

The Electric Revolution Is Here.

Our obsession? Making it easy.

-chargepoint+



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Deputy Director
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—chargepoint+[®]

Ryan Bakley

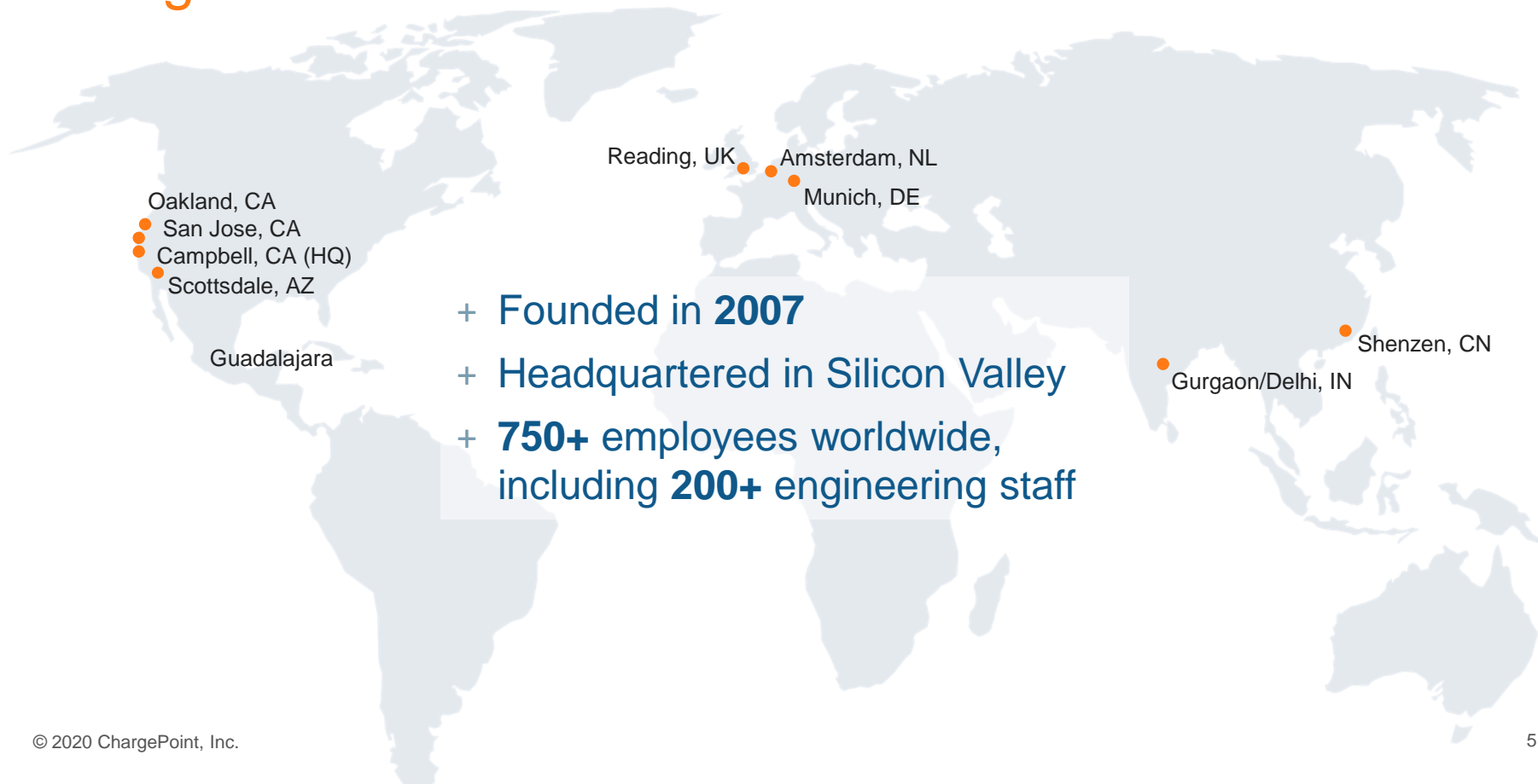
Director of Sales

ChargePoint

Agenda

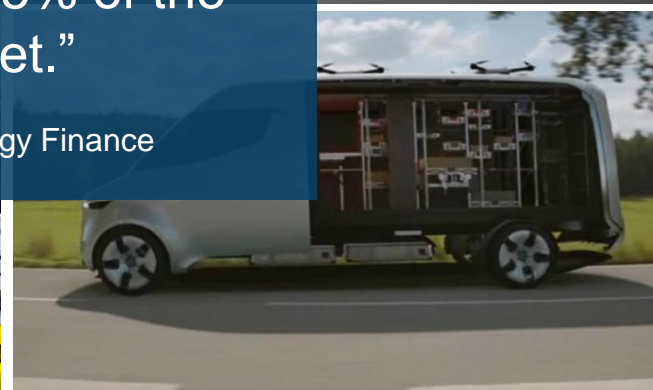
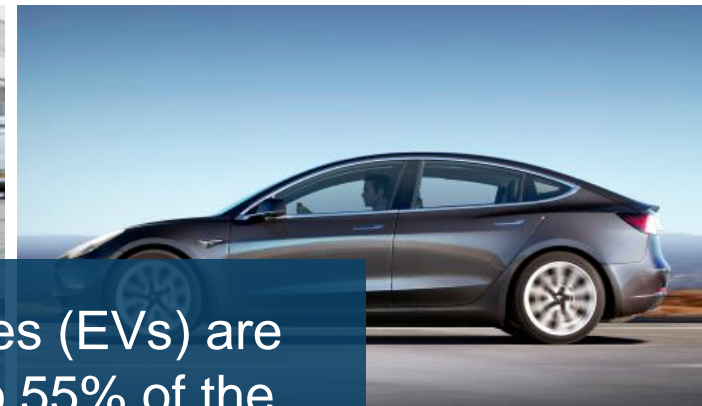
1. Market Overview
2. Planning Considerations
3. EV Charging Solutions
4. Questions

ChargePoint at a Glance



- + **Founded in 2007**
- + **Headquartered in Silicon Valley**
- + **750+** employees worldwide, including **200+** engineering staff

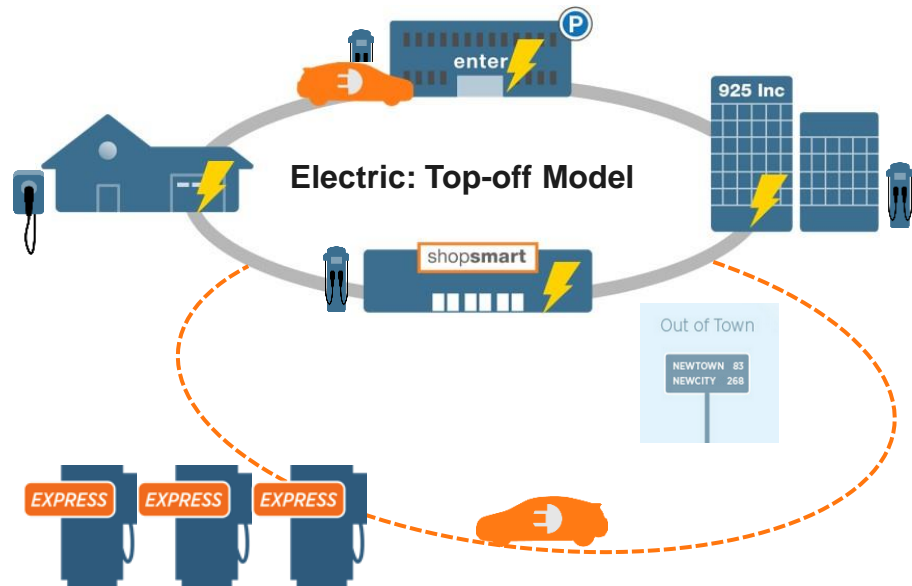
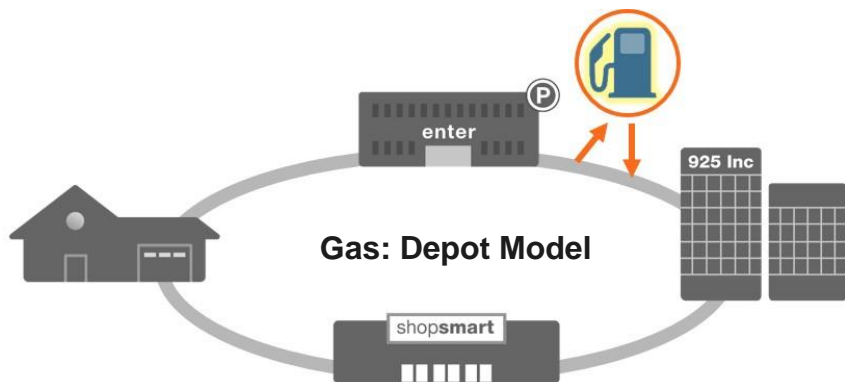
The Future of Mobility Is Electric



“In 2040, 60 million electric vehicles (EVs) are projected to be sold, equivalent to 55% of the global light-duty vehicle market.”

—Electric Vehicle Outlook 2018, Bloomberg New Energy Finance

Fueling Paradigm Shift





State Snapshot: New York

44,000+ Electric Vehicles

45% YoY EV Growth Rate

4,100+ ChargePoint Ports

5,700+ Commercial Ports

Rebates and Incentive Programs

- + Charge Ready NY Level 2 EVSE Rebate (up to \$4k/port)
- + NYSERDA electric car rebate (up to \$2k per vehicle)

New York EV Make Ready Program



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JANUARY 17, 2020 | Albany, NY

Governor Cuomo Announces "Make-Ready" Program for Electric Vehicles

ENVIRONMENT

TRANSPORTATION

ENERGY

Covers up to 90% of the cost of installing a L2 or DCFC charging station.

