land use regulations in a variety of federal, state, and local ordinances and municipal zoning ordinances. Katelyn role will be to determine the zoning for each parcel of land and assisting us with securing land use permits to ensure that the proposed land uses meets all viable factors. She is has a certified teaching assistant from Geneva College. For more information, please see LinkedIn profile: <https://www.linkedin.com/in/katelynmckinley/details/experience/>



Newonda Nichols

Sr. Program Manager, Utility Solutions

Newonda collaborates with utilities in North America on commercial and residential program management, implementation process and ensuring program success for electric vehicle smart charging infrastructure across all verticals. She holds a degree in Business Operations Management from California State – Sacramento. . For more information, please see LinkedIn profile: <https://www.linkedin.com/in/newonda-nichols-a4b20125/>

- f. Statement and explanation of any instances where your firm or sub-consultant has been removed from a project or disqualified from proposing on a project.

ChargePoint response:

ChargePoint and our sub-contractors have not been removed from a project or been disqualified from proposing on a project.

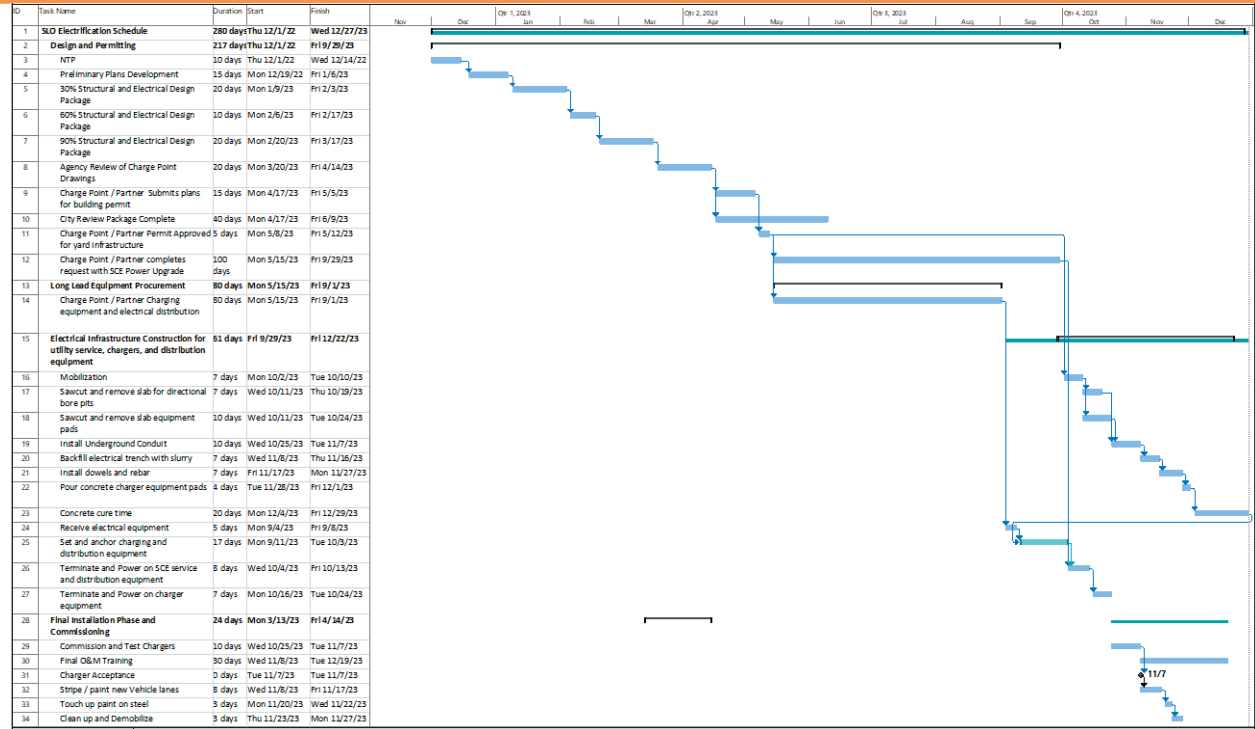
Work Program

- g. Detailed description of your approach to completing the work.

ChargePoint response:

Please find below an indicative project schedule for the City of San Luis Obispo. ChargePoint and its' partners will work closely with the City to install and activate the charging stations as quickly as possible while minimizing disruptions to each site.

ChargePoint response:



- h. Detailed schedule by task and sub-task for completing the work.
- i. Estimated hours for your staff in performing each phase and task of the work, including sub- consultants, so we can clearly see who will be doing what work, and how much time it will take.

ChargePoint response:

The task and subtask project scope are a high-level representation of one site from project identification to project closure. Please see the number of workdays allocated to each Task. All estimations are based on the standard Mon-Fri work week and norm business hours. Our proposal does not include over-time and/or Holiday hours.

ChargePoint response:

ID	Task Name	Duration	Start	Finish
1	SLO Electrification Schedule	280 days	Thu 12/1/22	Wed 12/27/23
2	Design and Permitting	217 days	Thu 12/1/22	Fri 9/29/23
3	NTP	10 days	Thu 12/1/22	Wed 12/14/22
4	Preliminary Plans Development	15 days	Mon 12/19/22	Fri 1/6/23
5	30% Structural and Electrical Design Package	20 days	Mon 1/9/23	Fri 2/3/23
6	60% Structural and Electrical Design Package	10 days	Mon 2/6/23	Fri 2/17/23
7	90% Structural and Electrical Design Package	20 days	Mon 2/20/23	Fri 3/17/23
8	Agency Review of Charge Point Drawings	20 days	Mon 3/20/23	Fri 4/14/23
9	Charge Point / Partner Submits plans for building permit	15 days	Mon 4/17/23	Fri 5/5/23
10	City Review Package Complete	40 days	Mon 4/17/23	Fri 6/9/23
11	Charge Point / Partner Permit Approved for yard infrastructure	5 days	Mon 5/8/23	Fri 5/12/23
12	Charge Point / Partner completes request with SCE Power Upgrade	100 days	Mon 5/15/23	Fri 9/29/23
13	Long Lead Equipment Procurement	80 days	Mon 5/15/23	Fri 9/1/23
14	Charge Point / Partner Charging equipment and electrical distribution	80 days	Mon 5/15/23	Fri 9/1/23
15	Electrical Infrastructure Construction for utility service, chargers, and distribution equipment	61 days	Fri 9/29/23	Fri 12/22/23
16	Mobilization	7 days	Mon 10/2/23	Tue 10/10/23
17	Sawcut and remove slab for directional bore pits	7 days	Wed 10/11/23	Thu 10/19/23
18	Sawcut and remove slab equipment pads	10 days	Wed 10/11/23	Tue 10/24/23
19	Install Underground Conduit	10 days	Wed 10/25/23	Tue 11/7/23
20	Backfill electrical trench with slurry	7 days	Wed 11/8/23	Thu 11/16/23
21	Install dowels and rebar	7 days	Fri 11/17/23	Mon 11/27/23
22	Pour concrete charger equipment pads	4 days	Tue 11/28/23	Fri 12/1/23
23	Concrete cure time	20 days	Mon 12/4/23	Fri 12/29/23
24	Receive electrical equipment	5 days	Mon 9/4/23	Fri 9/8/23
25	Set and anchor charging and distribution equipment	17 days	Mon 9/11/23	Tue 10/3/23
26	Terminate and Power on SCE service and distribution equipment	8 days	Wed 10/4/23	Fri 10/13/23
27	Terminate and Power on charger equipment	7 days	Mon 10/16/23	Tue 10/24/23
28	Final Installation Phase and Commissioning	24 days	Mon 3/13/23	Fri 4/14/23
29	Commission and Test Chargers	10 days	Wed 10/25/23	Tue 11/7/23
30	Final O&M Training	30 days	Wed 11/8/23	Tue 12/19/23
31	Charger Acceptance	0 days	Tue 11/7/23	Tue 11/7/23
32	Stripe / paint new Vehicle lanes	8 days	Wed 11/8/23	Fri 11/17/23
33	Touch up paint on steel	3 days	Mon 11/20/23	Wed 11/22/23
34	Clean up and Demobilize	3 days	Thu 11/23/23	Mon 11/27/23

- j. Services and deliverables provided by the Consultant(s).

ChargePoint response:

ChargePoint will provide comprehensive services to support the roll-out of EV charging equipment in the City of San Luis Obispo to include the following:

- + Regional planning
- + Site evaluation
- + Permitting, utility coordination & contractor management
- + Technology partnerships
- + Installation oversight & equipment commissioning
- + Coordination with a third-party owner operator to provide the City continued ongoing operation of the EV charging infrastructure & utility service

- k. Services and deliverables provided by the SLO, City.

ChargePoint response:

The services and deliverable items listed below will be needed from the City. Some documents will be needed during the discovery, design, execution of construction phases, and commencement of work. The services, questions, clarifications, and deliverable items include but are not limited to:

Description	Requests (Deliverables, Clarifications and Documentation)
Project Documentation	<ul style="list-style-type: none">+ Electrical single line diagram and as-built drawings for each site and surrounding areas (if applicable)+ Utility bill or max power demand for the past 12 months+ Has a traffic flow study been performed for the existing facilities? If so, could you please share?
Site Surveys and Access	<ul style="list-style-type: none">+ Has a soil sampling or geo-tech study been performed for the area of new development? If so, could you please share? Are there any contaminated soils/ unsuitable soils known to the SLO Team?+ ChargePoint wishes to survey the existing site using a camera mounted on an aerial drone. Will SLO allow this survey of the area for new development?+ Site access will be provided 6 days per week, during normal business hours

ChargePoint response:

Communication and Coordination	<ul style="list-style-type: none">+ Timely review of the RFI, RFQ, RFP requests as per contractual terms.+ Timely submission/resubmission of all required documents to ensure milestones completions and overall success on the project.+ Regular reporting on progress via Zoom, meetings, etc.+ The City EV fleet will need to be provide with operators during the commissioning phases of the construction+ The City Employees/staff will need to be present during the final completion, training of the personal hours, etc.
Project Clarification	<ul style="list-style-type: none">+ Could you please share overall future plans for the facilities if applicable? The example could be a new building placed within vicinity, in that case we are asking about: approximate sq. ft. including the main bldg., walkways, landscape, parking/charging station spaces (which will count per proposed layout at this time).+ Does SLO foresee relocation of any existing site utilities (i.e., fire hydrants, fire suppression, communications, etc.)?+ Is SLO planning to include Non- EV parking in the area of new development?+ Will there be any additional electricity generations on these sites? If so, please provide the specifications of desired equipment.+ Would SLO be planning for an updated architectural lighting design for the projects/sites? Or will this be up to the contractors and AHJ to figure out during the design phases?
Contract Clarification	<ul style="list-style-type: none">+ Will bonding be required for this project?+ Will SLO include liquidated damages in the contract terms?+ Could SLO please share a standard contract for this type of project?

- I. Any other information that would assist us in making this contract award decision.

