

ATTACHMENT A: REQUIREMENTS & PROPOSAL SPECIFICATIONS SOURCING ALLIANCE/EQUALIS GROUP: ELECTRIC PICKUP TRUCK & EV CHARGING SOLUTIONS PROGRAM RFP

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Section 1. General Guidelines

1.1. Instructions for Completing Attachment A

The specific requirements and proposal specifications for this Program are detailed in this Attachment A – Technical Proposal Requirements & Proposal Specifications. Attachment A is provided to Bidders in an editable Microsoft Word form so that it can easily serve as the base document for a Bidder’s Technical Proposal. Bidders should incorporate their Technical Proposal responses directly into this document and include referenced attachments separately, as instructed in **Section 1.3** on this document.

The Technical Proposal addresses the dual scope of the RFP: i) Electric Pickup Truck and ii) EV Charging Solutions. Bidders are only required to respond to the sections that are relevant to the scope of their proposal.

- For Bidders providing a proposal for Electric Pickup Trucks, respond to **Sections 3, 4, 5, 6, 8, 9, 10, and 11**.
- For Bidders providing a proposal for EV Charging Solutions, respond to **Sections 3, 7, 8, 9, 10 and 11**.

Use the following electronic file naming convention for naming your Technical Proposal prior to uploading your completed Technical Proposal to Bonfire: ***Technical Proposal – Bidder Name.docx***.

For sections of Attachment A structured like the example below, simply click in the green cell on the “**Click here to enter response**” text and either type in or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) your response.

1.1.1.	Formation. In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.
ChargePoint (formerly Coulomb Technology) was founded in 2007. We officially changed our company name on Dec 12, 2012. We bring 13 years of industry expertise to Sourcing Alliance with a commitment to a true collaborative partnership for the long-term.	

For sections of Attachment A structured like the example below, click on the “**Yes**” checkbox if your solution **fully provides** the defined requirement. Click on the “**No**” checkbox if your solution does not provide or only provides part of the defined requirement. The green cell is included for Bidders to provide any additional information or capabilities relating to that defined requirement. For example, if your solution i) provides more capabilities around that requirement, ii) meets some, but not all of that requirement, or iii) does not meet the defined requirement, but provides an alternative solution for the Proposal Review Team’s consideration, click in the green cell on the “**Click here to provide additional commentary, if necessary.**” text and either type in or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) clarifying or additional information as appropriate.

1.1.2.	General Liability, Property & Automobile Insurance. If your company is selected as the Winning Supplier, during the term of any agreements between the your company and Sourcing Alliance/Equalis Group, and for two (2) years following expiration or termination of such agreements, your company, at its own expense, will maintain and will require that its agents, subcontractors, or suppliers engaged in your company’s performance of its duties under such agreements, maintain general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, or expenses arising out of its performance under such agreements. Confirm that your company either a) has, or b) will purchase insurance coverage as described herein.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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We request the following changes for the limit requirements: general liability insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$2,000,000 annual aggregate), property insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$2,000,000 annual aggregate), and automobile insurance (at a minimum, in the amount of \$1,000,000 Third Party Liability - Combined Single Limit / Each Accident, \$1,000,000 Non-Owned vehicles)

1.2. Trade Secrets

Bidders are encouraged to review **RFP Section 3.4 – Trade Secrets Prohibition; Public Information Disclaimer** in conjunction with developing their responses to this RFP. Any information provided by a Bidder in its proposal that is not marked as trade secret information shall be deemed to be public records in accordance with Ohio law.

1.3. Attachments

Bidders may incorporate additional documents by reference as part of their response to **Attachment A – Technical Proposal Requirements & Proposal Specifications**. For example, you may want to include brochures, charts, graphs or screenshots in response to specific questions included in this **Attachment A**. Bidders should clearly state in their response to questions in **Attachment A** whether any specific documents are incorporated in their proposal by reference. In the event the attached documents are not references or referenced correctly, the PRT may exclude those attachments from consideration when scoring proposals.

The file names of such referenced documents that are included in a Bidder's electronic Technical Proposal submissions and uploaded to Bonfire should include, in the following order: i) Technical Proposal, ii) Bidder's name, iii) the Section Number of the question for which the file is included as part of the response, and iv) a brief description of what is included in the electronic file. For example, if a Bidder references an attachment that includes financial statements in response to **Section 3.1.4.**, the following electronic file name would be appropriate: *Technical Proposal – Bidder Name – Section 3.1.4 – Financial Statements.pdf*.

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Section 2. Initial Qualifying Criteria

2.1. Completing & Submitting Initial Qualifying Criteria Documentation

As described in **RFP Section 5 – Criteria for Proposal Evaluation & Selection**, Bidders must complete and provide executed originals of the following documents as part of the proposal Bidders submit. *Sourcing Alliance/Equalis Group will not consider a Bidder's Technical and Cost Proposals unless these forms are properly completed and submitted as part of the Bidder's proposal.*

2.1.1.	Attachment C – Required Bidder Information & Certifications. This document includes information about the Bidder, key points of contact for proposal and legal questions that may arise during Sourcing Alliance/Equalis Group's review of the response, minority business enterprise and certifications, required affirmations subject to Ohio Revised Code guidelines, equal employment opportunity questions, questions regarding the subcontracting of certain elements of a Bidder's service delivery to Members, additional required documents for doing business with public sector entities in other states, and confirmation that respondent has reviewed and annotated, if applicable, the Sourcing Alliance model Group Purchasing Agreement entered into with Winning Suppliers.
Complete	
2.1.2.	Attachment D – W-9. Bidders must complete the W-9 form and include the completed W-9 form in their response.
Click here to enter response confirming both Attachment E forms are complete and provide additional commentary, if necessary.	
2.1.3.	Does your proposal include the properly completed and executed Attachment C and Attachment D ? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Click here to provide additional commentary, if necessary.	

Section 3. Bidder Overview & Qualifications

3.1. Company Information

3.1.1.	Company Name & Address.	
Company Name:	ChargePoint, Inc.	
Headquarters Street Address:	254 East Hacienda Avenue	
City, State & Zip Code:	Campbell, CA. 95008	
Main Telephone Number:	1-408-841-4500	
Website:	https://www.chargepoint.com/	
3.1.2.	Formation. In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.	
ChargePoint (formerly Coulomb Technology) was founded in 2007. ChargePoint has been operating under its present business name for 13 years. Coulomb Technology was the prior business name. The official name change from Coulomb Technology to its present name ChargePoint was in 2012.		
3.1.3.	Legal Structure. Check the box next to the option that best describes the company's legal structure. Include requested narrative in the space provided.	
<input checked="" type="checkbox"/>	Corporation – provide the State of incorporation and the company ownership structure.	California C Corporation
<input type="checkbox"/>	Partnership – provide the State of registration and the names of all partners.	Click here to enter response.
<input type="checkbox"/>	Sole Proprietorship – provide the State of registration and the name and title of the principal.	Click here to enter response.
<input type="checkbox"/>	Joint Venture – provide the State of registration and the names and titles of all principals.	Click here to enter response.
<input type="checkbox"/>	Other – provide detailed description of corporate structure and ownership.	Click here to enter response.
3.1.4.	Financial Strength. Provide three (3) years of company and any parent company financial statements or other documents that speak to the financial strength of the company, such as the most recent Annual Report to Shareholders and 10K Report (if applicable) or audited financial statements, including income statement and balance sheet. <i>Note: you may mark this information as a "Trade Secret" per the terms of RFP Section 3.4 – Trade Secrets Prohibition; Public Information Disclaimer and provide your response to this question in a separate electronic file that includes a "Trade Secret" watermark. Any financial information provided should be included as part of the Technical Proposal.</i>	
We understand that ensuring viable partners are in sound financial standing is an important requirement for Sourcing Alliance.		

Given we are a privately held organization, we would like to propose an alternative approach by arranging a confidential discussion under the Non-Disclosure Agreement, between our Chief Finance/Accounting Officer and the appropriate Sourcing Alliance point of contacts. At that meeting our audited financial statements will be reviewed and visible and we can address any questions you may have.

3.1.5. *Bankruptcy & Insolvency.* Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.

None

3.1.6. *Litigation.* Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.

ChargePoint trusts Sourcing Alliance/Equalis Group will appreciate that due to the commercial sensitivity and confidentiality of any litigation in which ChargePoint may be presently involved, ChargePoint is not at liberty to disclose the information sought. However, we point out that as a component of its prudent risk management practices, ChargePoint obtains high quality professional liability insurance in the world market, and domestically in the U.S., to provide cover in the industries in which it operates. As a consequence of engaging in business, there are sometimes claims asserted which may or may not give rise to litigation. The details and progress of any such claims are by necessity commercially sensitive and remain in confidence. We are able to inform you that there have been claims notified in the normal course of business, none of which we believe are material to the services which are the subject of your RFP. There are however presently no significant ongoing contract failures, no criminal matters, and there have been no judgments against ChargePoint Inc. within the last 3 years.

3.1.7. *Company Identification.* How is your organization best identified? Is it a manufacturer/developer, distributor/dealer/reseller, or service provider? Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation. Based on your answer, please provide a response to question 3.1.7.1 or 3.1.7.2.

Manufacturer/developer and service provider.

3.1.7.1. *Authorization.* If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?

N/A. ChargePoint is a Manufacture, Developer and Service Provider, does not require written authorization on the proposed products as set forth in this RFP response.

3.1.7.2. *Network Relationship.* If your company is best described as a manufacturer or service provider, please describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?

ChargePoint employs a field, inside and channel sales team that collectively oversee all new and existing customer sales opportunities (ChargePoint employees). The majority of these individual transactions are processed via third party channel partners (non-employees). Many of these channel partners also provide adjacent, value added services such as site design and construction to further assist our customers in project development. ChargePoint and its channel partners will work together to provide the most fitting procurement method (direct, indirect, turnkey, materials only, existing vendor, etc) for the customer.

3.2. General Qualifications

3.2.1.	<p>Industry Experience. For how long has your company been in the electric vehicle or EV charging and/or related products and services industry? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from the provision of electric vehicle or EV charging and/or related products and services?</p>
<p>ChargePoint has been in the EV charging market since its inception in 2007 (as Couloumb technologies) with the goal of building the fueling network of the future. Revenue is generated through the sales of our industry leading hardware and subscriptions to our cloud software and maintenance services.</p>	
3.2.2.	<p>Geographic Reach. Describe your company's service area in the United States (e.g., nationwide, the continental United States, or specific states or regions). If your company does not currently provide services nationwide, describe your plans/timeframes to achieve nationwide service provision, if applicable.</p>
<p>ChargePoint operates the nations largest charging network with more than 70% market share in the United States and nearly 120,000 charging stations globally.</p>	
3.2.3.	<p>Certifications. Describe any relevant certifications held by your company. When did your company initial obtain these certifications? Who was the certifying organization? Has your company maintained these certifications on an ongoing basis? If not, when and why did your company lose any referenced certifications?</p>
<p>ChargePoint follows industry best practices to comply with ISO 27001/27002 standards. Our cloud hosting provider maintains the industry highest physical and informational security standards. We hold a PCI DSS certification that requires 3rd party audit and penetration tests at least annually. We are pursuing our SOC2 certification and expect to be validated by Q2 2020.</p>	
3.2.4.	<p>Awards. Describe any relevant awards received by your company for its products, services, innovation, and/or operations. Include information about the issuing organization and the year the award was issued to your company.</p>
<p>ChargePoint Awards 2019 London Business Awards: Social Impact International Company • Acterra Award: Environmental Innovation 2018 Global Cleantech Hall of Fame 2017 East Bay Clean Cities, Clean Air Champion Award Architizer A+ Award Popular Choice Winner: Smart Home Category • Electrek Best of CES 2017: Best EV Accessory 2016 Edison Awards: Silver in the Electric Energy & Propulsion Systems category Climate Change Business Journal: Business Model Innovation for Energy and Carbon Management 2015 United Nations: Momentum for Change Goldman Sachs: 100 Most Intriguing Entrepreneurs Verizon: Supplier Award for Environmental Excellence Smart Grid Today: 2015 Smart Grid Pioneer Global Cleantech 100 winner for 6 years running 2014 CNBC: Disruptor 50: The End of the Gas Station? Sustainia: World's 100 Leading Sustainability Innovations</p>	

2013 Pike Research: Top electric vehicle charging station manufacturer World Economic Forum: "Technology Pioneer" Winner Green Parking Council: "Sustainability Leadership Pioneer"

2012 AlwaysOn: Top 200 green tech companies

Winner Sustainia100, a top sustainable solution announced at the Rio+20 conference "The Green Garage" races into The Tech Museum display

2011 Top ranking and top overall score in Pike Research report of the EV supply equipment industry;

2010 Time Magazine: 50 Best Inventions Edmund's Green Car Breakthrough Award

BusinessWeek: 20 Small Businesses of the Future Greentech Media: Top 50 VC-Funded Startups

3.3. Public Sector Qualifications

3.3.1.	<p>Public Sector Contract Vehicles. What Public Sector contract vehicles (e.g., state term contracts, General Services Administration schedules, group purchasing organization contracts, etc.) does your company have in place to provide electric vehicles or EV charging equipment and/or related products and services to public sector entities under an exemption from the standard public sector bid/RFP process? For each contract vehicle, when was the contract established, what is the expiration date, and is the award sole source or multi-source (i.e., is your company the only supplier for the spending category or are multiple competing suppliers included in the contract vehicle)?</p>
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ChargePoint has been supporting the public sector in the acquisition and operation of EV charging solutions since inception. Coupled with a desirable and unique product offering, ChargePoint and/or our channel partners have been selected by various public entities as a preferred charging vendor, sole source and multi-source provider. More specifically, ChargePoint holds a Sourcewell (formerly NJPA) multi-source award for provision of EV charging solutions to its members that was established in 2017.

