



San José Clean Energy
2022 Direct Current Fast Charging Hubs Pilot

Questions & Answers

1. Is it acceptable to offer an alternate pricing structure? The current price request is "Dollars per kilowatt-month (\$ / kW-month) per charging port assuming two ports per parking space". For example, would it be acceptable to offer fixed \$XX per month for the full scope and term of the contract regardless of kW usage?

Having all bids use pricing based on dollars per kilowatt-month (\$ / kW-month) will allow better analysis and comparison of bids. Also, we would like to revise the phrase "Dollars per kilowatt-month (\$ / kW-month) per charging port assuming two ports per parking space" to "Dollars per kilowatt-month (\$ / kW-month) per parking space". SJCE welcomes submission with drawings that would illustrate the charger configuration. Also, pricing should be based on capacity of the charger, not the expected usage.

2. How are partnerships and sub-contractors handled? Does the responding entity need to be providing the financing or any specific part of the scope or can a supplier respond with a sub-financier?

All counterparty partnership structures are welcome to make a submission. SJCE will only contract with one counterparty to deliver a Direct Current Fast Charging Hub, though it may enter in to more than one agreement for more than one hub. Since Counterparty Execution Risk is part of the Evaluation Criteria, the financial health of the primary Respondent will factor in to submission ranking. Because of this, an offer from a reputable financial institution with an EV charging infrastructure subcontractor may score better than a submission made by an EV charging infrastructure company that has a reputable financial institution as a partner. In your submission please make it clear what entity SJCE would be contracting with, though we are certainly interested in what partners the primary Respondent intends to work with.

3. Does the respondent need to identify and submit a unique site location or are indicative sites listed adequate?

Respondents need to submit pricing for each of the hub sites proposed in their offer. Sites can be privately owned or City-owned. It is acceptable if a respondent only submits offers for the City-owned, indicative sites listed in the RFO protocol. A submission with only private site(s) is not allowed; we expect Respondents to submit an offer for at least one City-owned site.

4. If we submit pricing for only one site, does that disqualify respondent from working with other listed sites?

If a respondent submits pricing for only one site, it does not disqualify the respondent from working on other listed sites.

5. Are any of the City sites at locations where the parking facility has not yet been fully constructed?

A parking facility has not been fully constructed at the space indicated at Emma Prusch Park.

6. Can SJCE confirm that they are seeking pricing for no more than three public DCFC hubs? Would SCJE welcome Respondents to provide non-standard offers that are reflective of more than three public DCFC hubs?

SJCE is open to hearing about offers for more than three hubs but is only willing to contract for up to three hubs for the pilot. Depending on the performance of the pilot, SJCE may expand the number of public DCFC hubs at a later date.

7. Can SJCE clarify if the hardware and software minimum uptime of 89% will be measured on a per port or per charger or per charger hub basis?

Providers would pay liquidated damages to SJCE if the hardware uptime is less than 98% and if the software uptime is less than 99%. This is calculated individually for each charger using the formula in the Term Sheet but measured in aggregate for all chargers at a site.

8. Has SJCE submitted to PG&E any applications for large load studies to be performed at any of the City sites listed?

No, SJCE has not submitted applications to PG&E for large load studies.

9. For each of the five City sites listed, does SJCE have preferred parking spaces at each of the listed sites that would be optimal to host EV DCFC chargers?

The preferred parking spaces are the ones that are closest to the coordinates referenced by each site name. SJCE is open to suggestions about the location that would improve cost efficiency.

10. For each of the five City sites listed, does SJCE have any additional information concerning the location of PG&E electrical service at each of the sites? And/or assumed distance from onsite PG&E service to?

SJCE doesn't have any recent information about electrical service at each site or distance from the preferred parking spaces to onsite PG&E service.

11. Can SJCE clarify what it means by "Respondent will be liable for any damage due to a vehicle while charging"? Is SJCE specifying damage to the DCFC charging hub? Or damage to a vehicle?

Respondent would be liable for both damage to the DCFC charging hub and if the chargers damage a customer's vehicle while charging.

12. What is the definition of "Commercial Operation Date"? Will this be measured on a per charger basis or per site basis?

SJCE reserves the right to more formally define Commercial Operation Date during contract negotiations, but essentially this is the date on which the hub/site becomes operational and open to the public. Though there could be some flexibility, you should generally consider this as applying to the entire hub/site, not individual chargers, ports, or related components. This would have a direct relationship to when payment from SJCE to Provider commences, i.e., SJCE will not begin payments until Commercial Operation Date has been formally achieved. See the Term Sheet for the conditions precedent to the achievement of the Commercial Operation Date.

13. What is the rationale for the 25 foot cord length? This seems out of market as 18 feet is more standard.

We will lower the requirement of 25 feet that is listed in the pricing exercise to 14 feet.

14. Will SJCE allow vendors to propose alternative solutions with slightly different power levels (e.g. within 25kW of stated targets)?

The power level targets are minimums. The solution cannot be below these minimums.

15. When does SJCE expect equipment delivery to be required?

SJCE does not currently have an expectation for equipment delivery requirements prior to Commercial Operation Date and would appreciate Respondents providing more information about what is most common in the market. We are currently targeting a Commercial Operation Date for our first hub by May 1, 2023. Please provide details on equipment lead time and other constraints if SJCE's expected Commercial Operation Date will be difficult to meet.

16. Solicitation states a specification for OCPP 2.0. Is SJCE open to solutions that utilize OCPP 1.6J?

SJCE is open to solutions that utilize OCPP 1.6 but should be upgraded to OCPP 2.0 at a mutually agreed upon date.

17. This section states that "Maintenance Services shall be provided for the lifetime of the contract" but also provides that the contract may be renewed by SJCE for one or more additional 5 year terms. Please confirm whether this means the mandatory initial term of the Maintenance Services will be 5 years and will thereafter renew at SJCE's discretion for subsequent 5 year terms, or if the intent is to have Maintenance Services last for the entire tolling agreement term and then be renewable for 5 year terms after the tolling agreement terminates.

Maintenance services must be included for the initial 10-year term of the tolling agreement. If SJCE decides to renew the contract for an additional 5-year term, maintenance services would be included for the whole additional term.

18. This section provides that SJCE will "retain" all LCFS and available grants and rebates. Given that SJCE will not be owner of the DCFCs, it is uncertain whether SJCE would be eligible for LCFS credits. Bidder would likely accrue LCFS credits as owner of the DCFCs - please confirm whether SJCE expects Bidder to register and transfer LCFS credits to SJCE.

We believe that the station owner should be able to select SJCE as a designee for the LCFS credit and should be able to transfer FCI credits to SJCE.