ChargePoint response:

ChargePoint is active in all segments of the EV charging ecosystem offering our in-house developed EV charging hardware, charger management software, and EV driver services. We believe this allows for the very best user experience for all stakeholders as all services are seamlessly integrated within our cloud. Having the ability to directly develop and leverage all elements of the charging eco-system in one seamless solution is what makes ChargePoint a world leader in EV charging. Below are some additional highlights of how our innovations have helped make EV charging easy:

- + **Greater EV Driver Engagement Through Deeper Ecosystem Integration** - ChargePoint continues to lead in developing new ways for EV drivers to discover and engage with EV charging at your location. We have integrated into various consumer platforms, including Google and Apple maps, as well as in-dash automotive platforms such as Android Auto and Apple CarPlay. These collaborations have produced an industry-leading charging experience that empowers drivers to charge when, where and how they want.
- + **EV Industry's Most Advanced EV Driver App to Find, Start, and Pay for Charging** - ChargePoint has focused on constantly improving this experience for over a decade and today offers a best-in-class mobile application that has been downloaded millions of times. We are proud of having one of the highest rated, most customer-friendly apps in its category with ratings of 4.6 stars in both the Google Play and Apple store supported by thousands of reviews. Apple even named the ChargePoint mobile application the coveted "app of the day".
- + **Virtual Queue to Increase Charger Utilization** – ChargePoint introduced an industry first with our Waitlist feature that allows EV drivers to get in enter a virtual queue when all the stations are in use. As EVs become fully charged, users receive a friendly message to move their vehicle as the station is held for the next EV driver in line. This helpful feature allows station operators to increase utilization of stations with greater customer satisfaction while minimizing time spent to manage and monitor users.
- + **Advanced Test Facility to Increase Station Reliability** - Unique within our industry, ChargePoint invested in a 16,000 square foot testing facility that was previously a UL-testing lab. The ChargePoint Advanced Test Facility contains a comprehensive testing suite that includes mechanical, environmental, and operational stress tests. This allows ChargePoint to quickly evaluate our designs and make continual improvements to ensure our hardware is as reliable as possible for as long as possible.
- + **Flexible Power Management to Reduce Utility Costs** - The ChargePoint EV charging software platform includes a wide array of options to manage energy and power at stations and groupings of stations to allow operators to save money on their utility bill and associated electrical infrastructure. This includes advanced features such as circuit sharing, power sharing ceiling, demand response, pricing-based power management, and more.
- + **Highest Level of Cyber Security to Increase User Confidence** - As a world leader in EV charging, ChargePoint supports an open, standards-based, and secure charging ecosystem to enable innovation and protect sensitive business operations. The includes certification to ISO 27001, PCI,

ChargePoint response:

SOC 1/SSAE 16/ISAE 3402 (formerly SAS70), SOC2, SOC3, FISMA, DIACAP, and FedRAMP, and more.

- + **Seamless Integration into Distributed Energy Resources and Backoffice Systems Through APIs -** ChargePoint has developed a wide array of Soap/XML and REST standards-based Application Programming Interfaces (APIs) to support greater integration of station data and controls between our platform and the station owner's backend systems. Station administrators can use these APIs to automate and integrate reporting, retrieve financial transaction data, manage driver groups, and create push notifications for station status updates. These APIs are also available to tie into local energy management platforms and distributed energy resources such as battery energy storage and solar PV.

Please refer to the attached ChargePoint Solutions Overview for additional information on our proposed EV charging solution.

- m. Description of assumptions critical to development of the response which may impact cost or scope.

ChargePoint response:

The most critical item required to finalize cost and scope of each charging location is a thorough site walk by one of ChargePoint's chosen qualified contractors. This includes coordination with the local utility, PG&E to confirm sufficient power availability as well as buildability of the site with reasonable construction costs. This site walk will be critical given the current supply chain environment to confirm not only up-to-date costs, but also to understand lead times on electrical equipment availability and delivery.

The predicted EV driver utilization at each of the sites also can have a large impact on the scope of each charging project, however ChargePoint will take this into account through the site selection process to match the desired scope by the City and to ensure a path to profitability for the owner/operator of the charging stations. PG&E currently has an electric tariff specific to EV charging which is favorable and will apply to any charging sites proposed and therefore will not impact cost or scope.

Requested Changes to Terms and Conditions

- n. ***The City desires to begin work soon after selecting the preferred Consultant Team and expects the Consultant to execute the City's contract and all of the terms therein, as set forth in Exhibit A.*** To expedite the contracting process, each submittal shall include requested redlined changes to terms and conditions, if necessary. Please be advised that Consultant's requested changes to the City's terms and conditions will be considered by City staff when scoring and determining the competency and responsibility of the bidder.

ChargePoint response:

Read, understood and comply.

Sustainability

- o. Please also note that the City includes organizational commitments to sustainability in its evaluative criteria. The City's sustainable procurement policy and objectives include procuring products and services that:
- Conserve natural resources including water, energy, and raw materials;
 - Minimize environmental impacts such as water and air pollution during use;
 - Eliminate or reduce toxins that create hazards to workers, citizens, wildlife, and the environment;
 - Support recycling efforts and use products with recycled content;
 - Encourage suppliers to reduce environmental impacts;
 - Support worker health, safety, and fair wages.

Please include information in your proposal about how your firm supports one or more of these principles.

ChargePoint response:

ChargePoint is committed to protect, utilize, and manage our natural resources and reduce our carbon footprint in order to prevent pollution and to continually improve the air we breathe, the water we drink, and the earth we inhabit. ChargePoint is ISO 14001 certified under the international standard for Environmental Management System. As part of our status of ISO 14001 certification, we also be asking our suppliers if they are certified themselves or if they plan on getting certified which will get weighed into the decision to do business with such entities. Under our sustainability commitment, we have also undertaken a logistics program to reduce GHG by using regional warehousing and fulfillment as opposed to centralized.

Sustainability at ChargePoint means conducting our business in a manner that acknowledges and takes responsibility for our direct and indirect impact on the environment. This means that we will conserve energy, dispose of waste responsibly, and reduce pollutants and other byproducts our activities may generate. All employees and contractors are responsible for ensuring that they take sustainability into account in their day-to-day decision-making. By conducting our business in this manner, we align our long-term success with the earth's ecological well-being, and create enduring benefits for our shareholders, customers, employees, and the communities we live and work in. Examples of our internal sustainability initiatives include:

Greenhouse Gas Emissions Reduction

- + Reduced emissions from facilities
- + Use light sensors in office spaces to reduce emissions from lighting
- + Exploring renewable energy options for powering offices and facilities
- + Reduced Emissions from Transportation
- + Relocated warehouses to be near manufacturing sites to reduce moving product across the country via tractor trailer
- + Provide EV charging for employees – almost 60% of our employees drive electric vehicles

Waste Reduction

- + Redesigned packaging to remove significant amounts of foam protective packing material to make all packaging recyclable. Ongoing project to remove 100% of foam packaging material.

ChargePoint response:

- + Implemented an in-house recycling program to maximize the amount of material we divert from landfill.
- + Eliminated all disposable cups, utensils, and plates from company kitchens to reduce waste.
- + Provide every employee a reusable water bottle to eliminate the use of plastic water bottles in our offices.

ChargePoint Awards

- + Momentum for Change (2015): The United Nations Framework Convention on Climate Change honored ChargePoint with a Momentum for Change award at the annual Conference of Parties (COP21) in Paris, France. ChargePoint was one of 16 Lighthouse Activities selected for its innovative and scalable approach to tackling climate change.
- + Global Cleantech 100 (2009-2014) and Hall of Fame
- + Sustainia 100 Member and winner top sustainable solution
- + East Bay Clean Cities, Clean Air Champion Award

ChargePoint Products' Energy Star Compliance

ChargePoint is proud to be the first EVSE manufacturer to achieve ENERGY STAR compliance on its Level 2 products. Under these ENERGY STAR efficiency requirements, savings from ENERGY STAR certified EVSE will grow to more than \$17 million each year and more than 280 million pounds of annual greenhouse gas emissions would be prevented, equivalent to the emissions from more than 26,000 vehicles.

Enabling Sustainability for our Customers

ChargePoint is also passionate about the part we play in our and our customers' sustainability programs. EV charging helps slow climate change or even eliminate emissions altogether when paired with renewable electricity sources.

ChargePoint supports customers, tenants, and employees in switching to an EV by ensuring this 'green' amenity is inherent to the infrastructure where people live, work and play. ChargePoint collaborates with a wide range of advocacy groups that promote sustainable technologies and initiatives.



3.3 billion electric miles driven since 2007

- + **132 million** gallons of gasoline consumption avoided
- + **>529,000 metric tons** of greenhouse gas emissions avoided, equivalent to
 - Planting **12.8 million** tree seedlings and growing them for 10 years
 - Carbon taken in by **949,000** acres of U.S. forests
 - Recycling **33 million** bags of waste

For additional details on our sustainability initiatives, please visit the following website:

<https://www.chargepoint.com/about/sustainability/>.

F. INSURANCE REQUIREMENTS

Supply & Equipment Contracts - Lease

The Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property that may arise from or in connection with the performance of the work hereunder by the Contractor, its agents, representatives, employees or subcontractors.

Minimum Scope of Insurance. Coverage shall be at least as broad as:

1. Insurance Services Office Commercial General Liability coverage (occurrence form CG0001).
2. Insurance Services Office form number CA 0001 (Ed. 1/87) covering Automobile Liability, code 1 (any auto).
3. Workers' Compensation insurance as required by the State of California and Employer's Liability Insurance.

Minimum Limits of Insurance. Contractor shall maintain limits no less than:

1. General Liability: \$2,000,000 per occurrence for bodily injury, personal injury and property damage. If Commercial General Liability or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to this project/location or the general aggregate limit shall be twice the required occurrence limit.
2. Automobile Liability: \$1,000,000 per accident for bodily injury and property damage.
3. Employer's Liability: \$1,000,000 per accident for bodily injury or disease.

Deductibles and Self-Insured Retentions. Any deductibles or self-insured retentions must be declared to and approved by the City. At the option of the City, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the City, its officers, officials, employees and volunteers; or the Contractor shall procure a bond guaranteeing payment of losses and related investigations, claim administration and defense expenses.

Other Insurance Provisions. The general liability and automobile liability policies are to contain, or be endorsed to contain, the following provisions:

1. The City, its officers, officials, employees, agents and volunteers are to be covered as insureds as respects: liability arising out of activities performed by or on behalf of the Contractor; products and completed operations of the Contractor; premises owned, occupied or used by the Contractor; or automobiles owned, leased, hired or borrowed by the Contractor. The coverage shall contain no special limitations on the scope of protection afforded to the City, its officers, officials, employees, agents or volunteers.
2. For any claims related to this project, the Contractor's insurance coverage shall be primary insurance as respects the City, its officers, officials, employees, agents, and volunteers.

Any insurance or self-insurance maintained by the City, its officers, officials, employees, agents or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.

3. The Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
4. Each insurance policy required by this clause shall be endorsed to state that coverage shall not be suspended, voided, canceled by either party, reduced in coverage or in limits except after thirty (30) days' prior written notice by certified mail, return receipt requested, has been given to the City.

Acceptability of Insurers. Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A:VII.

Verification of Coverage. The Contractor shall furnish the City with original endorsements effecting coverage required by this clause. The endorsements are to be signed by a person authorized by that insurer to bind coverage on its behalf. All endorsements are to be received and approved by the City before work commences.

Subcontractors. Contractor shall include all subcontractors as insured under its policies or shall furnish separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to all of the requirements stated herein.

ChargePoint response:

Please see ChargePoint Certificate of Insurance document for details, which includes our insurance provider's signature. Please note, ChargePoint has not subscribed to A.M Best's Rating service, thus we are unable to produce a rating at this time.

G. PROPOSAL SUBMITTAL FORM

The undersigned declares that she or he has carefully examined [_____] which is hereby made a part of this proposal; is thoroughly familiar with its contents; is authorized to represent the proposing firm; and agrees to perform the specified work for the following cost quoted in full:

p. **Bid**

Total Base Price	\$2,275,000
Sales tax	
Other	
TOTAL	\$2,275,000
Cost to City of San Luis Obispo	\$0

Delivery of equipment to the City to be within **(flexible and will work towards City's needs.)** _____ calendar days after contract execution and written authorization to proceed.

ChargePoint response:

As noted above, while the project is expected to cost roughly \$2.3M in the example assuming 14 DC fast-chargers and 8 Level 2 chargers in total across 3 EV charging sites ChargePoint and its' financing partners will conduct a thorough site analysis to identify the top sites within the City to offer to the City of San Luis Obispo for \$0 in upfront capital costs and \$0 in operating costs. Should there be additional sites which are likely to see high EV driver utilization, ChargePoint may propose additional charging sites to the City at zero-cost. Each site would be estimated to be valued between \$650K and \$900K.