3.3.2.	<p>Public Sector Strategic Growth Plan. Describe your company's three to five-year local government, K-12, and higher education sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's revenue generated by sales to local governments and educational institutions today? What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions?</p>
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The public sector has been and continues to be a strategic category for ChargePoint. It represents a significant portion of company revenue that continues to grow and diversify. The exact percentage is difficult to gather but would currently be estimated at 25%. As the electrification of transport takes place, public entities will increasingly be called upon to support infrastructure for fleet, transit, residents, businesses, and beyond. ChargePoint intends to support this growth with tailored products and services, dedicated resources, streamlined procurement models and channel partners that make this transition easier for our customers and the sector as a whole. We believe that a Sourcing Alliance award would be a valuable component of this strategy.

3.4. Mandatory Contract Performance Disclosure

3.4.1.	<p>Pursuant to RFP Section 3.13, disclose whether the your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "formal claims" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims</p>
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	disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Sourcing Alliance/Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Sourcing Alliance/Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.
See response provided in Section 3.1.6 Litigation.	

3.5. Mandatory Disclosure of Governmental Investigations

3.5.1.	Pursuant to RFP Section 3.14 , indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Sourcing Alliance/Equalis Group's sole discretion. Sourcing Alliance/Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.
None	

3.6. Customer References

3.6.1.	<p>Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Your references should include a mix of types and sizes of public sector entities like municipalities or municipal departments, transportation authorities, K-12 schools or schools districts, and colleges & universities. Each reference should include:</p> <ul style="list-style-type: none"> • Customer name and location; • Customer contact person and their title, telephone number, and email address; • A brief description of the products and services provided by your company; • Customer relationship starting and ending dates; and, • Notes or other pertinent information relating to the customer and/or the products and services your company provided.
<p>ChargePoint has many public sector customers. Below is a general overview of eight large public sector customers. Most represent programmatic expansion over time. All of these customers are using a tailored ChargePoint charging solution including charging hardware, software and maintenance along with app and integrated applications described in this proposal.</p> <p>As a privately held company, ChargePoint does not release financial or individual contact detail related to customer transactions Upon short-list, ChargePoint would be happy to facilitate introductions to references at any of the accounts below.</p>	

- City of New York, NY - ~950 charging ports deployed for fleet application.
- University of California (multiple) – ~420 charging ports deployed for workplace and public charging.
- City of San Francisco, CA – ~370 charging ports deployed for workplace, fleet and public charging.
- Austin Energy - ~250 charging ports deployed for public, fleet and workplace charging.
- State of Utah – ~220 charging ports deployed for fleet, public and workplace application.
- New York New Jersey Port Authority – ~150 charging ports deployed for fleet, transit, public and workplace charging.
- City of Columbus, OH - ~150 charging ports deployed for fleet charging.
- City of Nashville, TN - ~75 charging ports deployed for public and workplace charging.

You may also find a variety of public sector customer stories published on our website at <https://www.chargepoint.com/solutions/>

3.7. Insurance Coverage

3.7.1.	<p>General Liability, Property & Automobile Insurance. If your company is selected as the Winning Supplier, during the term of any agreements between your company and Sourcing Alliance/Equalis Group, and for two (2) years following expiration or termination of such agreements, your company, at its own expense, will maintain and will require that its agents, subcontractors, or suppliers engaged in your company's performance of its duties under such agreements, maintain general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, or expenses arising out of its performance under such agreements. Confirm that your company either a) has, or b) will purchase insurance coverage as described herein.</p>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<p>We request the following changes for the limit requirements: general liability insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$2,000,000 annual aggregate), property insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$2,000,000 annual aggregate), and automobile insurance (at a minimum, in the amount of \$1,000,000 Third Party Liability - Combined Single Limit / Each Accident, \$1,000,000 Non-Owned vehicles)</p>		
3.7.2.	<p>Employee Dishonesty – Members. The Winning Supplier shall be held fully liable for any and all dishonest acts of its employees and/or its subcontractor's employees. Coverage must be provided for Third Party Employee Dishonesty, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$100,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$100,000 per occurrence for each Sourcing Alliance Member utilizing the Program.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<p>Click here to provide additional commentary, if necessary.</p>		
3.7.3.	<p>Third Party Employment Practice Liability – Members. The Winning Supplier of the EV charging solutions portion of this RFP shall be held fully liable for any and all employment practice acts of its employees and/or its subcontractor's employees, such as, but not limited to, sexual harassment and discrimination. Coverage must be provided for employment practice liability, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$1,000,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$1,000,000 per occurrence for each Sourcing Alliance Member utilizing the Program.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Click here to provide additional commentary, if necessary.

3.8. Contracting for Services

3.8.1.

Once a Member decides to accept your company's proposal for services as described in this RFP, what is the process for the member to become a customer? Does your company have standard customer agreements? If so, please provide copies of any standard customer agreements. What is the process for reviewing, negotiating, and finalizing any customer-specific contract terms or requirements? Approximately how long does the contracting process take to complete (i.e., secure a fully executed contract document)? What is the typical term length of your customer agreements?

It is ChargePoint's expectation that a Sourcing Alliance award would allow for any of our approved channel partners to transact with Sourcing Alliance members pursuant to the GP agreement. As previously described, the majority of current public sector transactions are processed between the customer and a channel partner and not ChargePoint directly. Under this kind of structure, each transaction would generally require the member to issue a purchase order and likely negotiate purchasing terms with the channel partner directly. During activation of the ChargePoint Cloud Services and/or Assure Maintenance the member will also contract with ChargePoint for the provision of those services via the agreements described below. If the member chooses the ChargePoint as a Service (CPaaS) model, this is also transacted directly with ChargePoint.

In the case of a direct sale, ChargePoint's Agreements for a standard EV charging offering include the Terms of Purchase (cover the equipment portion of the sale) and ChargePoint Master Services and Subscription Agreement (cover the cloud services portion of the sale). If an extended maintenance program is purchased our Assure Terms and Conditions will cover that portion of the services. Lastly, should a customer opt to not own the equipment, ChargePoint offers a ChargePoint EV Charging as a Service which has its own separate terms and conditions, the ChargePoint EV Charging as a Service Agreement.

The contracting process usually takes 3-5 days between each response of proposed revisions. Thus, depending on the number of back and fourth responses for changes and the responsiveness of the requesting party, it could take a few weeks. This process is done through our internal legal department.

Section 4. Vehicle Classification & Characteristics

4.1. Truck Class

4.1.1.	Truck Classifications. Into which US truck class does the proposed vehicle(s) fit? These classes are based on the Gross Vehicle Weight rating of the vehicle found here: https://afdc.energy.gov/data/10380 . For example, is the proposed vehicle(s) a Class 1 or Class 2 truck?
Click here to enter response.	
4.1.2.	GWVR. What is the Gross Vehicle Weight Rating (GVW) for the proposed vehicle(s)?
Click here to enter response.	

4.2. Vehicle Characteristics

4.2.1.	Vehicle Offering. Identify the vehicles by name which are included as part of your proposal. If applicable, include the different trim package options offered with in a particular vehicle make and how those trim packages would be identified.
Click here to enter response.	
4.2.2.	Public Sector Vehicle Features. Provide a detailed description of the proposed vehicle(s) and how it aligns with the needs of the public sector. This could include features like seating capacity, climate control, airbags, traffic or drive sensors, spare wheel, windshield wipers, etc.
Click here to enter response.	
4.2.3.	Standard Features. List and describe the standard features included in the proposed vehicle(s). If offering more than one vehicle or trim packages, please clearly identify the standard features for each vehicle and all available trim packages.
Click here to enter response.	
4.2.4.	Fleet Applications. Describe how the proposed vehicle(s) meets the needs of fleet usage for the public sector, specifically.
Click here to enter response.	
4.2.5.	Storage Capacity. What is the proposed vehicle(s) total amount of storage space in cubic feet? Describe where the storage space is located.
Click here to enter response.	
4.2.6.	Color Options. In what colors is the proposed vehicle(s) available?
Click here to enter response.	

4.3. Battery Performance and General Characteristics

4.3.1.	Battery Offering. Describe the proposed vehicle(s) battery, battery system and any benefits the battery system offers to the overall performance of the vehicle(s). Your response can include, but is not limited to, battery size, location, innovations, and characteristics or features which differentiates your battery or battery system from your competitors.
Click here to enter response.	
4.3.2.	Range. What is the maximum driving range of the proposed vehicle(s) on a fully charged battery? If offering vehicles or models with different driving ranges, please clearly identify the vehicle and the corresponding maximum driving range.
Click here to enter response.	
4.3.3.	MPG Equivalent. What is the Miles Per Gallon (MPG) equivalent of the proposed vehicle(s)? If offering vehicles or models with different MPG equivalent, please clearly identify the vehicle and the corresponding driving range.
Click here to enter response.	
4.3.4.	Capacity. What is the size and capacity of the proposed vehicle(s) battery system?
Click here to enter response.	
4.3.5.	EV Charging Compatibility. Describe the proposed vehicle(s) compatibility with electric vehicle supply equipment (EVSE).
Click here to enter response.	

4.4. Vehicle Performance Characteristics

4.4.1.	Top Speed. What is the top speed of the proposed vehicle(s)?
Click here to enter response.	
4.4.2.	0 to 60. What is amount of time required to go from 0 mph to 60 mph for the proposed vehicle(s)?
Click here to enter response.	
4.4.3.	Horsepower. What is the proposed vehicle(s) maximum horsepower output?
Click here to enter response.	
4.4.4.	Payload Capacity. What is the payload capacity of the proposed vehicle(s)?
Click here to enter response.	
4.4.5.	Towing Capacity. What is the proposed vehicle(s) towing capacity?

Click here to enter response.

4.5. Vehicle Safety Characteristics

4.5.1. **Safety Features.** List and describe the safety features available with the proposed vehicle(s).

Click here to enter response.

4.5.2. **IIHS.** What is the International Institute for Highway Safety (IIHS) safety rating of the proposed vehicle(s)?

Click here to enter response.

4.5.3. **NCAP.** What is the New Car Assessment Program (NCAP) safety rating of the proposed vehicle(s)?

Click here to enter response.

4.5.4. **Does your vehicle meet the following standards?**

4.5.4.1. Federal Motor Vehicle Safety Standards Yes No

Click here to provide additional commentary, if necessary.

4.5.4.2. Society of Automotive Engineers Standards Yes No

Click here to provide additional commentary, if necessary.

4.6. Vehicle Software

4.6.1. **Software.** Describe the software used in the proposed vehicle(s). Your response should include, but is not limited to, the role the software plays, how and when software upgrades and updates will be managed, and if there are any apps compatible with the proposed vehicle(s).

Click here to enter response.

Section 5. Purchasing Process

5.1. Purchasing

5.1.1.	Lead time. What is the timeframe Members can expect from placement of order to delivery of the proposed vehicle(s)? What factors could affect this timeframe and in what ways could those factors an effect on the timeframe?
Click here to enter response.	
5.1.2.	Leasing. Do you offer leasing options for the prospective customers? <i>If yes, please describe the lease options below. Include any lease pricing information and terms in the <u>Attachment B - Cost Proposal</u>.</i>
Click here to enter response.	
5.1.3.	Availability. In what states is the proposed vehicle(s) currently available for purchase? Describe your strategy for making the proposed vehicle(s) available across the country.
Click here to enter response.	
5.1.4.	Point of Purchase. Describe how and where orders will be facilitated for the proposed vehicle(s). Your response may include, but is not limited to, factory direct, dealership, and/or a fleet management organization.
Click here to enter response.	

Section 6. Post-Sale Considerations

6.1. Total Cost of Ownership, Maintenance, and Servicing

6.1.1.	Total Cost of Ownership. Describe how the proposed vehicle(s) reduces the total cost of ownership (TCO)? Provide any calculations a Member can use to determine the TCO based on their driving patterns and uses.
Click here to enter response.	
6.1.2.	Maintenance. Describe how a prospective owner of the proposed vehicle(s) would perform maintenance on the proposed vehicle(s)? Where would prospective owners take their vehicle(s) for maintenance and servicing?
Click here to enter response.	
6.1.2.1.	Training. Do you provide maintenance training to assist Members in maintaining their vehicle(s) without having to take it to a service location? If yes, provide a description of the training program. <input type="checkbox"/> Yes <input type="checkbox"/> No
Click here to provide additional commentary, if necessary.	

6.2. Aftermarket Modifications or “Up-Fitting” Options

6.2.1.	Aftermarket Accessories & Upgrades. For aftermarket modifications like accessories or performance alterations, provide a list of the manufacturer(s) and vehicle model(s) with which the proposed vehicle(s) is compatible.
Click here to enter response.	

