COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #051017
Entitled
ELECTRIC VEHICLE SUPPLY EQUIPMENT AND RELATED SERVICES

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on March 31, 2017, in South Carolina's *The State* on March 30, 2017, in Utah's *The Salt Lake Tribune* on March 30, 2017, in *USA Today* on March 30, 2017, and on the NJPA website www.njpacoop.org, Onvia website www.onvia.com, Notice to Bidders website www.noticetobidders.com, PublicPurchase.com, Merx, and Biddingo:

> *The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #051017 ELECTRIC VEHICLE SUPPLY EQUIPMENT AND RELATED SERVICES. Details of this RFP are available beginning March 30, 2017. Details may be obtained by letter of request to Chris Robinson, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until May 10, 2017 at 4:30 p.m. Central Time at the above address and opened May 11, 2017 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

ABB Inc.	EVSE LLC
Acme Auto Leasing, LLC	Excel Tire Gauge
AeroVironment, Inc.	FleetCarma
Battery Systems	Garage Juice Bar LLC
Bennett Equipment Services Inc.	Goe3 Technologies LLC
Beyer Ford	Green Power Technology, LLC
Broadband Telcom Power, Inc.	Hinman Straub
Cantrell Consulting Co.	IER
Car Charging Group, Inc.	LiftForward
CD LLC	LilyPad EV
Center for Sustainable Energy	LSI
ChargePoint	MAPC
Clean Vehicles NY	MaxGen Energy Services
ClipperCreek, Inc.	Michael A. Serrano, Inc.
Constellation	Mountainside Advisors
Deltek	National Car Charging LLC
Efacec USA, Inc.	North America Procurement Council, Inc. PBC

Emerald Alternative Energy Solutions, Inc.	NovaCharge, LLC
eMotorWerks	Office of General Services
Energetics	OpConnect
Enterprise Fleet Management	Pro-Cal Lighting, Inc.
Envision Solar International	PureGreen
eRepublic	Sawatch Group
EV Charge Solutions	SemaConnect
EV Connect Inc.	Siemens
EVgo	Siemens Building Technologies

Proposals were opened on May 11, 2017, at the NJPA offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

AeroVironment, Inc.
CD LLC dba Carbon Day Automotive
ChargePoint, Inc.
Electric MotorWerks, Inc.
Envision Solar International
EV Charge Solutions
EV Connect Inc.
Garage Juice Bar LLC
LiftForward, Inc.
LilyPad EV
OpConnect, Inc.
Siemens Industry, Inc.
Verdek LLC
Zeco Systems Inc. dba Greenlots

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, JD, NJPA Procurement Manager
Carol Jackson, NJPA Contract Procurement Analyst
Chelsea Ornelas, NJPA Media Specialist
Tim Spitzley, NJPA Evaluation Committee Member

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the established NJPA RFP evaluation criteria and determined that all proposal responses, with the exception of GOe3, LLC, were Level-One responsive. GOe3, LLC was determined to be Level One non-responsive based on a failure to submit the response in a sealed package, failure to provide completed Forms A, B, C, D, F, and P, and failure to include other required documentation. All other proposal responses were determined to have met Level-Two responsiveness and were evaluated.

AeroVironment, Inc., manufactures Level 1 and Level 2 electric vehicle charging stations with options for wall-mounted, pedestal or portable designs and with a variety of cable length, cable management and power level alternatives. They also offer related installation services through trained electrical contractors across the US and Canada. AeroVironment's networked stations are OCPP compliant and are compatible with numerous network service providers. They offer a significant pricing discount on hardware which reflects a solid value for Members.

ChargePoint, Inc., is the manufacturer of Level 2 and DC fast charging electric vehicle charging stations designed to work with a proprietary network service. They also offer a comprehensive maintenance plan for a complete turn-key solution. ChargePoint's network tools allow for multiple reporting methods and integrate with a number of fuel card, fleet management and facility management platforms. Their sales and service team includes direct, dedicated sales and

service employees, as well as a broad network of 65 resellers across the US and Canada. Their pricing proposal includes a range of considerable discounts from list price on equipment purchases.

LilyPad EV, is a value added reseller of ChargePoint electric vehicle charging stations and a turnkey solution provider. They offer a variety of professional services to aid Members in the analysis, planning and execution of EV charging station projects. LilyPad's pricing includes discounts from list pricing on hardware and the Assure maintenance plans that fall within the competitive range.

Siemens Industry, Inc., manufactures open protocol, Level 2 electric vehicle charging stations for a variety of applications. They are able to serve Member needs with production capacity to handle high volumes, more than 3,000 distribution partners and technical support provided on a 24/7 basis. Siemens' pricing proposal includes substantial discounts from list pricing, available volume discounts and includes shipping on orders over minimum order thresholds.

Zeco Systems Inc. dba Greenlots, is an open protocol, electric vehicle charging station distributor and networking software developer. They offer products from a variety of equipment manufacturers as well as turnkey solutions for Member needs across the US and Canada. Greenlots' network technology facilitates multiple user base alternatives, a variety of payment forms, and can modify station charge rates during high power demand load periods. Their pricing proposal includes a range of solid discounts from list or MSRP pricing and falls within the competitive range.

For these reasons, the NJPA Proposal Review Committee recommends award of NJPA Contract #051017 to:

AeroVironment, Inc.	051017-AEV
ChargePoint, Inc.	051017-CPI
LilyPad EV	051017-LPE
Siemens Industry, Inc.	051017-SIE
Zeco Systems Inc. dba Greenlots	051017-ZSI

The preceding recommendations were approved on July 24, 2017.

Chris Robinson, JD, Procurement Manager

Carol Jackson, Procurement Analyst

Chelsea Ornelas, Media Specialist

Tim Spitzley, NJPA Evaluation Committee Member