The way to generate a return on investment on EV charging is through a long-term approach to electric vehicle ownership focused on low charging rates and increased utilization. EV infrastructure design and engineering expertise enable ChargePoint and its partners to get installations right the first time. Other important factors include numerous financial incentives, including tax credits and carbon credits to aid in offering this no-cost solution to the City.

ChargePoint would advocate installing a minimum of 2 DC Fast Chargers per location to take advantage of incentive funding (perhaps at fewer overall sites in Phase 1). This budget is presented in line with the RFP requirements; we want to work with you to hit the ground running with an infrastructure plan that will most benefit drivers and promote EV adoption. From our perspective, a Phase 1 strategy deploying 4-6 DCFC stations at 3-4 locations and 10-20 Level 2 stations at an additional four locations would offer significant upside. Given this, we will deploy capital and execute as per the City's requirements.

q. Certificate of insurance attached; insurance company's A.M. Best rating: N/A.

Firm Name and Address

Woodruff Sawyer
50 California Street, Floor 12
San Francisco, CA 94111
www.woodruff Sawyer.com
Contact: Corinne Ford Phone 415.399.6469

Signature of Authorized Representative

<i>*Signature offered within the Certificate of Insurance</i> <i>Date June 14, 2022</i>
--

References

Number of years engaged in providing the services included within the scope of the specifications under the present business name: ChargePoint, Inc. _.

Describe fully the last three contracts performed by your firm that demonstrate your ability to provide the services included with the scope of the specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

Reference No. 1:

Agency Name	County of San Diego
Contact Name	MS. Susan Freed
Telephone & Email	858.229.9809 susan.freed@sdcounty.ca.gov
Street Address	5560 Overland Ave Ste 410
City, State, Zip Code	San Diego, CA 92123-1204
Description of services provided including contract amount, when provided and project outcome	Multi- level and million-dollar client with numerous projects located within the County of San Diego.

Reference No. 2:

Agency Name	City of Long Beach
Contact Name	Mr. Ernie Martinez
Telephone & Email	562.570.5406 ernesto.martinez@longbeach.gov
Street Address	2600 Temple Ave.
City, State, Zip Code	Long Beach, CA 90806
Description of services provided including contract amount, when provided and project outcome	Multi-level and 5 plus million-dollar client with over 1,000 ports EVSE orders projected over 2020 to 2025.

Reference No. 3

Agency Name	City of Santa Barbara
Contact Name	Kristian Hoffland
Telephone & Email	805 564-5595 khoffland@santabarbaraCA.gov
Street Address	735 Anacapa Street
City, State, Zip Code	Santa Barbara, CA 93101
Description of services provided including contract amount, when provided and project outcome	Multi-level and 3-to-4-million-dollar client with 16 locations for EVSE orders projected over 2020 to 2025.

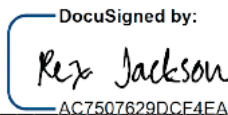
STATEMENT OF PAST CONTRACT DISQUALIFICATIONS

The proposer shall state whether it or any of its officers or employees who have a proprietary interest in it, has ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of the violation of law, a safety regulation, or for any other reason, including but not limited to financial difficulties, project delays, or disputes regarding work or product quality, and if so to explain the circumstances.

- Do you have any disqualification as described in the above paragraph to declare?
- Yes ☐ No ☒
- If yes, explain the circumstances.

Executed on **June 14, 2022**, _____ at

Campbell, CA, _____ under penalty of perjury of the laws of the State of California, that the foregoing is true and correct.

DocuSigned by:

 AC7507629DCF4EA

Signature of Authorized Proposer Representative



Prepared for:



City of San Luis Obispo

CHARGEPOINT SOLUTIONS OVERVIEW

June 14, 2022



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1 ChargePoint Overview

For more than a decade, ChargePoint has been building the fueling network of the future. ChargePoint started in 2007 before electric vehicles even hit the road, and now ChargePoint is one of the largest “pure-play” EV charging providers dedicated to providing AC and DC charging solutions across every use case. Headquartered in Campbell, California, ChargePoint provides EV charging solutions throughout North America and Europe.



Our mission is simple - to get everyone behind the wheel of an EV and provide a place for them to charge wherever they go.

Products & Services

ChargePoint operates as a one-stop shop for customers by providing the complete EV charging ecosystem. Our commitment to EV charging—and only EV charging—enables us to offer the best electric fueling experience across every vertical. We have built a fully integrated portfolio of hardware, cloud services and support with the best technology in the industry. This ensures that everything works seamlessly and with enhanced functionality, which in turn results in great customer satisfaction.



Networked EV charging



Complete solution of cloud-based software and services



Mobile app (Android and iOS)



24/7 Support for EV drivers in North America and Europe

Charger Management Software

Our cloud-based software solution is the heart of our EV charging solution. The intelligent and flexible platform connects all parties in the EV charging ecosystem including the driver, site hosts/station owners, fleet and depot managers, utilities and more. Station owners access the ChargePoint Network via a web portal, as well as APIs, to monitor, report, and set the operating parameters for charging stations on their property. Below are just a few of the features enabled by the ChargePoint Network.



Organization Hierarchy

Define different layers of view at site, city, country scales.



Dashboard & Analytics

Station owners see how stations are being used and when it's time to add capacity.



Energy Management

Efficiently and automatically utilize power available for charging vehicles. Save money on costly upgrades and avoid demand charges.



Waitlist

Drivers can get in line and get notified when a station is available, improving utilization.



Access Control

Limit who can use the charging stations and when. Station owners can disable charging during “closed” times.



Flexible Pricing

Price by hour, kWh, time of day, customer type or any combination.



Driver Services

Automatically notify drivers of a full charge, available station, changes in power and more.

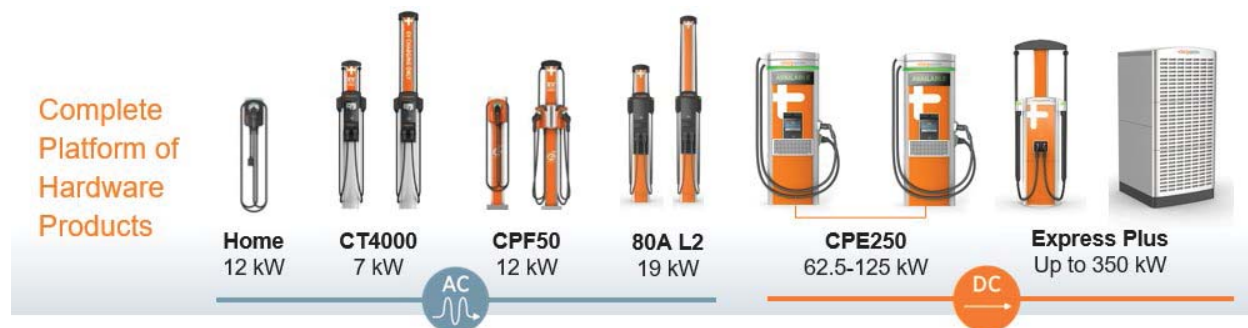


Fleet Services

Fleet managers can track vehicle charging and pay for electricity if the vehicles need to charge at other stations.

Charging Infrastructure

ChargePoint is the only global EV charging solution provider that offers a complete portfolio of AC and DC charging solutions for every charging use case – from home to workplace to high power fleet charging.



Customer Base

ChargePoint operates one of the world's largest EV charging networks with more than 174,000 activated places to charge on its network and access to an additional 290,000 public places through roaming integrations with other major networks (see map below).

Over 5,000 commercial customers trust ChargePoint for their charging needs including fleet operators, employers, local governments, businesses, electric utilities, and many more.



ChargePoint Operations

ChargePoint provides charging solutions throughout North America and Europe and maintains offices and customer support centres on both continents. Today we employ over 1,400 people with more than 300 engineers dedicated to designing the world's most innovative and reliable EV charging platform.

In March of 2021, ChargePoint became the world's first publicly traded global EV charging network when we were listed on the New York Stock Exchange (NYSE) under the stock symbol CHPT. Today, ChargePoint is the largest EV charging company that is 100% focused on transportation electrification. Since we are not part of a broader company whose interests are diversified in unrelated, or even competing fueling industries, we are able to dedicate all our efforts to the mission of making it easier for drivers to go electric.

In Summary

Only ChargePoint has the necessary experience, scale, service, and quality that will save station operators time and money, so you can focus on your core mission.

2 ChargePoint EV Charging Network

The ChargePoint Network one of the largest, most advanced charge point operating networks (CPON) in the world with more than 174,000 activated places to charge on its network, and access to an additional 290,000 public places to charge through roaming integrations with other major networks. The ChargePoint Network provides the intelligence and software features that “makes it easy” for drivers to go electric, stations owners to efficiently operate their stations, and for utilities to access important charging data and control over how EV load integrates into the grid.

The ChargePoint Network is the result of over 14 years of experience in providing EV charging services across both North American and Europe. This experience encompasses every potential charging use case, from residential to fleet to DC fast charging, as we believe a comprehensive EV charging ecosystem is necessary to support full scale transportation electrification.

Successful EV adoption requires a consistent, reliable driver experience, a feature rich software platform that allows for ease of management, as well as responsive support when necessary. ChargePoint has a team of over 300 in-house software engineers that design, develop, and maintain all aspects of our charging solution. Our EV charging network, mobile application, and charging stations that we also provide are designed to work seamlessly together to provide the best station owner and driver experiences in the market.

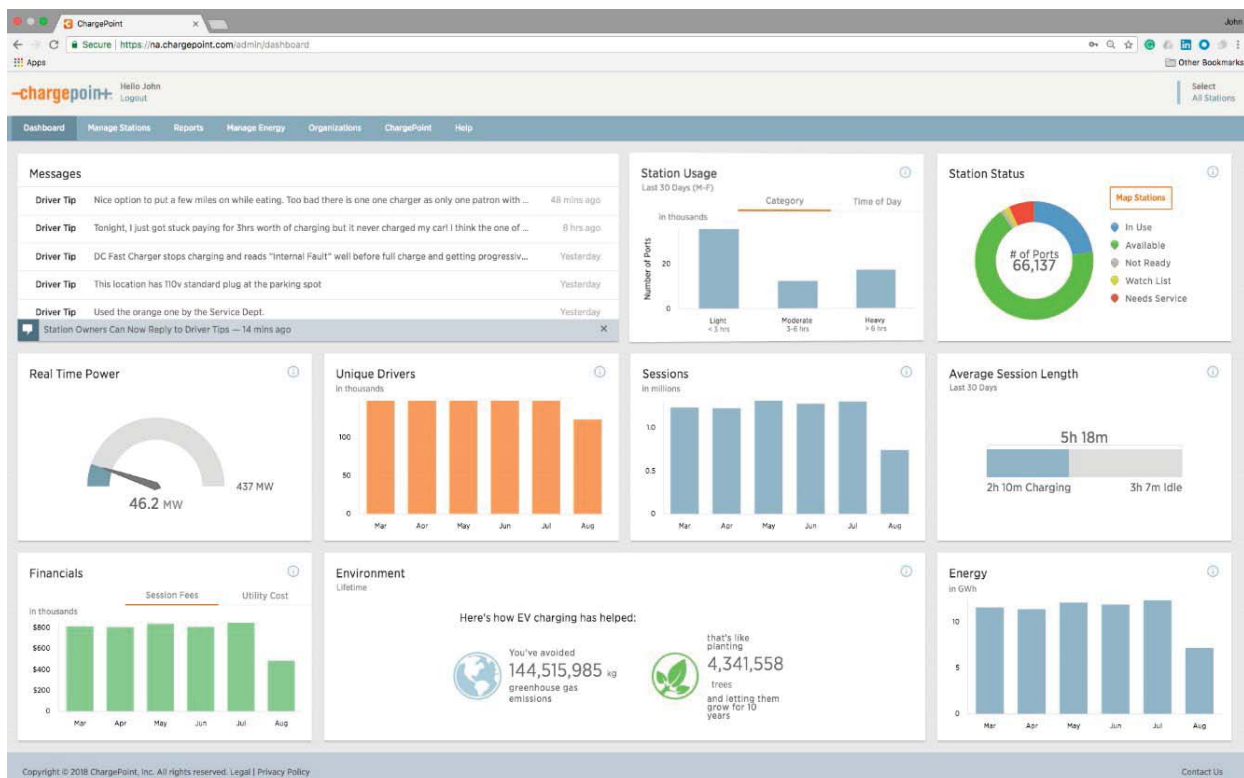
2.1 Charging Station Management Software

All proposed charging stations are coupled with the ChargePoint charge management system. This system, also known as the “ChargePoint Network”, is a cloud-based software platform enabling all the necessary tools to optimally manage EV charging stations. The ChargePoint Network is designed to provide operational visibility and management of the complete charging ecosystem and to enable station operators to reduce operating costs, increase station utilization, and optimize the EV driver charging experience.