Section 7. EV Charging Solutions

7.1. Turnkey EV Charging Capabilities

7.1.1.	Turnkey Capabilities. The needs and requirements of our Members and the public sector at-large vary from one agency to the next. It is our goal to be able to provide a broad scope of solutions through the awarded supplier(s) to address as many of those requirements as possible. <i>Indicate which of the following capabilities is included in your proposal either directly from your company or through partnership with another company.</i> Include any pricing information related to the capabilities addressed in this section in Attachment B .	
7.1.1.1.	Policy Development. Does your company assist public agencies with policy development? If yes, provide a summary of the policy development assistance your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
ChargePoint has the largest and most accomplished policy development team in the industry. This team works closely with all levels of government to provide policy guidance to advance transportation electrification, including the development of building codes, permitting policies, accessibility guidance, electric vehicle and infrastructure incentives, and utility policy and rate analysis. These resources are available to support Sourcing Alliance members as desired.		
7.1.1.2.	Site Assessment & Site Planning. Does your company provide site assessment & site planning assistance and/or services? If yes, provide a summary of the site assessment and site planning assistance and/or services your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
ChargePoint coordinates site assessment and planning services through channel partners across the country. ChargePoint has a variety of channel partner types to choose from based on the specific customer needs and project requirements.		
7.1.1.3.	Engineering. Does your company provide engineering services? If yes, provide a summary of the engineering services your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
ChargePoint is not a licensed engineer but has the ability to provide limited remote engineering support via our Solutions Engineering group. This team primarily supports project scoping, layout and power requirements for charging deployments. In the case of fleet applications we also have a Fleet solutions team that can assist with vehicle selection and charging solution right-sizing. In addition, as above ChargePoint has a diverse set of channel partners, many of which are able to provide on-site engineering and design services.		
7.1.1.4.	Utilities. Does your company provide assistance when working with utilities to install the appropriate infrastructure to support the Members charging requirements? If yes, provide a summary of the assistance your company is able to provide as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
ChargePoint and its partners work with station owners and local utilities to ensure adequate and cost-effective electrical infrastructure are provided to meet project requirements. ChargePoint also has many utilities as customers and partners in transport electrification. Similar to ChargePoint's Policy Development team, ChargePoint has the most experienced Utility Solutions team in the industry. This team primarily works closely with utilities on EV infrastructure program development. These programs often manifest as financial incentives for customers or other forms of utility project support. Once the program is launched, charging solution vendors are approved through an RFP process. ChargePoint products and services are approved under virtually every utility program in the US. After selection this team interfaces regularly with the utility to provide required reporting as well as ongoing guidance on program direction. Separately, this team assists the sales team as needed with customer requests that require utility involvement.		
7.1.1.5.	Construction. Does your company provide any constructions services? If yes, provide a summary of the construction services your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

ChargePoint is not a licensed contractor and does not generally provide site preparation construction services directly (e.g. site work, electrical, hardscape, landscape, etc). To simplify the customer experience, ChargePoint will coordinate with local channel partners, many of whom are licensed contractors to provide virtually any construction services required to deploy ChargePoint EV charging solutions. However, ChargePoint does provide two off-the-shelf products that could be considered "construction services" in the form of Install-Valid and Assure Maintenance Service. Install-Valid is ChargePoint's installation and inspection service where the customer works with a contractor (a partner of ours or their own) to complete all site and electrical preparation per ChargePoint installation guides. Once completed and approved by ChargePoint Support, an O&M partner is dispatched to unpack, assemble, mount and commission the charging station(s). If ChargePoint Assure maintenance is purchased, this installation also acts as the validation required to enable the plan. ChargePoint Assure is our industry-leading, comprehensive maintenance and management program that includes proactive monitoring and dispatched labor at committed service levels to perform on site repairs. Monthly reports, 24x7 station health monitoring, and a long list of additional features described in more detail below.

7.1.1.6.	Charge Station Management. Does your company provide any charge station management services? If yes, provide a summary of the charge station management services your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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ChargePoint offers ChargePoint Assure, a comprehensive maintenance and management program that includes dispatched labor at committed service levels to perform on site repairs, proactive dispatch, monthly reports, 24x7 station health monitoring, and a long list of additional features described in more detail below.

7.1.1.7.	Technical Support. Does your company provide any technical support services? If yes, provide a summary of the technical support services your company is able to offer as a part of your proposal.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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ChargePoint Support is the largest and most experienced remote technical support force in the EV charging industry. The ChargePoint support team is based in Scottsdale, AZ and has over 50 staff members, by far the largest support team in the industry. The teams are divided into driver, station owner, and activations support teams, with representatives sharing duties and knowledge. Plans for nearly a dozen more by year end. These numbers do not include our O&M partners who provide on-site support services throughout the United States and Canada.

7.1.1.8.	Other Capabilities. Identify and describe any other turnkey capabilities not mentioned in this section that would be included as a part of your proposal.
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ChargePoint provides hardware and software solutions for fleet management, encompassing intelligent EVSE infrastructure and integration with leading vehicle telematics providers that address common challenges of EV fleet management: We also offer APIs and other tools that enable you to easily integrate with your existing fleet management platform.

- Time of Use Access Controls. Control access to your stations based on time of day and day of week. During normal business hours, say 8am to 5pm you may open the stations for use by your employees as well as your fleet vehicles to use. At 5pm the stations will become restricted so that only your fleet vehicles may use them. This is an important feature to ensure that your stations are used appropriately and ensure your fleet vehicles are able to charge overnight.
- Fleet fueling cards. ChargePoint supports WrightExpress (WEX) and Voyager, allowing fleet vehicle drivers to pay for electric fueling using a payment card associated with a ChargePoint account. ChargePoint also offers a fuel card option for EV fleets and provides APIs to support potential integration with other systems.
- Fraud Prevention: Avoid employees using fleet access cards to charge their personal EVs or those of others.
- Automatic odometer capture.
- Ability to measure and optimize ROI on electric vehicle purchases and infrastructure investments.
- Integrate vehicle and station data with existing reporting systems.
- World Class support for fleet drivers, personal drivers, and station administrators

7.1.2. Differentiators. Describe the aspects of your turnkey capabilities which are differentiators in the marketplace.

ChargePoint's single largest turnkey capability in the marketplace is its technology stack. As described in detail in this proposal ChargePoint designs, builds and supports all aspects of the charging solution. This creates a better ownership and operational experience for customers and drivers. Secondly, ChargePoint has the largest channel network in the industry with a network of over 280 Electrical Distributors and Value-Added Resellers located throughout the US and Canada. Each of these partners are capable of some mix of the following; solution recommendation and scoping, on-site evaluation, installation quotation, installation execution, incentive capture and ChargePoint solution sales, service and repair. Working together, ChargePoint and its partners can create a comfortable, hand-held experience from the installation of their first charger to the management of thousands.

Another turnkey differentiator is ChargePoint as a Service.

ChargePoint as a Service (CPaaS) is the easiest way for businesses to provide EV charging without having to purchase and maintain the stations. ChargePoint takes care of it all for a simple annual subscription fee.

1. Effortless installation and management
 - Once the site make-ready is prepared, ChargePoint takes care of the rest. We manage installation, setup, software and hardware upgrades and any necessary repairs for you.
2. Increased uptime and future-proof charging solution
 - Round-the-clock monitoring and proactive service repairs keep stations working. Flexible contract options grow with you as your needs evolve.
3. Lower total cost of ownership and predictable expense
 - Annual subscription fee significantly lowers initial investment.
 - No unexpected surprises with multi-year plans that lock in consistent pricing, resulting in lower total cost of ownership.

ChargePoint as a Service - Three Simple Steps

1. You prepare the site, we take it from there

A great installation starts with good site prep. We make it easy, we provide all the information you need to make your site ready for installation. Electrical make-ready and construction costs at proposed EV charging locations can vary over a wide range based upon site specific requirements, including availability of sufficient utility service, available transformer and electrical panel capacity, distance between panel and EV charging stations, conduit and electrical wiring runs over various surface types, as well as need for any construction and landscaping or lighting. With variation of electrical make-ready and construction costs on a site by site basis, even within a given geographic region, ChargePoint Channel Partners will be able to provide make-ready costs for ChargePoint as a Service. When subscribing to Level 2 charging stations, customers can use ChargePoint Channel Partners to get the site electrical make-ready completed and install the stations.

2. We install and set up the stations your way

ChargePoint as a Service® is the only solution that includes free installation, which can amount to large savings. To get the most out of your solution, ChargePoint also provides professional guidance and configures the stations exactly how you want. This includes setting up your access control and handling payments. Pro tip: as your business changes, we will come back and change the configurations for you to fit your needs.

When customers select the CPaaS option and their site electrical make-ready is completed, ChargePoint Channel Partner will install the charging stations. ChargePoint covers costs of station installations after the site make-ready is prepared.

3. We proactively monitor and maintain it all

Your drivers associate their charging experience with your brand. Ensure them the best experience with proactive monitoring, which enables ChargePoint to identify and fix issues remotely. ChargePoint responds to all issues within one business day. ChargePoint Channel Partner will be onsite to repair your station within one business day of receiving any required parts. Track your stations' utilization and performance with the reports and analytics that we send you monthly.

CPaaS coupled with support from our channel partners offers a turnkey experience like no one else in the industry.

7.2. Electric Vehicle Charging Equipment

7.2.1.	<i>Is your company able to provide EV charging equipment as a part of your proposal?</i> If yes, continue to answer questions in Section 7.2.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Click here to enter response.		
7.2.2.	<i>Is your company an EV charging equipment manufacturer?</i>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Click here to enter response.		
7.2.3.	Product Offering. Identify the types of EV charging equipment and describe the features of the EV charging equipment your company is including as a part of your proposal. Your response should include, but is not limited to, the type of charger (Level 1, Level 2, and/or DC Fast Charge), driver interface experience, mount type, hardware configuration (network or non-network), port capacity or configuration, and competitive differentiators within your offering.	

ChargePoint is a company built around electric vehicle charging. We have a full range of smart, connected, networked chargers at all power levels (Level 1, Level 2, and DC Fast Charge). Our award-winning industrial design, cord management systems, UL safety standards and compliance, maintenance-free designs, and rugged constructions ensures a simple and hassle-free charging experience for your drivers.

For AC charging (Level 1/Level 2) ChargePoint offers the CT4000 commercial charger and the CPF50 fleet/depot charger. These chargers can deliver up to 12kw of power to a vehicle and are networked for real time visibility.

The CT4000 charging station includes real-time charging status and session usage data available to drivers via the ChargePoint mobile app or by using a user-friendly help button on the station's liquid crystal display. All CT4000 models offer one or two standard SAE J1772™ Level 2 charging ports, each supplying up to 7.2kW (208/240VAC @ 30A). The CT4000 comes standard with cord management; the need for drivers to coil up the cord is eliminated with the self-retracting cord management system, ensuring that the cord is always off the ground when not in use. ChargePoint cloud-based services allow for over-the-air software updates to the CT4000 to support new features as they are released (future proof investment), as well as provide comprehensive remote diagnostics and alarm reporting to eliminate unnecessary truck rolls and avoid expensive field service dispatches, thereby lowering cost of ownership. Additional features of the CT4000 include:

- Flexible Pricing: Set charging fees by time, session, kWh or any combination thereof. You can set fees for different drivers or groups of drivers or for different times of the day.
- Scalable Access Control: With ChargePoint Connections, your employees, customers or residents can sign up to use your stations through the ChargePoint mobile app, eliminating the burden of managing long lists of drivers.
- Waitlist: When charging stations are full, drivers can join Waitlist through our mobile app and get in line to be notified when a station becomes available. Stations are held for drivers while they drive up and plug in.
- Branding and Customization: Promote your brand with an LCD screen and customizable signage.

The ChargePoint CPF50 charging station is designed for use in fleet with customizable features to cater to public sector, commercial or transit fleet applications, and multifamily applications. Available as a single-or dual-port station, in pedestal or wall mount and with 18- and 23-foot cable length options, the CPF50's flexible configurations are perfect for all your electric fueling needs. Key features of the CPF50 include energy management, access control, and high power charging. With energy management, station owners may lower both installation and electricity costs with advanced tools such as panel sharing and scheduled charging. Access control features of the CPF50 include RFID cards assigned to vehicles or drivers, allowing only those approved drivers to charge at your stations. Stations may also be set to "just charge" mode, where drivers in an enclosed property need only to plug in their vehicle to begin a charging session. Additional features of the CPF50 include:

- **Best-in-Class Hardware:** CPF50 stations are rugged, tested and built to withstand the elements. They can be installed outdoors or indoors.
- **Innovative Cable Technology:** Keep cables safely off the ground with a self-retracting, maintenance-free, ultra-lightweight cable management system (available on select models).
- **Smart, Networked Charging:** Receive automatic software updates that deliver the latest improvements and features. Remotely monitor, manage, and configure stations. You can also get real-time station information, track the charging status of all vehicles with Valet view and auto-generate reports.
- **World-Class Support:** Our support team is standing by 24/7 to help your drivers. We provide a dedicated, expert technical support team to assist station owners during business hours.

For DC Fast Charge, ChargePoint offers its CPE250 station in both a standalone and paired configuration to meet high power EV charging requirements. The ChargePoint Express (CPE) 250 provides high-power DC charging in a small footprint. It is thoughtfully designed and is as intuitive to use and manage as an AC station. Express 250 is a smart, networked fast charger that offers all the functionality of the ChargePoint Network. At the heart of each Express 250 are 2 self-contained, easily swappable AC to DC Power Modules. This innovative design ensures that in the rare instance one module goes down, the station remains operational. It can be installed as a stand-alone station or in a paired configuration providing up to 25% more power than a 50kW station and 40% more with a paired configuration. When paired, smart power sharing and power allocation policies determine how much energy is allotted to each station in order to deliver flexible fast charging to two vehicles at a time. Additional features of the CPE250 include:

- **Connectors:** Universal compatibility ensures any EV with fast charging capabilities can be accommodated with open standard connectors: CHAdeMO, CCS1 (SAE J1772™ Combo), CCS2 (IEC 61851-23).
- **Form Factor:** Exceptional charging capacity in a slim package provides considerable installation flexibility and is visually pleasing.
- **Serviceability:** Modular components are field installable without any specialized tools or expertise.
- **Low Maintenance Costs:** Minimal moving parts and liquid cooling technology increase reliability and minimize ongoing field service for maintenance.
- **High Availability:** ChargePoint support monitors stations and power modules remotely 24x7. Intelligent diagnostics and machine learning techniques predictively prevent failures and ensure stations are always available for drivers.