ChargePoint’s charging station management software plans provide a full feature set to tailor and manage all operating parameters and remotely view status and run utilization reports. The specific cloud plan will vary based on the model and capabilities of the station and plans are paid on an annual basis or pre-paid for multiple years at a discount. Access to the station management software platform is provided through a web-based portal and we provide additional highlights of the software capabilities through the remainder of this section.

Network Dashboard

For station operators, a web-based dashboard provides a real-time overview of the charging infrastructure, with easy-to-read tiles. Aggregated monitoring/reporting of all stations, group(s) of stations, and monitoring of individual stations is accomplished using global filters for the Dashboard page.



Each tile contains information pertinent to the charging operation, such as the following:

- + **Station Status:** Displays the real-time status of all stations, including the number of stations in-use, available, or at fault.
- + **Real Time Power:** Displays the active load of the charging stations. Should a Power Management policy be in effect, the power limit would be reflected in the tile so that the operator can monitor the active load vs. the maximum allowed load in real-time. This tile updates automatically every few seconds.
- + **Energy:** Indicates how much electricity was discharged by the stations on a monthly basis.
- + **Average Session Length:** Displays the breakdown between the time that vehicles take to actively charge vs. how long they are physically connected to a charging station.
- + **Financials:** shows Session Fees and the amount ChargePoint collects for EV charging and remits to your company. You can manage revenue by attracting more drivers or modifying what it costs to charge at your stations. Utility Cost is the estimated monthly cost based on a per kWh rate basis.
- + **Environment:** estimates the emissions avoided based on the energy dispensed and show tree growth equivalents from the EPA. Actual emissions avoided may be higher or lower depending on how your electricity is generated locally.

The ChargePoint Dashboard also includes driver feedback and tips for specific stations. To drive engagement and foster a sense of community among Drivers, Station Owners, and ChargePoint Support, station owners and ChargePoint support team members can reply to driver tips via the messaging card on the Admin Dashboard. Drivers will see the replies in the mobile app and will be notified if a station operator or ChargePoint Support responds to one of their tips or comments.

Organizations and Rights Granting

In the ChargePoint platform, all charging stations are associated with an organization that is utilizing or managing the stations. These organizations determine how their EV charging stations are set up including how they are physically and logically organized, who can use them, how much it costs to use them, energy management, and more. Station operators can assign access rights to multiple individuals within the company with varying rights to align with their needs and responsibilities.



Org administration

Ability to create several layers or organizations at the parking, site, region, country level



Charger Group

Customize the group of stations to administer them by group and generate aggregated reports



Role

Assign roles with various access privileges such as a Network manager, Station Manager, and Fleet Manager

Station Configuration Management and Access Control

For public access and mixed-use charging solutions, the ChargePoint charge management software enables a full suite of station configuration options to optimize utilization of the station through access control. Access control policies may be set up by station operators to restrict usage of charging stations using rules that vary between different driver groups. For example, stations can be set to allow for public or employee charging during typical workhours on weekdays for a fee, while only allowing tenant access during nighttime hours or weekends for no fee.

Station on the ChargePoint Network can also be designated as publicly accessible and visible on the ChargePoint website map, on the ChargePoint mobile app, as well as many in-dash systems within the EV. All publicly accessible stations on the ChargePoint network are also listed on other public databases such as the U.S. Department of Energy's Alternative Fuels Data Center (AFDC) as well as Google and Apple Maps. Station owners can alternatively designate stations as restricted for authorized users only making stations only visible to those drivers included on the access control policy.

Driver Groups and Connections

Driver groups are easily set up using the Connections feature in ChargePoint to associate charging stations and access profiles to specific EV drivers such as employees, tenants, multifamily residents, loyalty customers, ride share services, season ticket holders, or any group of drivers for which you may want to allow access to your EVSE or provide preferred pricing. Connection offers to drivers can be set up to be visible to all drivers using the ChargePoint mobile app or web portal or visible to only those drivers with a unique code provided by the site host (employer, property manager, etc.). This feature is extremely popular for station operators to optimize utilization of their stations and ensure the best possible driver experience based on the local use case.

EV Charging Pricing Options

ChargePoint's charge management software contains the most advanced and flexible pricing configuration tool for station operators to collect fees and influence charging behavior whenever desired. Pricing to drivers for EV charging services can be configured to be the same for all drivers or with pricing rules that vary for different groups of drivers.

Pricing rules may be set up using any of the following options:

- + ***A fixed rate for the session.*** The driver pays a set fee for the entire session.
- + ***An hourly rate.*** The driver pays per hour or per minute, like parking meters.
- + ***An energy rate.*** The driver pays for the energy consumed on a per kWh basis.
- + ***Length-of-Stay escalating pricing.*** One price is charged during the first X hours and another price is charged for every hour afterwards.
- + ***Charge-Complete escalating pricing.*** One price is charged until the vehicle reaches full charge, then another price is charged afterwards with an optional grace period.
- + ***Time-of-Day pricing.*** One price is charged during peak hours and another during off-peak hours that may vary by day of week, weekdays, or weekends.
- + A ***minimum*** and/or a ***maximum*** fee per session.
- + ***A combination of the above.*** For example, a minimum fee PLUS an hourly rate or an hourly parking rate PLUS per kWh pricing.
- + ***Driver groups.*** Station owners may set unique policies for different classifications of drivers (e.g., students, faculty & staff vs. visitors) using the options above.
- + ***Scheduled Pricing.*** All of the above options may be set by time of day and day of week.

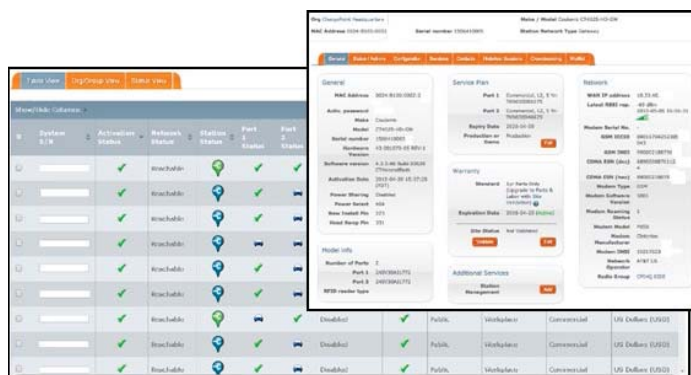
Station Monitoring and Data Management

ChargePoint provides extensive monitoring and reporting capabilities in a user-friendly and highly flexible web interface. ChargePoint stations are continuously communicating over the ChargePoint network and status updated in real-time and available on the web-based admin interface and via push alerts. The ChargePoint web interface provides the tools necessary to actively monitor and manage all stations, including near real-time status for each port, making it easy to view important information in a clear and concise table format.

Detailed near real-time status for individual stations is available on the Station Properties page, including active charging sessions with current and voltage output levels to vehicle displayed.

Administrators can:

- + Get live status, including network connectivity and port status
- + Reboot the station
- + View live charging sessions, including instantaneous power output
- + View a history of charging sessions

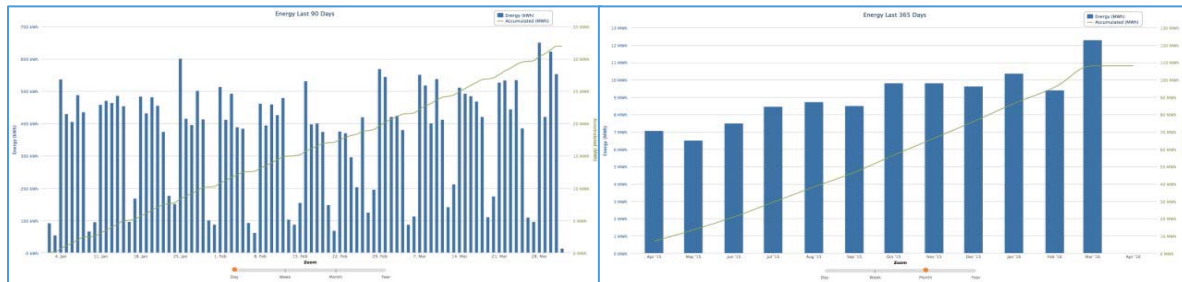


All reports may be exported to Excel or CSV format from the reports page directly. The categories of reporting available on the ChargePoint web portal include:

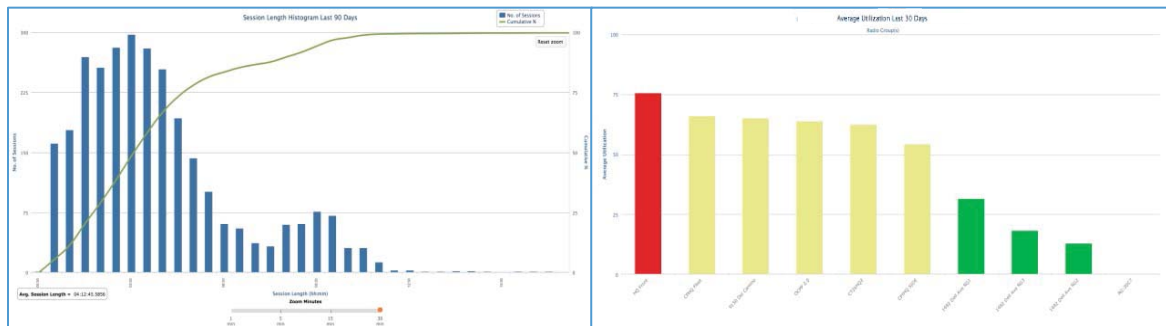
- + **Analytics:** A large collection of information, including peak occupancy, session information, energy dispensed, and GHG savings. There are several reports under Analytics including the Unique Driver Report, Session Length Histogram Report, and the Average Utilization Report.
- + **Financial:** If a fee is associated with charging, this report shows the monthly Flex Billing statement, including how much Drivers spent charging at the Organization's stations, and how much money the Organization receives monthly.
- + **Logs:** A chronology of configuration changes and the success or failure of any attempt by the ChargePoint cloud to download information to the stations.
- + **Audit Trail:** All configuration and other actions including the user account that performed the action.
- + **Alarms:** A table of station events, including service-affecting faults.

A sampling of report output is provided below.

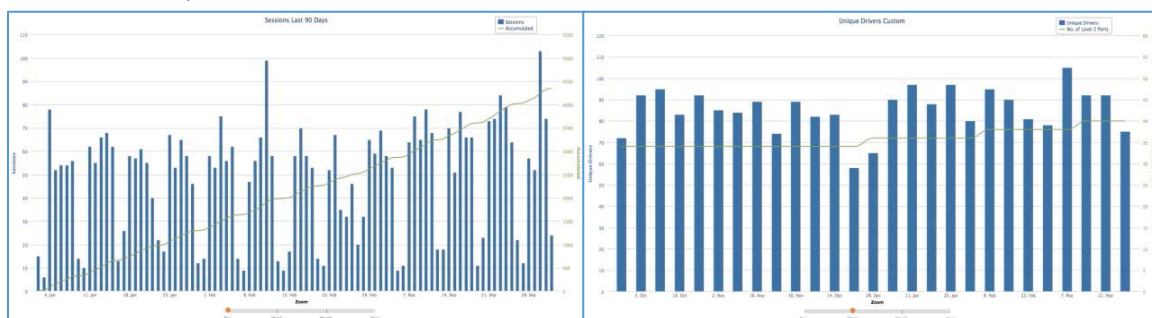
Energy by Day & Energy by Month



Session Length Histogram & Average Utilization

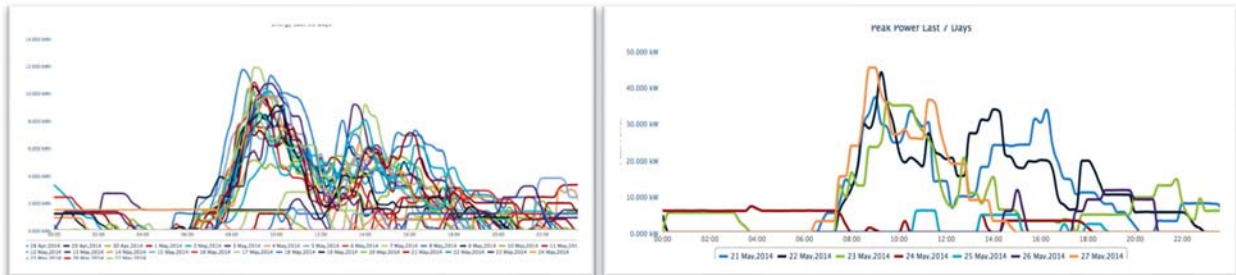


Sessions & Unique Drivers



ChargePoint also provides for more advanced energy reporting that includes more granular 15-minute interval level data reporting down to the port level. This is standard on the DC fast charging software plans and optional on the AC Level 2 station plans. An example of advanced analytics reporting is shown below:

Energy and Peak Power by Port and Time of Day



Station Alarm Reporting

In the ChargePoint web-based portal, station operators can quickly view overall status of charging stations, including stations in alarm state that need service, categorized by alarm type. Comprehensive alarm log reports may be exported and include listings of station status at time of alarm (in use or available), alarm type, alarm event timestamp, and station details such as location, model number, and software version. Station operators also can enable batched email alerts to receive an hourly email containing alerts on all stations or a custom group of stations, for example alerts for stations in a particular geographical territory or customer.

Station Software Updates

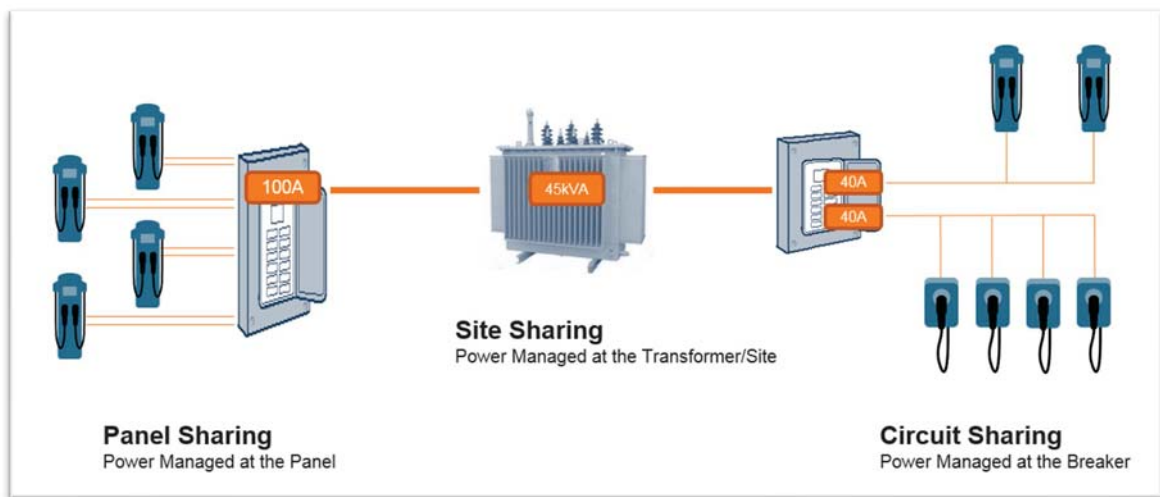
ChargePoint leads the industry in innovation and new product development. Our charging stations are designed with intelligent networking capability and automated over-the-air station software upgrades to support new features and enhancements to ensure your investment is future-proofed. As new software features are developed and introduced for general availability, station software upgrades are automatically downloaded over-the-air to our installed base of commercial charging stations. The ChargePoint cloud-based services are also updated on an ongoing basis via sprint releases to support new features and integrated solutions. These ongoing innovations and software upgrades are included with the network services subscription at **no extra cost**.

Power Management

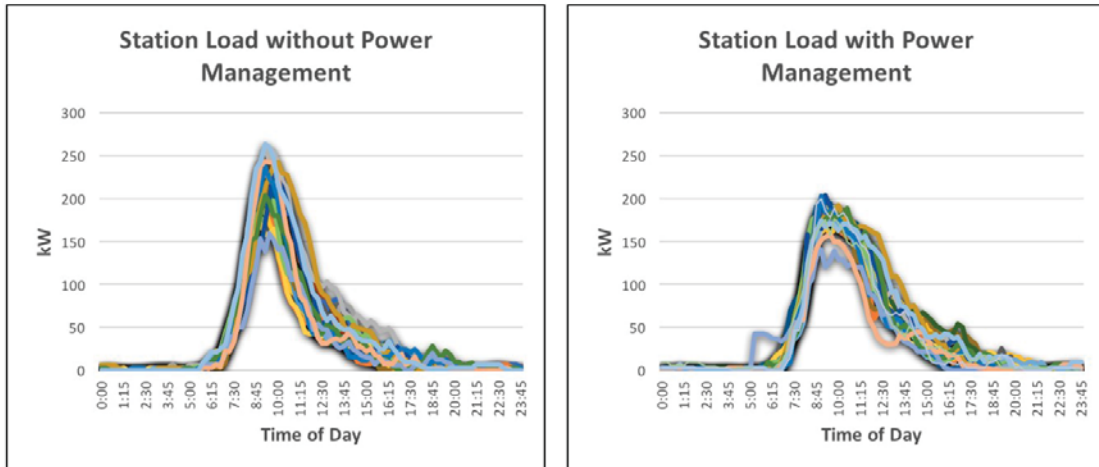
The ChargePoint EV charging software platform includes a wide array of options to manage energy and power at stations and groupings of stations. Options include:

- + **Circuit Share:** Allows a single circuit to power two or more ports, active load management ensures that the station load never exceeds the capacity of the circuit (e.g., 40A circuit powering 2 individual 32A ports). Circuit sharing can be set by the installer or remotely by ChargePoint Support when necessary.
- + **Power Select:** Allows lower power circuits to be run to the stations: 30A circuit supporting 24A load or a 20A circuit supporting 16A load. Power Select is typically set by an installer using the installation wizard but may also be remotely set by ChargePoint Support when necessary.

- + **Demand Response:** Standard on our Express DC solutions and as an option on AC Level 2 stations, this enables station operators to conduct demand response on a station or group of stations. Power can be curtailed completely, by a percentage of the active power, or set to a lower power threshold.
- + **Power Share Ceiling:** Max aggregate load of a custom group of stations in a geographic region may also be configured, and power ceiling may optionally be set up to vary by time of day or day of week or may vary based on pricing information provided by the utility.
- + **Pricing-based Power Management:** ChargePoint can dynamically set the Power Share ceiling based on pricing information received from the utility. As the price increases, the aggregate power is decreased, thus reducing consumption. As the price decreases, the aggregate power is increased, thereby increasing consumption. This process is fully automated based on day-ahead pricing information from the utility.
- + **Power Management:** Allows an aggregate maximum load to be set for a group of stations at the circuit level, panel level and/or transformer or utility service level. DC power can be managed at a site level, in conjunction with Level 2 circuit and panel level power management applications. This allows for oversubscription of electrical service and optimizes the active charging time of vehicles relative to their overall time the vehicles are parked.



ChargePoint Power Management enables efficient charging of an increased number of charging stations using available power at a site, reduces electrical infrastructure costs, and eliminates higher utility service costs associated with exceeding a peak power threshold. The following graphs illustrate the impact of using power management to significantly reduce the overall power demand at a single site.



Application Programming Interfaces

ChargePoint has developed a wide array of Soap/XML standards-based Application Programming Interfaces (APIs) to support greater integration of station data and controls between the ChargePoint charge management system and existing backend systems with the station operator. Station administrators can use APIs to retrieve financial transaction data, manage charging stations, view detailed station information, real-time status, charging data, to get a list of active station alarms and clear alarms, manage driver groups, retrieve a list of connected or managed drivers, and update driver connection status. Station operators may also create a push framework to register for feeds that provide push notifications for station status updates.

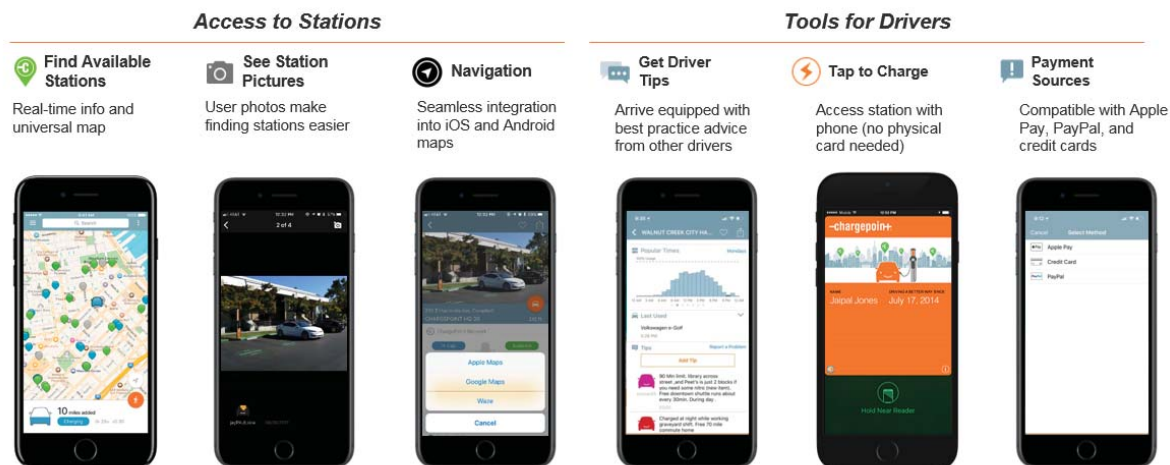


2.2 EV Driver Experience and Services

The mobile application is a critical component of any EV driver's experience. ChargePoint has focused on constantly improving this experience for over a decade and today offers a best-in-class mobile application that has been downloaded hundreds of thousands of times to mobile devices. We are proud of having one of the highest rated, most customer-friendly apps in its category with ratings of 4.6 stars

in both the Google Play and Apple store supported by thousands of reviews. Apple even named the ChargePoint mobile application the coveted "app of the day".

The ChargePoint mobile app enables drivers to locate stations on the ChargePoint Network, stations on 3rd party networks, and even non-networked stations. Drivers can view real-time availability, navigate to any station using their preferred mobile navigation tool, authorize and pay for sessions, view real-time charging status, and receive alerts on charging events. Drivers can also use the ChargePoint app to view status and initiate charging on several other charging networks through which ChargePoint has implemented roaming agreements. Below is a series of screenshots that highlight the functionality of the ChargePoint App.