7.2.4.	Public Sector Needs. Describe how the proposed charging equipment addresses the broad needs of the public sector. Your response may include but is not limited to, temperature rating, scalability, mounting options, cable length, enclosure rating, configurability (non-network vs network), charging capacity, range of use cases (such as charging equipment for employees, fleet vehicles, and requirements for the general public), and product features & capabilities.
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ChargePoint is an industry leader with the most open EV charging network, simplifies EV charging for your fleet. We make it easy and hassle-free to deploy EV charging, operate your fleet and save money. Our smart, networked charging stations are designed to make your operations easy to manage. You can get real-time charging station information and generate detailed reports on energy use, greenhouse gas emissions avoided, fuel savings and more, all from a single dashboard. We also continuously deliver automatic, over-the-air software updates, so you never have to wait for the latest features and improvements.

ChargePoint has a range of AC and DC chargers to accommodate the varying range of use cases a public sector may encounter. Stations deployed for public use, such as the CT4000 and CPE250 provide drivers with a simple user interface on a large touchscreen LED display to easily plug in, charge, and be on their way. ChargePoint stations that are publicly accessible are visible on the ChargePoint website map, on ChargePoint mobile applications (available for both Apple IOS and Android), as well as many in- dash POI systems from EV car manufacturers. These stations can also serve employees and municipal fleets, with infinitely customizable access control features using the ChargePoint Network Operating System (NOS).

Public facing stations have a variety of payment policies, which can be applied to stations. They include:

- 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, similar to how a parking meter operates.
- 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 N hours and another price is charged for every hour afterwards.
- Charge-Complete escalating pricing. One price is charged (free, hourly, or kWh fee) until the vehicle reaches full charge, then another fee is charged for every hour or minute afterwards, with an optional grace period that allows time for the driver to unplug and move their vehicle.
- Time-of-Day pricing. One fee 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. Citigroup may set unique policies for different classifications of drivers (e.g., employees vs. visitors) using the options above.
- Scheduled Pricing. All of the above options may be set by time of day and day of week. For example, free for employees during business hours M-F and then a parking rate of \$1/hour for everyone during evenings and weekends.

CPF50 stations serve as “behind the fence” use cases with a stripped-down interface that for ease of use for fleet vehicle charging. Stations that are restricted for use by only employees will only be visible on the ChargePoint network map to those drivers included on the access control policy. The general public will not see the stations on the map, and unless they physically see the station, the general public will not even know of the existence of the stations

One of the key features of a ChargePoint networked station is the ability to manage power to reduce infrastructure cost, and efficiently scale as electric fleets grow. ChargePoint’s Energy Management feature offers scalable site level and multi-site level solutions for budget savings and installation ease. These features 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 is typically set by an installer on the CT4000 product family using Help buttons and an installation wizard on the station LCD. Circuit share may also be remotely set 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. 40A circuits are standard, supporting up to 32A load (CT4000). Power Select is typically set by an installer using the installation wizard but may also be remotely set by ChargePoint Support when necessary. Power Select also enables integration with photovoltaic and battery storage systems.
- Power Management: Allows an aggregate maximum load to be set for a group of Level 2 stations at the circuit level, panel level and transformer/site level. This allows for oversubscription of electrical service and optimizes the active charging time of vehicles relative to their overall time the vehicles are parked. For example, Power Management for EVSE charging a fleet of 21 electric vehicles

at a site using common transformer and electrical panel may be configured for 45 kVA max aggregate load that would otherwise require up to 140 kVA power capacity. With Power Management, stations will self-manage to never exceed the threshold set for a 3-phase panel with feeders from 45 kVA transformer. ChargePoint Power Management enables efficient charging of an increased number of vehicles using available power at a site, reduces electrical infrastructure costs, and eliminates higher utility service costs associated with exceeding a peak power threshold. The stations in concert with ChargePoint cloud-based services actively manage the individual power output to each vehicle to ensure that the maximum allowed load is never exceeded. No additional hardware or systems are required onsite; all load management functions are fully automated and performed by the charging stations working in concert with ChargePoint cloud services. Vehicles charge normally at full power capacity as long as there is sufficient power available. As more vehicles begin charging, the output to each vehicle automatically adjusts to stay within the power allowance. As vehicles finish charging, the power is automatically redistributed to the remaining vehicles. Whereas vehicles come and go throughout the day and charge at varying power rates, ChargePoint Power Management allows charging up to two to eight times as many vehicles on a dedicated circuit or EV panel without increasing transformer or utility service capacity. This feature allows for capital expense cost savings, as well as operational cost savings. Also manage expensive service or demand charges by setting a load cap and spreading out the charging through a longer timeframe.

All ChargePoint stations are rigorously tested in our repurposed Underwriter Laboratories (UL) test lab with all its equipment to ensure quality and compliance is embedded at the earliest stages of product development. Each ChargePoint station is UL listed, meeting the stringent requirements of the nation's leading safety standards organization. The CPF50 and CT4000 stations are also ENERGY STAR® certified for energy efficiency.

7.2.5. | **Installation.** Describe your company's approach to providing installation services for the equipment included in your proposal.

ChargePoint has a nationwide network of Value Added Resellers and O&M partners capable of providing turn-key installation services for customers. Often, government entities prefer to use previously contracted vendors or employed tradespeople to perform the site preparation for charging station installation. ChargePoint can also work with these contracted vendors providing guidance for site make-ready or complete installations. For customers purchasing the ChargePoint Assure warranty, site validation services are performed by ChargePoint certified O&M partners; validation is performed on-site and includes inspection of power availability, panel, breaker, and wiring, confirmation of cellular and local network coverage (through Wi-Fi) and verification that all ChargePoint installation requirements are met.

7.2.6. | **Training.** Describe your company's capabilities and options for training your public sector customers.

ChargePoint has worked tirelessly to ensure a smooth and comprehensive user experience for its drivers and station owners, and has a long track record of success, providing the highest level of support in the industry. The ChargePoint marketing team has compiled dozens of "how-to" videos on ChargePoint's YouTube channel, as well as published user guides within the ChargePoint NOS itself. ChargePoint also has dedicated customer success and customer solutions teams that provide individual support for specialized projects and solutions station owners may face as they implement their charging solution. ChargePoint's driver support line, open 24x7x365, offers support to any driver using a ChargePoint station, as well as station owner support, available weekdays 8amEST-9pmEST.

7.2.7. | **Maintenance.** Describe your company's approach to providing equipment maintenance solutions.

ChargePoint offers a comprehensive parts and labor service called "Assure." We back our performance with a service level response time commitment and a 98% annual station uptime commitment.

Key benefits of ChargePoint Assure:

- Unlimited software configuration changes

- 98% annual uptime guarantee with non-performance penalty
- Standard one (1) business day response time to station failures or one (1) business day from Parts arrival when required
- Automated monthly summary reports and detailed quarterly reports of your station's performance metrics. We send the reports automatically, so you don't have to generate them.
- Proactive station monitoring and dispatch
- Labor coverage for station equipment issues typically not covered by warranty such as vandalism, abuse and accidents caused by reckless drivers or snowplows.
- Additional options are available upon request, such as strategic spares, consigned inventory, and customer training for on-site repairs and maintenance.

7.2.8. *Network/Software.* Identify and describe the networks and software solutions with which your EV charging equipment is compatible.

ChargePoint hardware is designed to work seamlessly with our software offering for a complete solution that provides a seamless, driver-friendly charging experience. ChargePoint operates the most advanced and open electric vehicle (EV) charging network in the world. We provide everything you need to offer a complete EV charging solution that can manage any Open Charge Point Protocol (OCPP) capable charging station as well as integrate with other electric mobility apps and connected systems.

7.2.9. *Reliability.* Provide the average uptime of each of the EV charger offered within this proposal. Identify the chargers with their respective manufacturer, product or model number, and product name.

All ChargePoint stations, including the CT4000, CPE250, and CPF50, are networked for real time visibility for continued uptime, maintenance, and support. ChargePoint works tirelessly to deliver a robust and reliable charging station, carrying industry standard UL and EnergyStar certifications. Average uptime for ChargePoint Assure customers is guaranteed at 98% for all stations; this number is generally higher, as stations are still able to charge even during a temporary network connection disruption, storing data within the station's internal memory for up to 90 days.

7.2.10. *Product Specifications.* Provide the technical specifications associated with each of the charger's your company is offering as a part of your response to this RFP.

CT4000

The CT4000 family of easy-to-use ADA compliant Level 2 charging stations integrate design and functionality with superior reliability and durability. All CT4000 models offer one or two standard SAE J1772™ Level 2 charging ports, each supplying up to 7.2kW (208/240VAC @ 30A). Bollard and wall-mount configurations are available for easy installation anywhere.

ChargePoint stations are rigorously tested to be safe and reliable, as well as designed to withstand severe weather events. Every CT4000 comes standard with cord management, with 18' and 23' cable length options available. The need for drivers to coil up the cord is eliminated with the self-retracting cord management system, ensuring that the cord is always off the ground when not in use. The cord management utilizes a counterweight system to ensure that the pull on the cord is not excessive and maintenance is minimal.

- UL listed for USA and UL certified for Canada; Complies with UL 2594, UL 2231-1, UL 2231-2, and NEC Article 625
- Rated for outdoor usage, NEMA 3R
- Full -30C to +50C (-22F to 122F) operation including cord management
- AC Input (208V to 240VAC) @ 30 Amps (40A breakers at the panel)
- LED status indicators and 5.7" LCD display providing driver instructions and station status
- Downloadable full motion videos
- Replaceable signage on cord management pole
- Modular assembly for fast installation and service

- Next generation charging cord that remains flexible even at low temperature
- RFID supports virtually all formats, including ChargePoint cards, contactless credit cards, and NFC (including Apple Pay, Android Pay)
- Locking Holsters – deters vandalism, improves safety
- Advanced CCID, fault retry, and overcurrent detect features avoid truck rolls from vehicle induced faults
- Multi-carrier modem technology assures plug and play communications
- Fully software upgradable over-the-air
- Each port individually metered
- Bollard style pedestal mount and wall mount options available, ADA compliant CPF50

The CPF50 charging station is a 12kW single output station designed for “behind the fence” fleet depot charging applications. With an ergonomically designed connector loading dock and multicolor LED status indicators, CPF50 delivers Level 2 (208/240V @ 50A) charging and is compatible with plug-in electric vehicles that comply with the SAE J1772 plug-in electric vehicle charging standard, including Tesla with their inlet adapter.

- Networked, 50A, Level 2 Smart Charger
- Metered & UL Listed
- Rated for indoor and outdoor use (NEMA-3R)
- RFID access control
- ISO15118 hardware support
- Multi-colored LED Status Indicator and Beeper
- Secure encrypted Wi-Fi connectivity to ChargePoint Gateway (CPGW),
- Separate Gateway (CPGW) provides cellular connectivity to up to 9 stations, providing flexibility of station installation
- Works with Clean Cord Technology, 18 and 23-foot J1772 cable options
- Multiple configurations (Wall/Pedestal, Single/Dual, Optional CMK)
- CPF50 Circuit Sharing: Allows a single circuit to dynamically share power on up to 4 ports.

Energy Star Certified

All ChargePoint Level 2 charging stations are Energy Star certified. The U.S. Environmental Protection Agency (EPA) administers the ENERGY STAR program, which independently certifies products that use energy efficiently. ChargePoint and other EV charging solution providers worked with the EPA to develop efficiency standards for EV charging stations, and ENERGY STAR certified EV charging stations use 40% less energy than those that are not certified when not charging.

CPE250

CPE250 DC fast charger is capable of 62.5kW of power and also supports a “pairing” configuration wherein power is intelligently shared between two units, allowing a single high-voltage vehicle to charge at up to 125kW, a single 400V vehicle to charge at up to 80kW, or two vehicles to share the 125kW of available power for simultaneous charging.

- DC-Fast Charging Station for plug charging in accordance with CCS Type 1 and CHAdeMO)
- AC Input: 480VAC 3-phase 60Hz
- DC output voltage: 200-1000VDC
- Maximum Output Power: 62.5kW
- Maximum Modules per Station: 2
- Cable Reach: 14'

- Authentication RFID ISO 15693, ISO 14443, NFC
- Wide Area Network: 4G/LTE on multiple carriers (AT&T, Verizon, Sprint)
- Station Enclosure: NEMA 3R/IP54
- Safety Compliance: IEC 62196, IEC 61851
- Station Surge Protection: EN55011, EN55022, IEC61000-4
- Dimensions 7'4" x 2'4" x 1'4"•Weight: 734 lbs (with power modules)
- Operating Temperature -30° C to +50° C (-22° F to +122° F)
- Operating Humidity Up to 95% @ +50° C (+122° F) non-condensing
- OCPP1.6-JSON Compliant

7.2.11. *Quality Control.* Describe your company's quality control procedures related to the manufacturing of EV charging equipment.

ChargePoint's two Quality departments (Hardware and Software), totaling more than 40 people are responsible for all aspects of product and field quality. These two departments work closely with R&D, Operations, Product management, and Customer Support to ensure quality across the company and throughout the customer experience. Bi-directional quality feedback allows for processes and data in each stage of the value chain to benefit from cross-functional communication and collaboration.