Highlights include:

- + Network-agnostic station information from all networked and non-networked charging stations.
- + Comprehensive filtering capabilities, allowing the driver to focus on stations that matter to them—network operator, connector type, station power, fees, hours of operation, location.
- + Integration with user-preferred navigation tools including Google Maps, Apple Maps, and Waze.
- + Navigation to the exact parking space by use of latitude/longitude.
- + Google auto-complete POI search, allowing EV drivers to easily locate stations near destinations.
- + Crowd sourcing for additional station information, including driver tips.
- + Payment management including the ability to add/change payment options.
- + Data hosted in redundant, geographically diverse Tier-1 data centers.
- + Monitor and display real-time charging status.
- + Review miles added based on car model, cost of session, and amount of energy used over time.
- + Account Management to update personal information and order replacement RFID card.
- + Custom-defined "Favorites" list and list of recently used charging stations.
- + History that shows detailed description of all past charging sessions.

Additional highlights specific to ChargePoint stations and stations on other charging networks with a roaming agreement with ChargePoint:

- + Real-time status and station availability.
- + Listing of dynamic pricing information.

- + Ability to start a session from the mobile app.
- + Payment support at more stations than any other provider in North America.

While most drivers love using the ChargePoint mobile app, drivers also have the option to use our web portal. The portal also provides a map of all charging stations within the geographical region and drivers can view past activity or view real time charging status for stations on the ChargePoint network as well as those on other roaming associated networks. Drivers can also view fuel and greenhouse gas (GHG) savings and track the vehicle's charge history.



Driver Accounts and Payment Options

EV drivers can register with a ChargePoint driver account to enable greater functionality and convenience via the ChargePoint Network. This is a free service to EV drivers and does not require any subscription or any setup fee to join.

ChargePoint offers a variety of payment options to ensure EV Drivers can have the flexibility to pay the way they want. Depending on the station operator needs and how they configure their ChargePoint networked station, EV drivers will be able to use multiple point-of-sale methods including:

- + **Credit Card:** Drivers may use a contactless credit card or call the toll-free number clearly displayed on every station 24/7 to authorize charging. EV drivers will be able to pay via a credit card without having a ChargePoint account or the mobile app.
- + **Apple Pay and Google Pay "Tap to Pay":** ChargePoint stations are compatible with Apple and Android phones using NFC technology with Google Pay and Apple Pay, allowing drivers to pay by tapping their phones at the station as if they were using a contactless credit card. No membership or registration required.
- + **ChargePoint Account and RFID Card:** New drivers can open an account online and sign up to receive a free ChargePoint card. The driver's ChargePoint account is synched to the driver's credit card, PayPal, Google Pay, or Apple Pay as a funding source.
- + **ChargePoint Mobile App:** EV drivers can start and stop charging with just one tap in the mobile ChargePoint app. Like the ChargePoint RFID card, this app is synched to the driver's ChargePoint account.
- + **Smartphone and Smartwatch "Tap to Charge":** ChargePoint drivers can use the NFC capabilities of their Android or Apple smartphone or smartwatch and tap at the station in lieu of using an RFID card. This feature ties the session to the driver account, enabling all features of the mobile application and activity tracking.

- + **Roaming Between Networks:** ChargePoint registered drivers can utilize the ChargePoint app to initiate a charging session on any implemented roaming partner charging network, and conversely can utilize a roaming network's account to activate a station on the ChargePoint Network. ChargePoint is a founding member of effort to develop roaming agreements between all major charging networks to help charging seamless for all EV drivers.

ChargePoint handles the entire billing process on behalf of all parties to make it easy for all. All payment processing, funds transfer and collections are handled automatically with ChargePoint aggregating and remitting the balance, net fees, to the station operator on a quarterly basis.

To support financial transactions for sessions at charging stations where the operator required a fee, registered ChargePoint drivers can link a credit card to their account to provide an initial fund source and to replenish the minimum balance over time as required. Drivers are not charged anything until the first session interaction which requires a payment. Account holders have access to detailed transaction records to be able to verify and monitor account activity without the need to examine one or more monthly credit card statements that contain a mix of everyday transactions. ChargePoint never stores the full credit card number in our database instead using a tokenization service and the last four digits of the Credit Card Number, all of which are encrypted at all stages.

In-Dash EV Integration

To give drivers another easy way to find a place to charge that fits with the way you drive, ChargePoint now works with Apple CarPlay and Android Auto. Many drivers already enjoy using these in-dash apps for media, navigation and other purposes. Now, EV charging is part of the in-dash experience as well. Just connect your smart phone to a vehicle that works with CarPlay and Android Auto and open the ChargePoint app to find stations nearby and even start a charge, all from the vehicle's built-in display.



You can do more than just find stations and start a charge. Use ChargePoint with CarPlay and Android Auto to:

- + See a map with nearby stations and availability
- + Tap on a station pin for more info like cost and address
- + Start a charge from the station info screen
- + Filter stations by speed, cost, availability and compatibility with your EV
- + Find recently used stations
- + Access favorite spots
- + Join a Waitlist on your ride to work

2.3 Network Security and Privacy

As a world leader in EV charging, ChargePoint supports an open, standards-based, and secure charging ecosystem to enable innovation and protect sensitive business operations. The follow provides additional information on our network security initiatives and protocols.

PCI Compliance

ChargePoint maintains PCI compliance and is audited on an annual basis by Coalfire, an independent 3rd party Qualified Security Assessor (QSA). Coalfire has more than 17 years' experience in IT security and compliance, serving thousands of client organizations across the United States and Europe. Their client list includes 3M, AWS, Azure, Orion Health, Concur, InstaMed, and many more.

Information Security Policy

Our Information Security Policy is based on the PCI-DSS 3.2.1 information security standard. We review our policy at least annually. The PCI DSS standard requires a comprehensive information security policy that is used throughout the organization and is distributed to all system users, including contractors, vendors, and business partners. ChargePoint uses this chapter of its policies, Requirement 12, as a stand-alone security policy for that purpose, in addition to Requirement 12's other functions within the PCI standard.

ChargePoint believes that security measures taken should meet or exceed published standards, but that a public, precise description of measures is actually more likely to lead to a breach of cardholder data. ChargePoint strives to, and believes it does, meet or exceed the PCI-DSS standards, including those standards outside the realm of strict data security.

ChargePoint Services

ChargePoint provides services to thousands of customers through a cloud-based platform that is hosted at Amazon AWS. The IT infrastructure that AWS provides to its customers is designed and managed in alignment with security best practices and a variety of IT security standards, including:

- + SOC 1/SSAE 16/ISAE 3402 (formerly SAS70), SOC2, SOC3
- + FISMA, DIACAP, and FedRAMP
- + DOD CSM Levels1-5, PCI DSS Level1
- + ISO 9001 / ISO27001
- + ITAR, FIPS140-2, and MTCS Level3

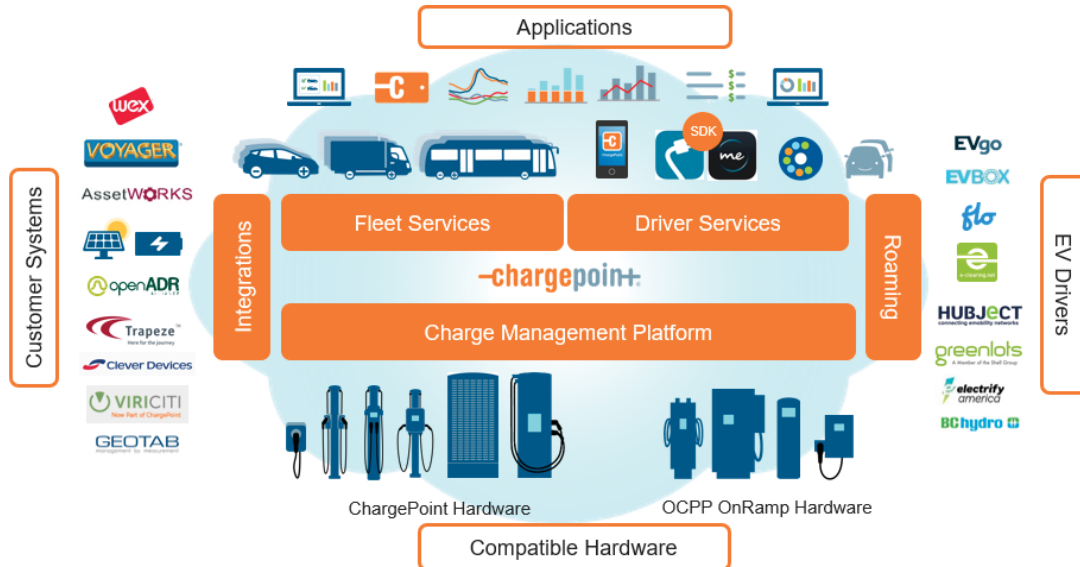
The production environment at AWS is isolated from the ChargePoint corporate network. ChargePoint also has no connect to any of our partner networks. The charging stations all communicate over the cellular network, bypassing the need for any local IT connectivity. Access to the cloud-based platform is via standard web browser with no plugins required.

2.4 Interoperability and Standards

ChargePoint is dedicated to enabling the future of e-mobility by providing the most open, secure, and robust network anywhere. We utilize and support open standards and protocols to:

- + **Connect:** Connect any system and all Open Charge Point Protocol (OCPP) compliant hardware to the ChargePoint network

- + **Configure:** Manage any charging station through one central platform with the ChargePoint Operator Network
- + **Charge:** Provide all EV drivers with the best charging experience available with the ChargePoint Driver Experience Network



Below is a listing of key activities related to standards and protocols that ChargePoint has developed to enhance the EV charging ecosystem:

- + **Station to Cloud Interface (OCPP):** In addition to manufacturing and selling our own EV charging equipment, ChargePoint has over 8 years of experience with integrating EVSEs from other manufactures onto our network. The ChargePoint Network supports the OCPP v1.6J and 2.0.1 protocol making it possible to integrate any charging station that communicates via the protocol onto our network. ChargePoint has developed a robust integration program with a dedicated team to facilitate this process to adequately conduct integration and ensure stations works as expected.
- + **Vehicle Interoperability Program:** Given the importance of charging solutions to be interoperable with all types of electric vehicles, ChargePoint provides a Vehicle Interoperability Program (VIP) to test vehicles against our entire product line. The goal of the program is to ensure that before vehicles are released to the market that we have validated interoperability between the vehicle and all applicable charging stations.
- + **Roaming:** ChargePoint was a founding member of the industry effort to enable “roaming” which provides seamless EV driver access, including payment, to multiple charging networks via one native account. This is enabled via the OCPI open protocol that governs the communications between charging networks. ChargePoint has entered into agreements with all of the major charging networks to help simplify the EV driver experience. This includes EVGo, Greenlots, AddEnergy (FLO), EVConnect, Enel X, and dozens of more roaming partnerships in Europe.
- + **Utility System Interface:** ChargePoint was one of the first charging networks to be certified as OpenADR 2.0b compliant to help support the broadcasting of price signals and demand response events from utilities to charging station operators.

3 ChargePoint EV Charging Stations

ChargePoint is the only global EV charging solution provider that offers a complete portfolio of AC and DC charging solutions for every charging use case – from home to workplace to multifamily charging. ChargePoint has been designing and manufacturing charging stations for over a decade and we offer some of the most reliable, user-friendly, and feature-rich charging stations on the market today. Our extensive portfolio of stations allows us to offer the optimum solution for any EV charging requirement – from long dwell time AC charging to high-speed DC charging.

Below we provide a few highlights associated with ChargePoint manufactured charging equipment.

- + **Standards Compliance:** ChargePoint products are designed, engineered, and built to comply with industry standards and applicable national, and local regulations and codes.
- + **Safety:** In addition to compliance to UL and NEC codes, ChargePoint stations are designed to ensure safe operations in any environment, including ergonomics and cable management.
- + **Vehicle Interoperability:** Stations are available with the most common standard connectors including CCS Type 1, Type 2, and CHAdeMO, and ChargePoint vehicle interoperability testing with all major vehicle OEMs to ensure stations work as expected in the field.
- + **Intelligent:** All stations are connected to the ChargePoint cloud to provide station control, charging data, status and usage visibility, power management, API integration, and more.
- + **Space Saving:** ChargePoint stations are designed with minimal footprint to maximize available space. This is especially evident with our liquid cooled Express DC stations.
- + **Reliability:** ChargePoint stations are engineered and tested to last 10+ years, with real-time connectivity to diagnose issues. DC solutions are designed with redundancy built into the system architecture.
- + **Serviceability:** ChargePoint stations are highly modular with minimal Field Replaceable Units (FRUs) for ease of installation, service, and operations and to minimize station downtime.

Unique within our industry, ChargePoint is the only station manufacturer that also has invested in a 16,000 square foot testing facility that was previously a UL-testing lab. The ChargePoint Advanced Test Facility contains a comprehensive testing suite that includes mechanical, environmental, and operational stress tests conducted on both subsystems and fully assembled chargers. This allows ChargePoint to quickly evaluate our designs and make continual improvements to ensure our hardware is as reliable as possible and that this level of reliability is maintained throughout the product lifecycle.

In addition to manufacturing and selling our own portfolio of EV charging equipment, ChargePoint also has over eight years of experience with integrating our charge management software on a variety of 3rd party EV charging station manufacturers. ChargePoint has developed a robust OCPP integration program with a dedicated team to facilitate this process to adequately conduct integration and certification and ensure stations work as expected in the field.

In the remainder of this section, we provide an overview of the proposed ChargePoint charging hardware that meet the requirements associated with this solicitation.

3.1 ChargePoint CT4000 – AC Level 2 Mixed-Use Charger

ChargePoint CT4000 Level 2 stations are ideal for public charging, workplace, shared multifamily, and general mixed-use applications. The CT4000 family of easy-to-use ADA compliant Level 2 charging stations integrate design and functionality with superior reliability and durability. The enhanced feature set of this mixed-use station, together with its associated cloud services plan, provides premium charging support while enabling enhanced station management including various access controls, driver grouping and connections, display functionality, as well as the ability to set and collect usage fees.

The CT4000 family of stations is available as a single or dual station, as well as wall mount or pedestal-based configurations to support every installation use case. Each CT4000 station is equipped with one or two standard SAE J-1772 Level 2 charging connectors, each supplying up to 7.2kW (208/240VAC @ 30A). Cord lengths are available in both 18' and 23' lengths and all stations come with active cable management to ensure a safe and clean work environment. As with all ChargePoint charging stations, the CT4000 is rigorously tested to be safe and reliable, as well as designed to withstand severe weather.



Key features of the CT4000:

- + **Safe, Reliable, Energy Efficient Hardware:** UL listed, meeting the stringent requirements of the nation's leading safety standards organization. Stations are rugged, built to withstand the elements. ENERGY STAR certified to conserve power when not charging.
- + **Driver Friendly User Interface:** Instructional video shows how to use the station. Multi-language: English, French, Spanish. Touch button interface; works in rain, ice and with gloves. Backed by ChargePoint's world class 24/7 driver phone support.
- + **Rugged and Reliable:** Strong and rugged design materials, such as the anodized aluminum exterior, built to withstand the elements. The CT4000 is also one of the most widely deployed and trusted charging stations in the world.
- + **Smart & Fully Supported:** Built-in cellular networking makes remote management of the station easy with ChargePoint Cloud Services. The CT4000 is also OCPP v1.6J Core compliant.
- + **Minimize Costs with Flexible Power Management Options:** An intelligent, lower power output can save station owners considerable installation cost while still providing the necessary charge times. With flexible power management options, station owners can meet the needs of operational needs while lowering costs.

3.2 ChargePoint Express 250 – Centralized DC Fast Charger

The ChargePoint Express 250 (CPE250) is a state-of-the-art centralized DC fast charging solution available in North America and Europe. The CPE250 is engineered to fast charge current and next-generation electric vehicles, buses and trucks across a wide range of voltages. The station is designed to charge a single vehicle at a time and can be fitted with one or two standard connectors including CCS1, CCS2 or CHAdeMO. Charging connectors are attached to our cable management system to keep cords cleanly off the ground to increase workplace safety and protect the equipment

The CPE250 can provide up to 62.5kW of power to a single vehicle when installed as a stand-alone station. More commonly, the CPE250 can be installed in an electrically paired configuration enabling a power output up to 125kW to a single connected vehicle or to share that power among two connected vehicles. The result is a powerful DC fast charging solution that provides 25% more power than a 50kW station and 40% more in a paired configuration.



Key features of the CPE250:

- + **High Availability and Serviceability:** The Express 250 has minimal moving parts, increasing reliability and minimizing ongoing maintenance. Modular components can be installed in the field without any specialized tools or expertise. Multiple Power Modules allow for redundancy and continued station use should one Power Module experience issues.
- + **Thoughtfully Designed:** Ultra small footprint preserving precious space within parking lots. Fault-tolerant design, remote monitoring and intelligent diagnostics provide proactive alerts to prevent station outages.
- + **Universal Compatibility:** The Express 250 supports battery packs from 200V to 1,000V, ensuring both legacy and future electric vehicles can always be charged. Compatible with international electrical grid standards and vehicles. Supports current and future global connector standards.
- + **Smart & Fully Supported:** Built-in cellular networking makes remote management of the Express 250 easy with ChargePoint Cloud Services. The CPE250 is OCPP v1.6J Core compliant and supports 15118.
- + **Dynamic Power Sharing:** In the paired configuration, CPE250s dynamically steer available power between stations and connected vehicles to make the most efficient use of the investment and to charge vehicles as quickly as possible while managing site level power requirements.

3.3 ChargePoint Express Plus – Distributed DC Platform

ChargePoint Express Plus (EP) is an ultra-fast DC charging platform designed to meet the charging requirements of both current and next-generation electric vehicles, including cars, buses, and trucks. The innovative design of ChargePoint Express Plus employs a modular, scalable architecture that allows station owners to purchase only what they need and scale up as demand grows, with no stranded investment along the way. The building blocks are designed such that a deployment can be configured to meet the exact requirements at any site. The Express Plus platform is comprised of the three key elements: the power conversion modules, the housing for those modules, and the end dispensers.

Express Plus (EP) Power Module

The EP Power Module is a self-contained AC to DC power conversion system that operates at an output of between 200 and 1,000 V and delivers up to 40 kW at a max current of 100 amps. EP Power Modules are sealed units, easily installed in an Express Plus Power Block in the field without any special tools or technical expertise.



Express Plus (EP) Power Block

The EP Power Block is modular housing for up to 5 EP Power Modules and provides up to 200 kW of power. The EP Power Block provides liquid cooling capabilities to EP Power Modules and can support between 1 and 8 Express Plus Power Link stations in a fully integrated system with remote diagnostics and management.



Express Plus (EP) Power Link

The EP Power Link is the station or dispensing component of the Express Plus platform. It is designed to support up to two flexible, lightweight cables compatible with all standard connector types including CSS and CHAdeMO. The EP Power Link can deliver between 200 kW and 500 kW to a single vehicle depending on the number of connected EP Power Blocks and cable rating. Multiple mounting options are available including pedestal, wall, and over-head (gantry) while built-in cellular networking provides for remote management.



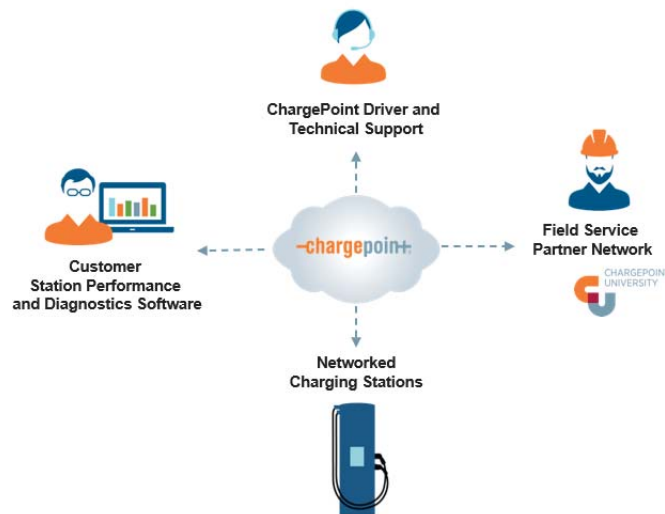
Key features of the Express Plus Platform:

- + **Performance** – the ability to increase power output at a later time to meet increase power demand in the future.
- + **Scale** – the ability to add more ports in the future to charge more vehicles.
- + **Reliability and Availability** – this is accomplished through system redundancy, design for serviceability and preventative maintenance to maximize uptime.
- + **Universal Compatibility:** The Express Plus supports battery packs from 200V to 1,000V, ensuring both legacy and future electric vehicles can always be charged with any standard connector.
- + **Smart & Fully Supported:** Remote management is easy with ChargePoint Cloud Services and built-in cellular connection. Operates on the new OCPP v2.0.1 protocol and supports 15118.
- + **Dynamic Power Sharing:** Steer available power with up to 16 connected dispensing ports to make the most efficient use of the investment and to charge vehicles as quickly as possible while managing site level power requirements.

4 Customer Service and Warranty

ChargePoint EV charging stations are some of the most advanced and reliable in the world, but site conditions can change, wear and tear occurs, and accidents or equipment failures can happen. That is why it is so important that site hosts choose a solution that provides rigorously tested hardware designed for reliability and uptime along with integrated software and services that can quickly identify and proactively resolve issues.

ChargePoint's customer support operations are multi-faceted, leveraging a complete ecosystem that include networked charging stations, driver and technical support, charger management software, and a network of field service partners.



- + **EV Driver and Technical Support:** ChargePoint believes customer support functions are too critical to be left in the hands of independent contractors. That's why we have built up one of the largest, in-house Customer Support Centers in the EV charging industry. Based in Scottsdale, Arizona, our team of over a hundred support agents provide 24/7/365 driver and station owners support in multiple languages including English, French, and Spanish.
- + **Networked, Easy-to-Service Charging Stations:** The proposed networked ChargePoint charging stations, are built in a module, easily serviceable architecture (20–60-minute repair time), include granular level remote diagnostics, and are tested in our Advanced Test Facility.
- + **Station Performance and Diagnostic Software:** Stations are connected to the ChargePoint charger management system allowing station owners and remote technicians to manage stations, monitor alarms and alerts, and quickly identify and resolve issues.
- + **Field Service Partner Network:** ChargePoint has developed a global network of 120+ field service partners encompassing over 4,800 technicians, qualified through a robust training program. Partners are able to support station installation and well as conduct field repair and warranty services, including same-day dispatch capability.

4.1 ChargePoint Assure

ChargePoint's standard hardware warranty is one-year parts only for commercial stations. To provide greater peace of mind, ChargePoint recommends our Assure service for ChargePoint manufactured commercial charging stations.

With Assure, ChargePoint takes responsibility for fixing hardware issues by providing parts, labor, and orchestration of repairs by expert support specialists. Proactive monitoring, regular reports and unlimited changes to station policies are included with Assure, as well as one business day response to requests and a 98% annual uptime guarantee. You can also get professional guidance when configuring your stations to make the most of EV charging.