Our quality assurance processes include:

- Extensive SW QA testing on all new releases and updates, including a formal bug tracking and resolution process
- We carry out factory visits to our key suppliers on a monthly to semi-annual basis. These visits range from general quality audits to extensive process reviews. We are very aggressive in responding to quality issues with suppliers and visit vendors sooner rather than later when a quality problem or risk arises. We require suppliers to perform root cause analysis on all significant quality issues and to establish and implement corrective actions plans
- Weekly review of manufacturing yield and defect data from our primary manufacturing partners, including a review of all test failures
- 100% root cause analysis of field failures
- Ongoing reliability testing carried out on a weekly basis
- Weekly cross function quality meetings to review open quality issues and risks with executive level participation
- Closed loop Supplier Corrective Action Request process
- Formal Design Validation and Reliability Test plans are established and carried out on all new products
- First Article Evaluation process for all new custom parts and modifications
- ChargePoint utilizes 100% functional test processes at the board and system level for all products
- All PCBA and systems are serialized, and factory test history and configuration data are kept for all systems
- Through our ChargePoint Network we can monitor in real time the operating status and health of all installed systems
- We perform remote diagnostics on systems in the field and install over-the-air software updates to correct bugs and add features

7.2.12. *Open Charge Point Protocol.* Is the charging equipment included in your proposal comply with Open Charge Point Protocol? Yes No

ChargePoint hardware is OCPP version 1.6J-SON compliant.

7.2.13. *ADA Compliance.* Does the EV charging equipment included in your proposal comply with American with Disabilities Act requirements? Yes No

All ChargePoint hardware is engineered to meet ADA compliance; we offer detailed site readiness and installation guides to ensure proper ADA compliance is achieved during installation.

7.2.14.	National Electric Code Article 625. Does the EV charging equipment included in your proposal comply with American with the National Electric Code Article 625?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.2.15.	Underwriters Laboratories 2594. Does the EV charging equipment included in your proposal meet the standards in American with Underwriters Laboratories 2594?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.2.16.	International Electrochemical Commission 61851. Does the EV charging equipment included in your proposal meet the requirements in International Electrochemical Commission 61851?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.2.17.	Other Standards & Requirements. Identify and describe any other standards or requirements your equipment is manufactured to meet.
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All ChargePoint Level 2 charging stations are Energy Star certified, including our commercial CT4000 and CPF50 product families. ChargePoint® Home is the first EV charger to earn ENERGY STAR certification for using energy efficiently. ChargePoint Home, which also recently won the Architizer A+ Award for Popular Choice in the Smart Home Category, adds up to 25 miles of range per hour to any EV and has accumulated more than 1,000,000 home charging sessions across 47 states to date and continues to grow.

The U.S. Environmental Protection Agency (EPA) administers the ENERGY STAR program, which independently certifies products that use energy efficiently. ChargePoint and other EV charging solution providers worked with the EPA to develop efficiency standards for EV charging stations, and ENERGY STAR certified EV charging stations use 40% less energy than those that are not certified when not charging. ChargePoint Home is the first EV charging station to earn ENERGY STAR certification, validating that it uses energy as efficiently as possible, saves energy and can help reduce EV drivers' energy bills.

7.3. Network/Software

7.3.1.	Is your company able to provide EV charging network options as a part of your proposal? If yes, continue to answer questions in Section 7.3.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.3.2.	Is your company an EV charging network provider?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.3.3.	Is your company an EV software developer?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to enter response.](#)

7.3.4. *Network Offering.* Describe the network options available as a part of your proposal.

All ChargePoint stations, including the CT4000, CPF50, and CPE250 utilize ChargePoint Cloud Services. Cloud Services include the communications connection to the ChargePoint Network (as implied in this question) as well as all the software, app and value added features described below and throughout this proposal. Stations are connected to the ChargePoint Network via internal cellular modem, with no local site connection required. Customers pay annually for the appropriate Cloud Services subscription their application requires but ChargePoint does not charge separately for communication connection (e.g. cellular data plan).

7.3.5. *Software Offering.* Describe the available software options. Your response should include, but is not limited to, the features and capabilities of each software solution included in your proposal.

ChargePoint has a team of over 100 in-house software engineers that design, develop, and maintain all aspects of our charging solution. Our charging stations, mobile applications, and network management platform are designed to work seamlessly together to provide the best station owner and driver experiences in the market. Being fully integrated means that ChargePoint can bring innovative solutions to the market without the need to coordinate multiple 3rd parties, and should any issues be discovered ChargePoint is the single point of contact for resolution.

ChargePoint and our partners have extensive experience working with government entities to successfully manage large deployments on their behalf. Success to ChargePoint means a consistent, reliable driver experience as well as a feature rich software platform that allows for ease of management, and responsive support when necessary.

The ChargePoint Network Operating System (NOS) provides the tools necessary to pull data, actively monitor and manage stations, including real-time status for every charging port.

Key Network Features

- **Station Locations & Availability:** complete visibility of stations and their availability make it easy for drivers to find a compatible charger.
- **Access Control:** Manage and control access to charging stations based on well-defined policies. Enhance the value for the station owner with the right level of control.
- **Flexible Pricing:** Provide the station owner with pricing controls that are in line with station usage. Provide flexibility to update pricing as usage changes.
- **Authorization, Authentication & Accounting:** Ensure safe and secure payment for charging. Security measures include the pseudonymization and encryption of personal data and other capable security measures that ensure the ongoing confidentiality, integrity, availability and resilience of the network.
- **Power Management:** Ensure that charging stations never draw more power than the site can provide.
- **Demand Response:** ChargePoint offers an OpenADR2.0b certified VEN for use with utility driven demand response programs.
- **Driver Notifications:** Notify EV drivers about station availability, state of charge and other key messages to enhance your relationship with drivers.
- **Queueing (Waitlist):** Increase utilization of stations and charge more vehicles by enabling drivers to get in a virtual queue for stations.
- **Fleet Services:** Integrate with fleet systems (fleet management, route monitoring, etc.) to provide critical data and insights.
- **Station Support:** ChargePoint responds quickly and effectively to any situation that occurs at a station.
- **Scalability:** Support the growth of stations worldwide. Provide consistent, high-quality functionality.

7.3.6.	Open Charge Point Protocol. Does the software provided by your company subscribe to Open Charge Point Protocol (OCPP)?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
ChargePoint is OCPP 1.6J-SON compliant		
7.3.7.	Training. Describe your capabilities and options for training your public sector customers in the use of your network/software solution(s).	
ChargePoint has a plethora of online training tutorials, user guides, and training modules public sector customers can access to make full use of the in-depth functionality available with ChargePoint's Network operating system. In addition to this information, ChargePoint's world class support, customer success, and customer solutions teams can provide public sector customers with answers and guidance to any specific applications they may wish to utilize.		
7.3.8.	Reporting Capabilities. Describe the reporting capabilities of the proposed software solutions. Provide a list of the types of reports your solution is able to provide. Screenshots or sample reports can be included in your response or as an attachment in accordance with Attachment A - Section 2.3.	
<p>ChargePoint stations are networked for real time reporting and visibility. The Network Operating System (NOS) has a robust reports section that provides the following reports (exportable in pdf or csv formats):</p> <ul style="list-style-type: none"> • Analytics: A large collection of information, including peak occupancy, session information, energy dispensed, and GHG savings. There are several reports that should be highlighted: • The Unique Driver Report shows how many different drivers utilize the station in a given timeframe. This is very useful in determining whether you have the same people charging all the time at the stations or if there a wide variety of drivers are using the stations. • The Session Length Histogram Report shows the average stay time at a station. When stations are used all the time it is important to look at how long people are staying. • The Average Utilization Report shows how many hours during the day stations are being used. • 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 on a monthly basis. • 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. • Advanced Energy Reporting • The Enterprise Service Plan includes 15-minute data collection, moving to 2 minute collection. All data is exportable to CSV file and available via the ChargePoint Web Services API. User-friendly reports are available showing: <ul style="list-style-type: none"> • Energy (by Time of Day): See how much energy (kWh) is dispensed during the day, by station or by group. Quickly spot periods of high utilization and view the impact of Demand Response events. Each line in the graph represents a different day. • Peak Power (by Day): Easily view the peak instantaneous power on any given day, by station or by group. Use this data to avoid expensive demand charges • Peak Power (by Time of Day): View peak power during the day. Easily track the impact of Demand Response events. • Average Power (by Time of Day): View interval average power. • Logs: Detailed log entries are made for every Demand Response event. 		
7.3.9.	Communication Capabilities. Describe the communication capabilities of the proposed network solution(s).	

ChargePoint stations communicate via secure (encrypted) VPN over a private M2M cellular data network and do not require any local IT network infrastructure and do not connect to the site host network.

7.3.10. | **Data Security.** Describe your data security practices for payment processing and user information.

ChargePoint is PCI certified as both a service provider and merchant and recently received its SOC2 certification.

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 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.

7.3.11. | **User Groups.** How does your network able to accommodate different types of use cases? Describe the ability of your proposed solution to accommodate different types of user groups. Your answer should include, but is not limited to, the different types of user groups common to the public sector like, fleet, public, and employees as it relates to access, availability, and pricing structures.

ChargePoint solutions are versatile and can be customized. Station owners/site hosts are in complete control of who can use them, how much drivers pay to use them, and what messaging and video content to display. Every station or group of stations may have a different pricing policy applied, or all stations may be provisioned exactly the same – providing the ultimate in flexibility.

ChargePoint stations that are accessible to the public are visible on the ChargePoint website map, on ChargePoint mobile applications (available for both Apple IOS and Android), as well as many in-dash POI systems from EV car manufacturers. All publicly accessible ChargePoint connected stations are listed in the Alternative Fuels Database (AFDB) of the U.S. Department of Energy, which is managed by the National Renewable Energy Laboratory (NREL) for use with 3rd party services.

Access Control

Stations that are restricted for use by only employees will only be visible on the ChargePoint network map to those drivers included on the access control policy. The general public will not see the stations on the map, and unless they physically see the station, the general public will not even know of the existence of the stations.

This flexibility allows station owners to ensure that only the appropriate parties have visibility to stations, if it's in use or occupied, and when a port comes available should they be waiting.

Access control policies may be set up by site hosts to restrict usage of charging stations using rules that vary for different driver groups, for example employees and tenants, as well as "all other drivers".

The ChargePoint network platform provides the ability to control access to your stations based on time of day and day of week. During normal business hours, say 8am to 5pm you may limit usage of the stations to only your employees. Starting at 5pm on weekdays and

all day on weekends the stations can become unrestricted, so that anyone may use them and pay for their use. This may be desirable if an organization wants to restrict station access during the day and also allow the general public to charge during evenings or weekends, especially if the charging stations are located near event centers or athletic stadiums, and as a way to promote EV adoption in the surrounding community.

Driver Groups

Driver groups are easily set up using a Connections feature in ChargePoint to “connect” site hosts with employees, tenants, multifamily residents, loyalty customers, ride share services, season ticket holders, and any group of drivers for which you may want to allow access to your EVSE or benefit from any preferred pricing rates. 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.). Station owners/site hosts optionally include specific terms and conditions of use. Connection requests from drivers in ChargePoint may be manually or automatically approved by the site host.

Pricing Policy

Station owners may set pricing that is 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, similar to how a parking meter operates.
- 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 N hours and another price is charged for every hour afterwards.
- Charge-Complete escalating pricing. One price is charged (free, hourly, or kWh fee) until the vehicle reaches full charge, then another price is charged for every hour 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. One may also configure an energy rate on a per kWh basis and an hourly rate that goes into effect only after a configurable grace period when the vehicle stops drawing energy.
- 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. For example, free for employees during business hours M-F and then a parking rate of \$1/hour for everyone during evenings and weekends.

ChargePoint Waitlist

Enabling the Waitlist feature makes it easy for drivers to share ports and help you efficiently serve more drivers with fewer stations. Waitlist is ideal in many workplace environments, as well as in multifamily communities with shared-use charging stations. Waitlist can maximize the utilization of stations, improve visibility into demand, and minimize disruption to drivers.

Waitlist works by allowing drivers to get in line for the next available charging station, informing them when a station becomes available, and even holding it for them while they walk to their vehicle, drive it to the station, and plug in. The driver decides which ports he wishes to line up for and joins a “virtual lineup”. As ports free up notifications are sent to the first driver in line and the port is temporarily reserved just for that driver. The driver has the ability to accept the reservation and use the port, or the driver may decide to skip his turn and let the person behind go ahead – while retaining his place in line or may simply opt-out of line altogether.

Detailed reports are available to monitor the waitlist and ensure the policies put in place are having the desired effect, including queue depth and average wait time.

7.3.12. *Other Software.* Identify any other software solutions for the public sector included in your proposal. Your response may include fleet or facility management software.

ChargePoint software has a unique energy management feature that allows public sector fleets to reduce infrastructure costs and increase scalability by sharing power at the circuit, panel, site, and multi-site level. These features allow station owners to dynamically manage the power distributed to stations based on various factors including time of day, existing infrastructure capacity, stepped installations, etc. Listed below are the various energy management functions, and how the ChargePoint software manages the energy:

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 is typically set by an installer on the CT4000 product family using Help buttons and an installation wizard on the station LCD. Circuit share may also be remotely set 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. 40A circuits are standard, supporting up to 32A load (CT4000). Power Select is typically set by an installer using the installation wizard but may also be remotely set by ChargePoint Support when necessary. Power Select also enables integration with photovoltaic and battery storage systems.