Summary of Assure features:

- + 24x7 proactive station health monitoring
- + Dispatch of repair technicians when required
- + Next business-day, on-site response after parts are delivered
- + Unlimited software configuration changes
- + 98% annual uptime guarantee with financial penalties for non-performance
- + Monthly reports and detailed quarterly reports of your station's performance metrics
- + Coverage of labor for repairs typically not covered under standard warranty such as vandalism, abuse, and accidents

Addendum #1 – Partner Fact Sheet for the City of San Luis Obispo

Solicitation 2205-001

Note – ChargePoint owns and operates chargers across the country as requested in the RFP. ChargePoint has also developed extensive partnership with third parties to provide a wide range of entities to support a complete turnkey solution including construction, installation, ongoing operations and maintenance. Please note, the interested parties listed below does not represent a confirmation of contract commitment to execute the project as additional due diligence is necessary including in-person site assessments of each location.



Company Profile of Faith Technologies

FTI is an organization comprised of three divisions with expertise in engineering, construction, manufacturing and clean energy. Our divisions work together to deliver future-proof solutions, based on cutting-edge technology and cross-functional efficiencies.

<p>Redefine what's possible.</p> <ul style="list-style-type: none"> ■ Preconstruction ■ Digital Power Solutions ■ Construction 	<p>Making clean energy smarter.</p> <ul style="list-style-type: none"> ■ Digital Asset Management ■ Distributed Energy ■ eMobility Infrastructure ■ Sustainable Fuels 	<p>Manufacturing electrical innovations.</p> <ul style="list-style-type: none"> ■ Construction Manufacturing ■ Modular and Skidded Solutions
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General Information

Website

<https://www.faithtechinc.com/>

Headquarters Address

201 Main Street
PO Box 260
Menasha, WI 54952

Contact Information

800-274-2345

Safety

TRIR Total Recordable Incident Rate 0.18	SAFETY AUDITS 33,082	LTIR Lost Time Incident Rate 0.00	2020 Safety Excellence GRAND AWARD AGC THE CONSTRUCTION ASSOCIATION
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National Footprint





Company Profile of Goldman Sachs Renewable Power LLC

Goldman Sachs Renewable Power LLC is a privately held company managed by the Renewable Power Group of Goldman Sachs Asset Management (GSAM). GSRP is the sponsor of more than 850 solar and battery storage projects across 27 U.S. states that collectively have a capacity of more than 2.6 gigawatts of clean, renewable power.

GSRP takes a long-term ownership approach to the operations and management of renewable assets and benefits from Goldman Sachs' extensive network of relationships, leading institutional infrastructure and in-house industry knowledge and experience. GSAM is one of the world's leading asset managers with approximately \$2.0 trillion in assets under supervision globally as of Dec. 31, 2021.

General Information

Website

<https://www.gsam.com/content/gsam/global/en/homepage.html>

Headquarters Address

200 West Street, 29th Floor
New York, NY 10282

Contact Information

GSAMOnlineRequest@gs.com
212-902-5400

Skyview Ventures

POWERING INDEPENDENCE

Company Profile of Skyview Ventures

Skyview Ventures is a vertically integrated renewable energy and decarbonization firm. With proficiencies in environmental commodities, solar and battery storage development, electrical vehicle (EV) charging stations, fleet electrification, and clean energy venture investing, institutions employ Skyview Ventures to support in their clean energy transition. Our mission is to educate and empower clients on how to achieve a carbon free future.

General Information

Website

<https://skyviewventures.com/>

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Skyview Ventures Full-service Environmental Markets Platform

Full-Service Environmental Markets Platform



Hedging and Risk Management

Environmental markets can be volatile in nature, subject to supply and demand imbalances, experience periods of illiquidity, and are subject to legislative changes. Therefore, it is imperative to have an experienced partner who can offer and implement hedging and risk management solutions that mitigate risk and maximize reward.

Skyview Ventures is highly skilled at structuring long-term contracts and protective hedges across the energy stack: RECs, Power, Capacity, and Battery Storage.



Market Insight and Advisory Services

Educating and empowering others within the environmental markets is a value-added proposition. Skyview's clients can leverage our specialized knowledge and proven expertise to successfully execute their clean energy goals.

Unlike third-party research and advisory firms that are not in the market, nor assume principal risk, Skyview is able to provide counter-parties real and reliable market insight, forward pricing curves, quantitative data, and analytics that are transactable and not just theoretical in nature.



Technology Diversity and Replacement RECs

Skyview Ventures engages and transacts in compliant and voluntary environmental markets across all technology classes: solar, wind, landfill-gas (LFG), combined heat and power (CHP), biomass, hydro, fuel cell, and battery storage. Our team's proficiency across all clean energy technology classes lends to insightful recommendations and market coverage.

Skyview Ventures is also skilled in originating, structuring, and transacting **Green-e Replacement RECs or Voluntary Carbon Offsets** to fulfill any institutional procurement, backfill any compliant project RECs, or simply monetize on the open market.



Asset Management and Contract Reconciliation

Skyview Ventures acts as an asset manager to solar facilities. Our ability to manage solar generation, facilitate the REC minting process, confirm and deliver RECs through affiliated tracking systems (i.e. PJM-GATs or NEPOOL-GIS) ensures asset reliability. Our support allows solar generators to verify that their solar facility is performing at optimal levels and contracts are being fulfilled in a timely manner. Navigating the environmental markets requires skill, acumen, and dedicated oversight. At Skyview Ventures, we offer clients a trusted partner for the engagement, execution, and risk management of growing environmental attribute markets.

Skyview Ventures Environmental Expertise

Skyview Ventures has extensive experience in environmental attribute transactions. **With over \$2.5 Billion in renewable energy and carbon transactional revenue, Skyview Ventures**, is one of the largest non-load serving entities within the environmental markets.

Our skilled team of market professionals provides market liquidity to renewable energy and carbon offset counterparties so they can monetize or procure their environmental attributes in a secure and seamless manner. Clients continually transact with us because of our competitive pricing, innovative structures, flawless contracting, and timely payment procedures.

Skyview Ventures actively engages and transacts in the following environmental attributes:

Renewable Energy Certificates (RECs)

Clean Peak Energy Certificates (CPECs)

California Carbon Allowances (CCAs)

Green-e Voluntary RECs

Regional Greenhouse Gas Initiative (RGGI)

Voluntary Carbon Offsets

Low Carbon Fuel Standard (LCFS)

Global Energy Attribute Certificates (EACs)



Company Profile of Carbon Solutions Group

Carbon Solutions Group (CSG) is an owner/operator of distributed energy assets and aggregator and marketer of renewable energy and carbon credits, all of which will allow CSG to provide a low-cost EV charging station solution.

Founded in Chicago, Illinois, in 2006, CSG counts on over 15 years of experience developing and implementing solar, battery storage and EV charging solutions. Complete in-house design, engineering, and project-finance capacity enable CSG's seamless project delivery.

General Information

Website

<https://www.carbonsolutionsgroup.com/dirtroad/>

Headquarters Address

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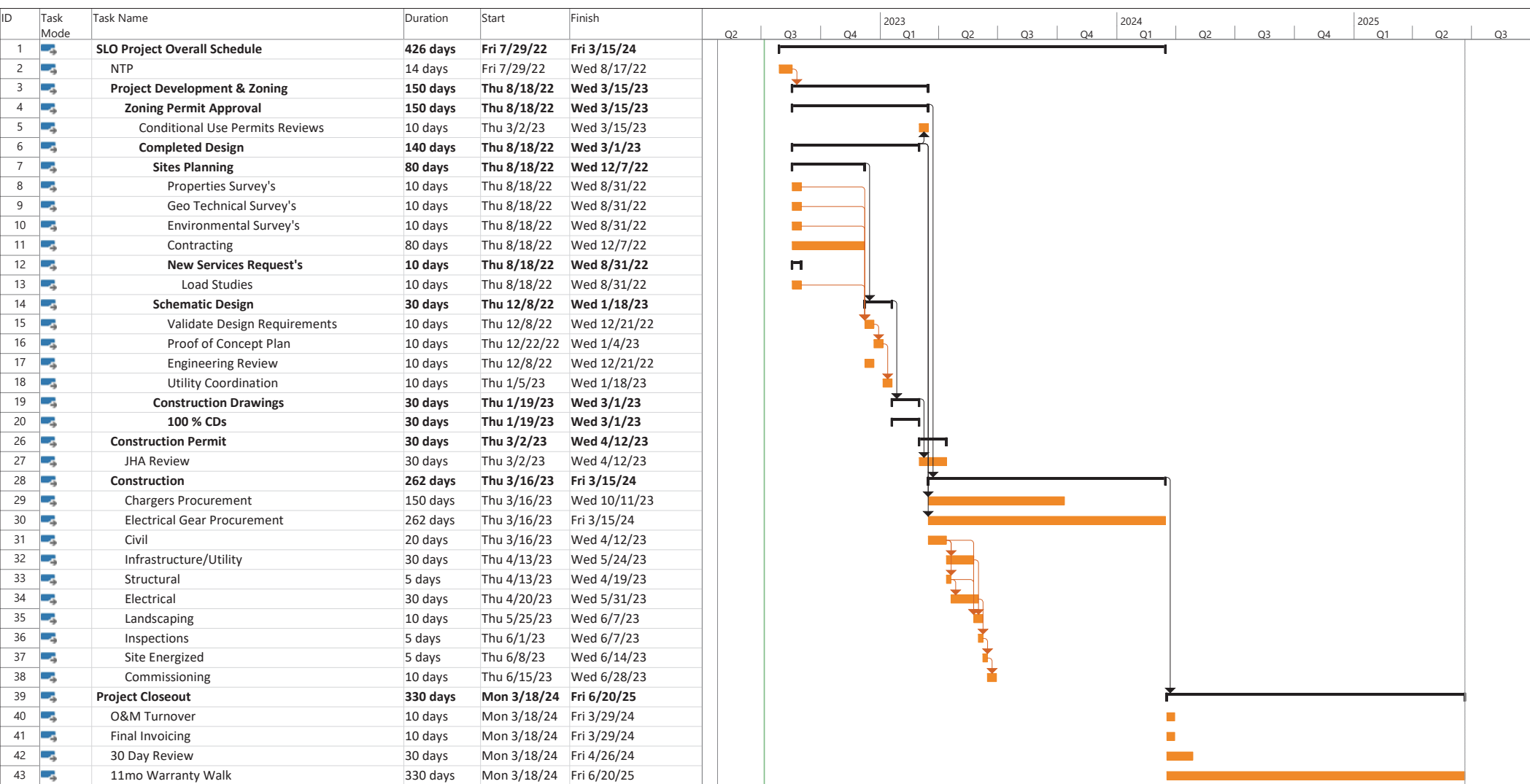
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Addendum #1 – City of San Luis Schedule

Note - To the extent feasible by ChargePoint, please see the Tentative Schedule below for the charging locations. The Customer shall understand that these are preliminary Schedules and subject to change. Upon Award/NTP, Charge Point or Partners site visits will be required. The future project schedule will be outlined in the contracting documents. Additionally, the plans are subject to change based on unforeseen circumstances/force majeure/permitting/utility coordination or other not related to ChargePoint delays. The schedule is contingent upon the total award of all sites and quantities listed within an RFP.

ChargePoint and its' partners will work closely with the City to install and activate the charging stations as quickly as possible while minimizing disruptions to each site. The task and subtask project scope is a high-level representation of one site from project identification to project closure. A number of workdays allocated to each Task in which all estimations are based on the standard Mon-Fri work week and norm business hours. Our proposal does not include over-time or Holiday hours.



Project: SLO Project Schedule -
Date: Wed 7/6/22

Task

Split

Milestone

Summary

Project Summary

Inactive Task

Inactive Milestone

Inactive Summary

Manual Task

Duration-only

Manual Summary Rollup

Manual Summary

Start-only

Finish-only

External Tasks

External Milestone

Deadline

Progress

Manual Progress

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