Power Management: Allows an aggregate maximum load to be set for a group of Level 2 stations at the circuit level, panel level and transformer/site level. This allows for oversubscription of electrical service and optimizes the active charging time of vehicles relative to their overall time the vehicles are parked. For example, Power Management for EVSE charging a fleet of 21 electric vehicles at a site using common transformer and electrical panel may be configured for 45 kVA max aggregate load that would otherwise require up to 140 kVA power capacity. With Power Management, stations will self-manage to never exceed the threshold set for a 3-phase panel with feeders from 45 kVA transformer.

ChargePoint Power Management enables efficient charging of an increased number of vehicles using available power at a site, reduces electrical infrastructure costs, and eliminates higher utility service costs associated with exceeding a peak power threshold. The stations in concert with ChargePoint cloud- based services actively manage the individual power output to each vehicle to ensure that the maximum allowed load is never exceeded. No additional hardware or systems are required onsite; all load management functions are fully automated and performed by the charging stations working in concert with ChargePoint cloud services. Vehicles charge normally at full power capacity as long as there is sufficient power available. As more vehicles begin charging, the output to each vehicle automatically adjusts to stay within the power allowance. As vehicles finish charging, the power is automatically redistributed to the remaining vehicles. Whereas vehicles come and go throughout the day and charge at varying power rates, ChargePoint Power Management allows charging up to two to eight times as many vehicles on a dedicated circuit or EV panel without increasing transformer or utility service capacity. This feature allows for capital expense cost savings, as well as operational cost savings. Also manage expensive service or demand charges by setting a load cap and spreading out the charging through a longer timeframe.

7.3.13. *Integration.* With which other enterprise software systems is your network/software solution(s) able to integrate?

ChargePoint is an Open Network solution with the ability to integrate with various software systems. ChargePoint offers an extensive API library for live station data and intelligent automated control as part of our network services and system integration options. As a Silicon Valley company with one of the largest engineering teams in the EV charging industry, our technical expertise can be brought to bear against any integration request to seamlessly blend our best-in-class driver services with 3rd party systems.

Section 8. Customer Service

8.1. Customer Service

8.1.1.	<p>Overview. Describe your company's Customer Service Department. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company or if they are a network of subcontractors.</p>
<p>ChargePoint provides 24/7 toll-free live driver support in multiple languages, including English, French, and Spanish. With over 49,000 charging spots, ChargePoint has a long track record of success and provides the highest level of support in the industry.</p> <p>EV Driver and ChargePoint Account Assistance U.S. and Canada Toll Free: 1-888-758-4389 (24 hours)</p> <p>Station Owner, Installer and Partner Support: U.S. and Canada Toll Free: 1-877-850-4562 (Mon - Fri, 5 AM PST - 6 PM PST)</p> <p>ChargePoint believes customer support is too valuable to be left in the hands of independent contractors. ChargePoint has a staff of over 70 employees on the customer support team located in Scottsdale, Arizona.</p> <p>ChargePoint Support provides hassle-free solutions to drivers. Information and support options include a 24-hour assistance line in English and French, email support, and a mobile app that enables drivers to determine charging station location and availability, as well as access and modify personal account information. Annually, ChargePoint Support manages approximately 143,000 customer interactions.</p>	
8.1.2.	<p>Complaint Resolution. Describe your customer complaint resolution process. Describe how unresolved complaints are handled.</p>
<p>ChargePoint support representatives use a ticketing-based system to log, track, update, and resolve driver and station owner complaints. When a ticket is created, the complainant's contact information is recorded, and the customer is update throughout the resolution process. Attached is a pdf flow chart of how complaints are managed and resolved by ChargePoint support.</p>	

Section 9. Warranty

9.1. Warranty

9.1.1.	<p>Warranty. Provide a copy of all relevant warranties. If required, please include the warranties as an attachment as instructed in Section 2.3 of this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Please indicate, and describe if applicable, if there are any optional extended warranty coverage options available to Members. Pricing related to the any extended warranty options must be included in Attachment B.</p>
<p>ChargePoint Commercial Stations Standard Warranty: ChargePoint offers best-in-class hardware and industry leading support. Our standard warranty is one-year parts only when installed by a ChargePoint Certified Installer. We recommend upgrading your standard warranty to ChargePoint's Assure maintenance and management plan for a comprehensive, turnkey, hassle-free station ownership experience as a replacement to the standard parts warranty.</p> <p>ChargePoint Assure is the most comprehensive EV station maintenance and management program in the industry. Assure enhances your standard parts warranty with dispatched labor at committed service levels to perform on-site repairs, as well as a long list of additional features. Should a charging station fail due to a manufacturing defect or accident, the ChargePoint Support team will rush to your site to repair or replace the station. You may purchase up to five years of ChargePoint Assure coverage.</p> <p>Additional Assure features include:</p> <ul style="list-style-type: none"> • 24X7 proactive station health monitoring • Proactive dispatch of repair technicians when required • One (1) business day on-site response after parts are onsite • Unlimited software configuration changes • 98% annual uptime guarantee with financial penalty 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 	
9.1.2.	<p>Claims. Describe your warranty claims process.</p>
<p>Please refer to section 8, response 8.1.2.</p>	
9.1.2.1.	<p>Full Coverage. Does the warranty cover all products, parts, and labor? If no, provide further explanation. <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>Click here to provide additional commentary, if necessary.</p>	
9.1.2.2.	<p>Technician's Expense. Does the warranty cover the expense of technicians' travel time and mileage to perform the warranty work? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>Click here to provide additional commentary, if necessary.</p>	
9.1.2.3.	<p>Prorated Coverage. Is the manufacturer's warranty coverage prorated? If yes, provide further explanation as to how the prorated feature of the warranty may affect current or future Members. <input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>Unclear where coverage where coverage would need to be prorated.</p>	

9.1.2.4.	Third Party Coverage. Is the manufacturer warranty offered through, administered by, and/or financially backed by a third-party? If yes, provide information and background about the third-party insurer.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Click here to provide additional commentary, if necessary.		
9.1.2.5.	Warranty Limits. Does manufacturer warranty place any limits that would adversely affect coverage? Describe any limits to your warranty coverage.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Please refer to ChargePoint's Standard Parts Warranty for additional information.		
9.1.2.6.	Product Coverage. Does the warranty cover products made by other manufacturers that are part of your proposal, or are these warranties typically passed on to the original manufacturer? Describe any limits to your warranty's coverage as it relates to products manufacturer by other companies.	<input type="checkbox"/> Yes <input type="checkbox"/> No
N/A ChargePoint has proposed nothing manufactured by others.		

Section 10. Additional Features & Other Offerings

10.1. Additional Features

10.1.1.	Value Add. Describe any other features or capabilities relating to electric vehicles or EV charging that would improve or enhance the Program. Your response may include, but is not limited to, ecommerce capabilities, marketing capabilities, green initiatives, and technological advancements.
ChargePoint has included it's entire product portfolio in support of Sourcing Alliance's membership community and are committed to offering new products and services as they are made available in the future.	
In addition, ChargePoint is leading the effort to create peer-to-peer roaming agreements that make it easy for drivers to charge wherever they go. ChargePoint operates more than 100,000 charging spots, and established roaming agreements with EVgo, Greenlots, Electrify America and EVBox, together representing the largest EV charging networks in the world. Furthermore, the framework of our business model is built upon the equal sharing of information between networks without added roaming fees for drivers.	

10.2. Additional Offerings

10.2.1.	Other Capabilities. Identify and describe any other products and/or services your company offers outside the primary scope of this RFP that can be made available to Members. Any products or services offered in this section will only be considered if pricing is offered in <u>Attachment B – Cost Proposal</u> in accordance with the directions provide in <u>RFP Section 2.3 Cost Proposal & Pricing Template</u> .
ChargePoint is always innovating new products and services. As these products and services comes online, we will be updating and revising our product offering and support to Sourcing Alliance.	

Section 11. Partnering with Sourcing Alliance

11.1. Bidder Organizational Structure & Staffing of Relationship

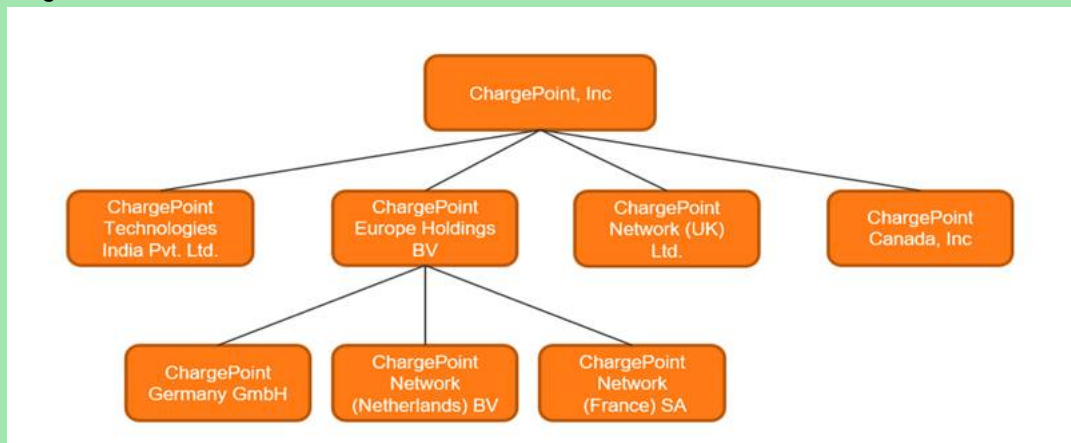
11.1.1.	<p>Primary Point of Contact for Sourcing Alliance/Equalis Group. Who is the individual that will serve as Sourcing Alliance/Equalis Group's primary point of contact for developing and implementing a go-to-market strategy to increase Program participation by local governments and educational institutions across the country? Include the individual's name, title, a description of their role, and a resume or biography.</p>
<p>John Gilbrook, Regional Sales Director Northeast and Canada. John oversees all sales and account management activities for the New England, New York and New Jersey markets. He also leads the sales strategy for Canada. John has been with ChargePoint for over 6 years holding various positions in the Sales organization. Throughout his career at ChargePoint, John has successfully initiated and executed a multitude of public sector contracts and projects including most activities related to ChargePoint's Sourcewell award. Prior to ChargePoint, John oversaw all electric and natural gas transportation activities at National Grid in Waltham MA. During his time at National Grid he assessed market and technology progression and established National Grid's early policy and go-to-market posture for these technologies.</p>	
11.1.2.	<p>Key Staff. Provide the names, roles, and tenure with the company of other key staff members who will be working with Sourcing Alliance/Equalis Group in such areas as sales management, field sales, marketing, collateral development and approval, accounting, and reporting.</p>
<p>John Gilbrook, Regional Sales Director, 6 years w/ ChargePoint. Primary contact, contract lead and organization liason.</p> <p>Erik Fogelberg, VP Sales-Americas, 1 year at ChargePoint. Reporting to CRO Michael Hughes, Erik sets the strategic direction and leads the direct field and inside sales team for the Americas. Erik will act as primary executive sponsor and overarching enabler of sales and marketing participation.</p> <p>Adam Cook, VP Channel Sales, 1 year at ChargePoint. Reporting to CRO Michael Hughes, Adam sets the strategic direction and leads the channel team. ChargePoint's channel program is the largest, most mature and diverse in the EV charging solutions space with more than 600 channel partners currently. It is comprised of various partner disciplines from international electrical materials distributors to specialized value added resellers. It will be through these partners that ChargePoint will be able to reach and support Sourcing Alliance at any membership level, anywhere in the US.</p> <p>Aarti Kumar, VP Sales Operations, 1 year at ChargePoint. Reporting to CRO Michael Hughes, Aarti is responsible for all ChargePoint Sales Operations. Her team will be responsible for producing required reporting and ensure ChargePoint adheres to any and all administrative commitments.</p> <p>Wendy Wilson, VP of Marketing, 3 years at ChargePoint. Reporting to CMO Colleen Jansen, Wendy is responsible for a broad spectrum of marketing activities at ChargePoint. Specifically, Wendy and her team support marketing campaigns that drive new customer acquisition. Wendy and her team would work together with key staff and Sourcing Alliance to develop the most effective and feasible marketing plan to promote a ChargePoint/Sourcing Alliance contract and membership. These could include email campaigns, webinars, customer stories/testimonials, etc.</p> <p>Within and beyond the above group ChargePoint also intends to bring various resources to bear to support Sourcing Alliance members as projects require. These resources include...</p> <ul style="list-style-type: none"> - Direct Sales Representatives – Representatives covering all US and Canadian geographies with responsibilities to support all customers with and without channel partners. - Customer Success Managers – Internal resources to help guide new customers in the use and optimization of their charging system. 	

- Station owner support – Technical support resources available to station owners during business hours.
- Solutions Engineering – Technical experts available to support most project design and development activities.
- Customer and Channel marketing – Resources to support marketing activities aimed at both customers and channel partners.
- Incentive capture support – Resources to aid in the identification and capture of available project subsidies anywhere in North America.

Channel partners, installers and maintenance providers – A nationwide network of partners to provide on-site support to design, install, maintain and repair EV charging deployments of any size and type.

11.1.3. **Organizational Chart.** Provide an organizational chart describing the roles and reporting relationships of senior management and departments or divisions within your company.

Organization Structure:



Organization Chart:



11.1.4. **Sales Organization.** Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, segmentation by account size, inside sales, field sales, and how sales representatives are compensated (e.g., on gross revenue, profitability, or some other formula).

ChargePoint has over 80 employees in sales. ChargePoint has its own regionally based outside sales teams covering every state within the US and all of the provinces in Canada. Generally, public sector sales are a focus of all sales people and resellers and not limited to a smaller group. In some select geographies with vast public sector demand, Public Sector specialists have been designated. Sourcing Alliance would be a natural focus for them.

In addition to our outside sales team we also have corporate based inside sales teams. Through our marketing efforts, existing client base, and market reputation, we receive a significant amount of inbound inquiries. To streamline this process for customers, we have a designated inside sales team that handle inbound inquiries and outbound prospecting. Once an opportunity is qualified, the inside

sales person connects the customer with the local regional sales representative and/or channel partner who will work with the customer from this point. This inside team would be focused on proactive outreach to Sourcing Alliance members and will also be following up on leads that are generated through various marketing initiatives. Once a connection is made, the inside sales person will introduce the appropriate regional sales person.

ChargePoint has a network of over 280 Electrical Distributors and Value-Added Resellers (channel partners) located throughout the US and Canada. Each of these resellers are capable of some mix of the following; solution recommendation and scoping, on-site evaluation, installation quotation, installation execution, incentive capture and ChargePoint solution sales, service and repair. Finally, many of these partners have their own sales and marketing teams.

11.1.5.	<p>Five (5) Year Sales Vision & Strategy. A piggybackable Group Purchasing Agreement with Sourcing Alliance/Equalis Group provides your company with an opportunity to win new and renew existing local government and educational institution business through an exemption to the traditional bid/RFP process. In other words, public sector entities that want to purchase your company's products and services can do so without having to conduct a bid or RFP. Describe your company's vision and strategy to leverage a piggybackable Group Purchasing Agreement with Sourcing Alliance/Equalis Group to win and retain local government and educational institution business over the next five (5) years.</p>
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As described in question 11.1.7, ChargePoint's intent would be to immediately train and mobilize the extended sales team (e.g. employees and channel partners) to promote the Sourcing Alliance contract and its benefits. As previously mentioned ChargePoint has experience with contracts of this type via Sourcewell and as such would draw on lessons learned to expand the use of Sourcing Alliance as quickly and greatly as possible.

11.1.6.	<p>Driving Program Participation & Revenue. What geographies and vertical markets will be targeted and in what timeframe?</p>
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All North American markets are available now

11.1.7.	<p>Group Purchasing Agreement Deployment with Sales Team. How will the piggybackable Group Purchasing Agreement be deployed with your public sector sales team?</p>
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As mentioned in question 11.1.4, most ChargePoint sales people and resellers focus on the public sector. As such, we would not limited contract deployment to any one group.

Upon award, ChargePoint will proactively promote the contract. As the industry leader, ChargePoint has experience deploying large scale programs across North America and have the resources necessary to quickly train staff and partners on new initiatives. Here is an outline of our training approach:

- Contract Launch – Appropriate stakeholders from ChargePoint will attend this meeting to learn more about best practices and successful deployments.
- ChargePoint Project Team Planning: After the contract launch our ChargePoint project team will immediately develop a training presentation and material for sales management, direct sales team, our marketing team, and our partner network. We will seek Sourcing Alliance's input on our planned presentation prior to performing any training sessions.
- Training deployment: We will coordinate training sessions for sales management, direct sales teams, our marketing team, and our partner network. We do these trainings often and typically via webinar. The partner training will be separate from our internal trainings.

Training follow up:

- ChargePoint employees: After the initial training we will have follow up webinars with direct sales to make sure this is top of mind. We will share success stories with the team to keep "buzz" going.
- Partner: After initial training, we will have follow up webinars and email campaigns sent to all partners promoting the contract. We will continue to train them on how to leverage this contract within the markets they cover. We currently host several partner trainings throughout the year and will make sure this is a topic.

- Website: We will have a link on the "Current Incentives" page on our website so Sourcing Alliance members, ChargePoint employees, and partners can learn more about the award.

11.1.8. *Sales Team Incentives.* How will your sales team be incentivized to leverage the Sourcing Alliance/Equalis Group piggybackable Group Purchasing Agreement when pursuing public sector business?

The ChargePoint sales team earns commission on sales made within their geographic or vertical coverage area. The Sourcing Alliance/Equalis Group piggybackable Group Purchasing Agreement would simplify and shorten the procurement process for current and prospective members interested in purchasing. This simplification, coupled with existing demand and available financial subsidies combine to create a compelling incentive for any ChargePoint sales representative or reseller.

11.1.9. *Revenue Objectives.* What are your revenue objectives in each of the five (5) years of the piggybackable master agreement?

The below is an estimate based on limited experience with Sourcing Alliance and its membership. Given ChargePoint's breadth of product offerings, channel reach, position in the market, strong backing, public sector and GPO contract experience we're confident these can be exceeded. Especially if Sourcing Alliance membership grows.

- Year 1: \$100,000
- Year 2: \$200,000
- Year 3: \$300,000
- Year 4: \$500,000
- Year 5: \$1,000,000

11.1.10. *New Business Acquisition.* What is your strategy for winning new business under the Sourcing Alliance/Equalis Group exemption from traditional bid/RFP processes?

Electric vehicles and the requisite charging solutions that support them are still new to most. As such, new customers acquisition is something we are always doing. We approach this in a variety of different ways including but not limited to...

- Brand recognition - As the largest EV charging network, new customers often find us. Either by interacting with our stations, being referred by one of our customers or finding us on the web. See our website to learn more <https://www.chargepoint.com/>
- Marketing activities - We are always generating and promoting valuable customer content and tools. We often promote this content through social media, email and interactive webinars. In most cases successful customer case studies are at the center.
- Channel Network - As previously mentioned, ChargePoint has a vast and dynamic channel of more than 280 partner organizations. Some have hundreds or thousands of brands and locations. As the interest in electrification has grown so has the interest in these entities to not only offer but actively promote our products and services to their customers. It is uncommon for any new customer to not already have a familiar business relationship with one or more of our channel partners. These connections not only allow us to reach more customers but also allow us to make the process more familiar and easy for them.
- Incentive catalogueing and mapping - Across North America various subsidies are being offered to support the purchase and installation of EVSE. ChargePoint has created a living archive of this information as well as a mechanism to map any customer's project type and location to available incentives. We also support application completion and as noted elsewhere, project design and installation through our partner network. We offer this service to new and existing customers.

11.1.11. *Existing Business Retention.* What is your strategy for retaining existing business under the Sourcing Alliance/Equalis Group exemption from traditional bid/RFP processes?

First and foremost ChargePoint provides the very best products and customer experience so customers remain more than satisfied. Unlike other suppliers or resellers ChargePoint doesn't just sell the charging solution. We also support the customer through installation

and beyond. Our sales people and channel partners (if involved) often stay in touch long after installation. Our driver and station owner support group handle any regular questions or technical issues that arise. With our Assure Maintenance plan, Support is also able to proactively monitor stations and make necessary repairs by way of our national network of O&M partners.

Aside from the day to day support, existing customer relationships are uniquely valuable to ChargePoint as a result of EV technology adoption. In most cases, new customers start with small pilot deployments of vehicles or charging stations but over time they grow. With scale comes need for features and creative configurations to manage drivers, vehicles, power, maintenance and more. This growth happens with the majority of our customers and as such we've created a team within ChargePoint to guide customers along that path. This group is our Customer Success Manager (CSM) team. ChargePoint's tenure in the space offers a massive advantage in the form of experience with most customer situations and the means to turn best practices into tools, teams and further support.

11.2. Sourcing Alliance/Equalis Group Administrative Fee & Reporting

11.2.1.	<p>Administrative Fee. Sourcing Alliance/Equalis Group generates revenue as a percentage of the Winning Supplier's revenue from local government and educational institutions purchasing products and services from Winning Supplier through the piggybackable master agreement between the Winning Supplier and Sourcing Alliance/Equalis Group. The Administrative Fee is designed to align the interests of the Winning Supplier and Sourcing Alliance/Equalis Group – Sourcing Alliance/Equalis Group only generates revenue when the Winning Supplier generates revenue based on Program utilization by current and future Members. The Administrative Fee for this Program is two percent (2%) of the Winning Supplier's Program revenue, payable upon invoice issued by the Winning Supplier to participating Members. Confirm that, if selected as the Winning Supplier of this RFP process, respondent agrees to this Administrative Fee structure.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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ChargePoint proposes the following: Admin fee of 1.5% paid quarterly along with a proposed reporting timeframe in accordance to response in question 11.2.3. No admin fee paid on renewals of cloud services, assure maintenance or CPaaS of existing stations.

11.2.2.	<p>Shared Marketing Costs. Sourcing Alliance/Equalis Group will work closely with the Winning Supplier to drive participation in the Program and will design Program marketing campaigns to current and potential Members across the country. These campaigns may include the development, production, and distribution of marketing collateral, acquiring prospect contact information, attending trade shows, and other typical marketing expenses. All out-of-pocket marketing expenses will be identified as part of the design of each marketing campaign, and each marketing campaign must be approved by both the Winning Supplier and Sourcing Alliance/Equalis Group prior to implementation. The out-of-pocket costs for each marketing campaign are split equally between the Winning Supplier and Sourcing Alliance/Equalis Group and paid to the party incurring the out-of-pocket expenses upon invoice. Confirm that, if selected as the Winning Supplier of this RFP process, your company agrees to share equally in the cost of any agreed upon out-of-pocket expenses as described herein</p>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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[Click here to provide additional commentary, if necessary.](#)

11.2.3.	<p>Sales & Administrative Fee Reporting. Sourcing Alliance/Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15th of each month and reports detailing the prior calendar year's sales invoiced and Administrative Fees earned within thirty (30) days following the end of the calendar year. Confirm that your company will meet or exceed this reporting requirement. If your company cannot meet this reporting requirements schedule, explain why and propose an alternative time schedule for providing these reports to Sourcing Alliance/Equalis Group.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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11.2.3 - ChargePoint is agreeable to quarterly reporting along with administrative fee payment from question 11.2.1.

11.2.4 – Formatting prohibits response input in section 11.2.4 so it is added here: ChargePoint uses Salesforce as its CRM and emphasizes detailed data tracking and reporting of the sales pipeline. Upon selection, ChargePoint would be open to work with Sourcing Alliance to create a reasonable, customized report of known Sourcing Alliance pipeline and to share that on a quarterly basis along with sales and admin fee reporting with Sourcing Alliance.

11.2.4.	<p>Sales Pipeline Reporting. Describe the types of reports and information that are available to track ongoing prospect and sales pipeline activity by your company's sales team in support of joint marketing and sales campaigns implemented by your company and Sourcing Alliance/Equalis Group. What types of information and reporting can be accessed by Sourcing Alliance/Equalis Group in real time and/or on a monthly basis? What types of information and reporting can be provided to Sourcing Alliance/Equalis Group electronically on a monthly basis at minimum? Provide samples of prospecting and sales pipeline reports available to Sourcing Alliance/Equalis Group.</p>
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[Click here to enter response.](#)



ATTACHMENT C: REQUIRED RESPONDENT INFORMATION, CERTIFICATIONS, AND ADDITIONAL DOCUMENTS SOURCING ALLIANCE/EQUALIS GROUP: ELECTRIC PICKUP TRUCK & EV CHARGING SOLUTIONS PROGRAMS

Purpose of this Attachment C: Sourcing Alliance requires the following information about respondents (“**Respondents**”) who submit proposals in response to any Sourcing Alliance Request for Proposal (“**RFP**”) in order to facilitate the development of the contract with the winning supplier (“**Winning Supplier**”). Sourcing Alliance reserves the right to reject a Respondent’s proposal if the Respondent fails to provide this information fully, accurately, and by the deadline set by Sourcing Alliance in the RFP. Further, some of this information (as identified below) **must** be provided in order for Sourcing Alliance to accept and consider a Respondent’s proposal. **Failure to provide such required information will result in a Respondent’s proposal being deemed nonresponsive to this RFP.**

Instructions: Provide the following information regarding the Respondent submitting the proposal. Respondents may a) complete this document in Microsoft Word by completing the form fields, print this attachment, and sign it in the designated signature areas, b) print this attachment, complete it, and sign it in the designated signature areas, or c) provide the required information and certifications (each fully re-stated from this attachment) on a separate document. It is mandatory that the information provided is certified with an original signature (in **blue ink**, please) from a person with sufficient authority and/or authorization to represent the Respondent. Respondents are to provide the completed and signed information and certifications in **Tab 1** of the Technical Proposal submitted to Sourcing Alliance as described in **RFP Section 4.2 - Format for Organization of the Proposal**.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]



Respondents must provide all the information outlined below

<p>1. Sourcing Alliance RFP Name:</p> <p style="text-align: center;"><u>RFP # 2020.05.3</u></p>	<p>2. Proposal Due Date:</p> <p style="text-align: center;"><u>July 9th, 2020</u></p>
<p>3. Respondent Name:</p> <p style="text-align: center;"><u>ChargePoint, Inc.</u></p> <p><i>(legal name of the entity responding to RFP)</i></p>	<p>4. Respondent Federal Tax ID # or Social Security #:</p> <p style="text-align: center;"><u>TAX ID: 26-1080576</u></p>
<p>5. Respondent Corporate Address:</p> <p style="text-align: center;"><u>254 East Hacienda Avenue</u> <u>Campbell</u> <u>CA 95008</u></p>	<p>6. Respondent Remittance Address <i>(or "same" if same as Item #5):</i></p> <p style="text-align: center;"><u>Same as #5</u></p> <p style="text-align: center;">_____</p> <p style="text-align: center;">_____</p>

7. **Print or type information about the Respondent representative/contact person authorized to answer questions regarding the proposal submitted by your company:**

Respondent Representative: John Gilbrook

Representative's Title: Regional Sales Manager

Address 1: 254 East Hacienda Avenue

Address 2: _____

City, State, Zip: Campbell, CA, 95008

Phone #: 1-781-588-1274

Fax #: _____

E-Mail Address: john.gilbrook@chargepoint.com

8. **Print or type the name of the Representative representative authorized to address contractual issues, including the authority to execute a contract on behalf of the Respondent, and to whom legal notices regarding contract termination or breach, should be sent (if not the same individual as in #7, provide the following information on each such representative and specify their function):**

Respondent Representative: Rex S. Jackson

Representative's Title: Chief Financial Officer

Address 1: 254 East Hacienda Avenue

Address 2: _____

City, State, Zip: Campbell, CA, 95008



Phone #: 1-408-841-4500

Fax #: _____

E-Mail Address: rex.jackson@chargepoint.com

9. Is this Respondent an Ohio certified Minority Business Enterprise (“MBE”)? Yes No

If yes, attach a copy of current certification to proposal as an appendix in Tab 4 of your proposal.

10. Mandatory Supplier Certifications:

Sourcing Alliance may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Respondents responding to any Sourcing Alliance RFP MUST certify that they are NOT ineligible by signing each of the four statements below. **Failure to provide proper affirming signature on any of these statements will result in a Respondent’s proposal being deemed nonresponsive to this RFP.**

I, Rex S. Jackson (insert signature of representative shown in Item #7, above), hereby certify and affirm that ChargePoint, Inc. (insert name of the submitting Respondent shown in Item #3, above), has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

AND

I, Rex S. Jackson (insert signature of representative shown in Item #7, above), hereby certify and affirm that ChargePoint, Inc. (insert name of the submitting Respondent shown in Item #3, above), is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker’s compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard (as opposed to a record keeping or administrative standard) in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers’ Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

AND

I Rex S. Jackson (insert signature of representative shown in Item #7, above) hereby certify and affirm that ChargePoint, Inc. (insert name of the submitting supplier shown in Item #3, above), is not on the list established by the Ohio Secretary of State, pursuant to ORC Section 121.23, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

AND

I Rex S. Jackson (insert signature of representative shown in Item #7, above) hereby certify and affirm that ChargePoint, Inc. (insert name of the submitting Respondent shown in Item #3, above), either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under



that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with Sourcing Alliance.

11. Supplemental Respondent Contract and Equal Employment Opportunity Information:

A. Provide data on Respondent employees both nationwide (inclusive of Ohio staff) and the number of Ohio employees:

	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	600	<u>1</u>
% of those who are Women:	<u>184</u>	<u>0</u>
% of those who are Minorities:	<u>244</u>	<u>0</u>

B. If you are the Winning Supplier and this RFP involves the provision of services to Sourcing Alliance Members, will you subcontract any part of the work?

- NO -or-
- YES, but for less than 50% of the work -or-
- YES, for 50% or more of the work

C. If any part of your proposal would be performed by any subcontractors, provide the following information on each subcontractor (additional pages may be added as needed):

Subcontractor Name: Multiple O&M Partners/Subcontractors
 Street Address 1: TBD
 Street Address 2: _____
 City, State, Zip: _____
 Work to be Performed: _____

Estimated percentage of total proposal to be performed by subcontractors: N/A %
 (Do NOT show dollar amounts here; show % of WORK sub-contractors will perform/provide). Define the part of the work that will be performed by each subcontractor.

Subcontractor's employee information (attach additional pages if needed):

	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	<u>N/A</u>	<u>N/A</u>
% of those who are Women:	_____	_____
% of those who are Minorities:	_____	_____

12. Respondent has read the Sourcing Alliance Model Contract attached to the RFP as Attachment F, and if awarded a contract, Respondent will not (or) supplier will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by Sourcing Alliance. (If any changes are requested, Respondent will review those requested changes if you are the Winning Supplier. All requested changes to model contract language are subject to Respondent approval.)



13. I Rex S. Jackson , (insert name of Respondent representative in Item #7, above) **hereby affirm that this proposal accurately represents the capabilities and qualifications of ChargePoint Inc., and I hereby affirm that the cost(s) proposed to Sourcing Alliance for the performance of services and/or provision of goods covered in this proposal in response to this Sourcing Alliance RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs. (Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.)**

DocuSigned by:
Signature Rex S. Jackson Date 7/8/2020
41105F986370476...

14. Additional Documents:

Sourcing Alliance makes every attempt to meet the varying legal requirements of public agencies across the country. The documents included in this section are intended to give our contracts the broadest geographic reach by meeting the procurement requirements of other states outside of Ohio.

14.1. Lobbying Certification

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

DocuSigned by:
 Rex S. Jackson
Signature of Respondent

14.2. Boycott Certification

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

ADD SIGNATURE BLOCK?



14.3. Federal Funds Certification Form (EDGAR)

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All respondents submitting proposals must complete this Federal Funds Certification Form regarding respondent's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, respondent should certify respondent's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a respondent fails to complete any item in this form, Sourcing Alliance will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

14.3.1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of Sourcing Alliance's Group Purchasing Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or member construction contract agreed upon by Supplier Partner and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Sourcing Alliance Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Supplier Partner agree? Yes RSJ
(Initials of Authorized Representative)

14.3.2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Supplier Partner agree? Yes RSJ



(Initials of Authorized Representative)

14.3.3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.

Does Supplier Partner agree? Yes RSJ
(Initials of Authorized Representative)

14.3.4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner’s acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland “Anti-Kickback” Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”. The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Supplier Partner agree? Yes RSJ
(Initials of Authorized Representative)

14.3.5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.



Does Supplier Partner agree? Yes
(Initials of Authorized Representative) DS
RSJ

14.3.6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Supplier Partner agree? Yes
(Initials of Authorized Representative) DS
RSJ

14.3.7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars (\$150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Supplier Partner agree? Yes
(Initials of Authorized Representative) DS
RSJ

14.3.8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Supplier Partner agree? Yes
(Initials of Authorized Representative) DS
RSJ



14.3.9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Supplier Partner agree? Yes ^{DS} RSJ
(Initials of Authorized Representative)

14.3.10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$10,000); procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Supplier Partner agree? Yes ^{DS} RSJ
(Initials of Authorized Representative)

14.3.11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Supplier Partner agree? Yes ^{DS} RSJ
(Initials of Authorized Representative)

14.3.12. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Supplier Partner agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does Supplier Partner agree? Yes ^{DS} RSJ
(Initials of Authorized Representative)

14.3.13. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.



Does Supplier Partner agree? Yes
(Initials of Authorized Representative)

DS
RSJ

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

ChargePoint, Inc.

Company Name

DocuSigned by:
Rex S. Jackson
Signature of Authorized Company Official

Rex S. Jackson
Printed Name

Chief Financial Officer
Title

7/8/2020
Date

15. Required Documents for Supplier Partners Intending to Do Business in New Jersey

15.1. Ownership Disclosure Form

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: ChargePoint deems the entire section 15. Required Documents for Supplier Partners Intending to Do Business in New Jersey as N/A.

Street: _____

City, State, Zip Code: _____

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10 percent (10%) or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I _____, an authorized representative of _____, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of the corporation's stock or the individual partners owning a 10 percent (10%) or greater interest in that partnership.



(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Authorized Signature and Title

Date

15.2. Non-Collusion Affidavit

Company Name:

Street:

City, State, Zip Code:

State of New Jersey

County of _____

I, _____ of the _____
Name City

in the County of _____, State of _____ of full age, being
duly sworn according to law on my oath depose and say that:

I am the _____ of the firm of _____
Company Name Title

the respondent making the proposal for the goods, services or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the _____ relies upon the truth of the statements contained in said bid

(name of procuring public entity)

proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services, or public work.



I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by:

Company Name

Authorized Signature & Title

Subscribed and sworn before me

this _____ day of _____, 20____

Notary Public of New Jersey
My commission expires _____, 20____

SEAL

**15.3. Affirmative Action Affidavit
(P.L. 1975, C.127)**

Company Name: _____
Street: _____
City, State, Zip Code: _____

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)
Supplier Partners must submit with proposal:

- 1. A photocopy of their Federal Letter of Affirmative Action Plan Approval

- OR
- 2. A photocopy of their Certificate of Employee Information Report

- OR
- 3. A complete Affirmative Action Employee Information Report (AA302)

Public Work – Over Fifty Thousand Dollars (\$50,000) Total Project Cost:

A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form _____
AA201-A upon receipt from the Harrison Township Board of Education

B. Approved Federal or New Jersey Plan – certificate enclosed _____

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.



Authorized Signature and Title

Date

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the Supplier Partner agrees as follows:

The Supplier Partner or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The Supplier Partner will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Supplier Partner agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The Supplier Partner or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the Supplier Partner, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The Supplier Partner or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the Supplier Partner's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The Supplier Partner or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The Supplier Partner or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The Supplier Partner or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The Supplier Partner or subcontractor agrees to revise any of it testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.



The Supplier Partner or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The Supplier Partner and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

15.4. Political Contribution Disclosure Form

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to Supplier Partners.** What follows are instructions on the use of form local units can provide to Supplier Partners that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (www.nj.gov/dca/lgs/lfns/lfnmenu.shtml).

1. The disclosure is required for all contracts in excess of seventeen thousand five hundred dollars (\$17,500) that are **not awarded** pursuant to a "fair and open" process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some Supplier Partner submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the Supplier Partner and** on file at least ten (10) days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The Supplier Partner must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that Supplier Partners be provided a list of the affected agencies. This will assist Supplier Partners in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the "County PCD Forms" link on the Pay-to-Play web site at www.nj.gov/dca/lgs/p2p. They will be updated from time-to-time, as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some Supplier Partners may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used "as-is", subject to edits as described herein.
 - e) The "Supplier Partner Instructions" sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.



5. It is recommended that the Supplier Partner also complete a "Stockholder Disclosure Certification." This will assist the local unit in its obligation to ensure that Supplier Partner did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the twelve (12) months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Supplier Partner Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM Supplier Partner Instructions

Supplier Partners receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that ten (10) days prior to the award of such a contract, the Supplier Partner shall disclose contributions to:

- 1) any State, county, or municipal committee of a political party,
- 2) any legislative leadership committee*
- 3) any continuing political committee (a.k.a., political action committee),
- 4) any candidate committee of a candidate for, or holder of, an elective office:
 - a) of the public entity awarding the contract,
 - b) of that county in which that public entity is located,
 - c) of another public entity within that county,
 - d) or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed three hundred dollars (\$300) per election cycle that were made during the twelve (12) months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- 5) individuals with an "interest" ownership or control of more than ten percent (10%) of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit,
- 6) all principals, partners, officers, or directors of the business entity or their spouses,
- 7) any subsidiaries directly or indirectly controlled by the business entity,
- 8) IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the Supplier Partner in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the Supplier Partner's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the Supplier Partner's submission and is disclosable to the public under the Open Public Records Act. The Supplier Partner must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

¹ N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General



Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant to N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than ten (10) days prior to the award of the contract.

Part I – Supplier Partner Information

Supplier Partner Name:			
Address:			
City:	State:	Zip:	

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

Signature Printed Name Title

Part II – Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than three hundred dollars (\$300) per election cycle) over the twelve (12) months prior to submission to the committees of the government entities listed on the form provided by the local unit.

Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
			\$



Check here if the information is continued on subsequent page(s)

List of Agencies with Elected Officials Required for Political Contribution Disclosure

N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders
{County Executive}

County Clerk
Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

15.5. Stockholder Disclosure Form

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding ten percent (10%) or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns ten percent (10%) or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership
- Corporation
- Sole Proprietorship
- Limited Partnership
- Limited Liability Corporation
- Limited Liability Partnership
- Subchapter S Corporation



Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name:	Name:
Home Address for the management entity:	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this ____ day of _____, 2 ____.	_____ (Affiant)
(Notary Public)	_____ (Print name & title of affiant)
My Commission expires:	_____ (Corporate Seal)

16. Required Documents for Supplier Partners Intending to Do Business in Arizona

16.1. Arizona Supplier Partner Requirements

AZ Compliance with Federal and state requirements. Supplier Partner agrees when working on any federally assisted projects with more than two thousand dollars (\$2,000.00) in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Supplier Partner agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Supplier Partner must retain records for three years to allow the federal grantor agency access to these records, upon demand. Supplier Partner also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, Supplier Partner additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements. Pursuant to ARS 41-4401, Supplier Partner and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, ...”every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program”



Sourcing Alliance reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Sourcing Alliance and its members reserve the right to inspect the papers of any Supplier Partner or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Supplier Partner Employee Work Eligibility. By entering into this contract, Supplier Partner agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Sourcing Alliance and/or Sourcing Alliance members may request verification of compliance from any Supplier Partner or subcontractor performing work under this contract. Sourcing Alliance and Sourcing Alliance members reserve the right to confirm compliance. In the event that Sourcing Alliance or Sourcing Alliance members suspect or find that any Supplier Partner or subcontractor is not in compliance, Sourcing Alliance may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the Supplier Partner. All cost associated with any legal action will be the responsibility of the Supplier Partner.

AZ Non-Compliance. All federally assisted contracts to members that exceed ten thousand dollars (\$10,000.00) may be terminated by the federal grantee for noncompliance by Supplier Partner. In projects that are not federally funded, respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona). For work to be performed at an Arizona school, Supplier Partner agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Supplier Partner agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Sourcing Alliance member's discretion. Supplier Partner must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited. Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments. In accordance with A.R.S. 35-392, Sourcing Alliance and Sourcing Alliance members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, Supplier Partner warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

DocuSigned by:

7/8/2020

Reza S. Jackson
Signature of Respondent

Date