Resources and Funding

Grants, Incentives, NY State OGS Contract

Sourcwell

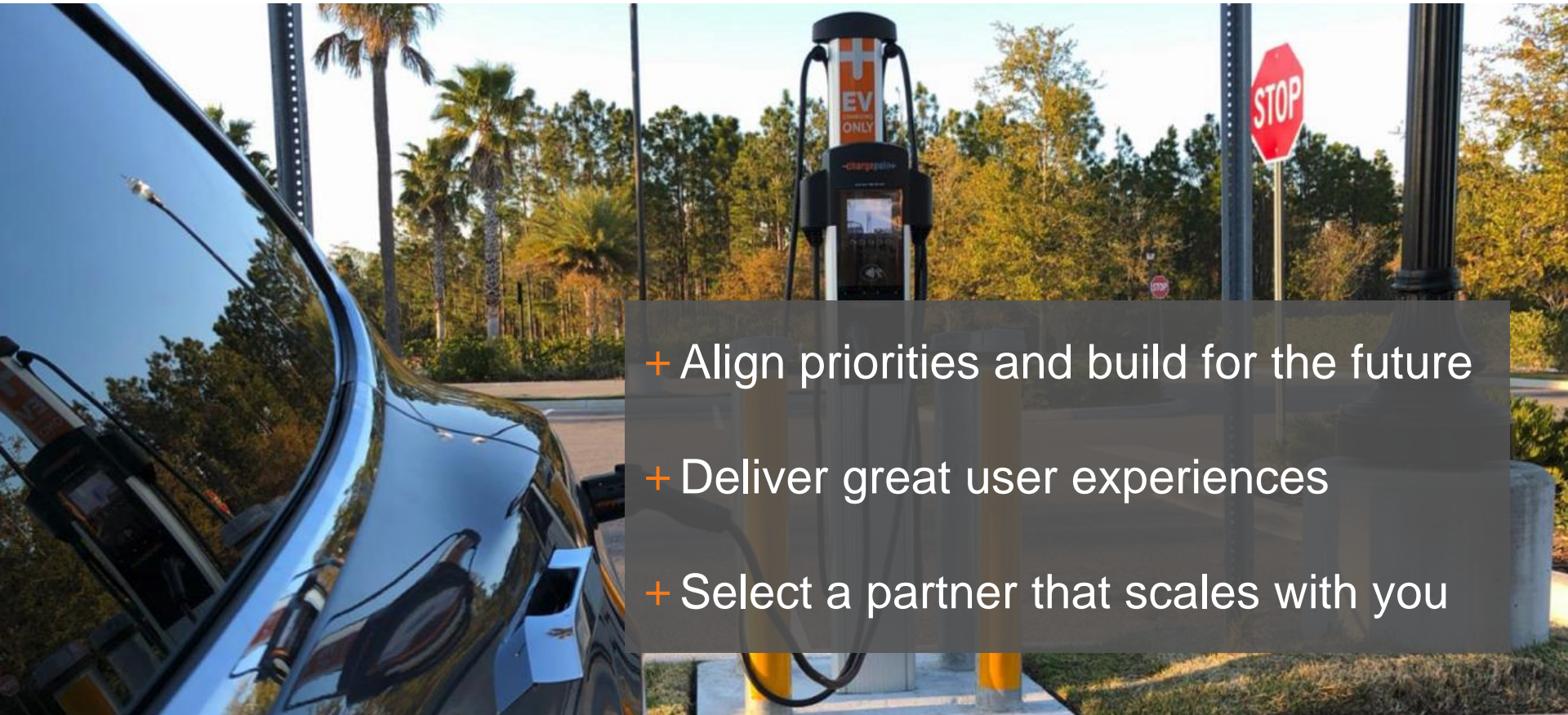


<https://www.chargepoint.com/incentives/commercial/>



Getting Started With EV Charging

How to Get Started With Building an EV Charging Program



- + Align priorities and build for the future
- + Deliver great user experiences
- + Select a partner that scales with you

Aligning Priorities and Building for the Future

1 Engage Your Stakeholders



Sustainability
manager



Facilities/Fleet
manager

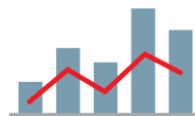


HR
manager

2 Identify Goals and Objectives



Administrator
objectives



Reporting
and Analytics

3 Clarify Funding and Scope



Establish
budget



Consider
use cases

Delivering Great User Experiences

1 Define your users



Employees/
Residents



Other
Drivers



Fleet
Operators

2 Understand user requirements



Availability



Access

3 Set clear expectations



Waitlist

Selecting a Partner that Scales With You

1 Integrated EV charging solution



Network



Energy management



Driver support



Station owner support

2 Expertise with incentives, rebates and grants



Rebates and discounts



Future services



Choosing the Right Charging Solution

The Right Station for the Application

Dwell Time



*~80% of charging done at home or work.
Overnight fleet charging, workplace, public parking lots*

Traveling long distances, short stops at stores, public parking lots, curbside

Vehicles



All current and future passenger vehicles

High voltage, big battery vehicles



Charging Software and Services



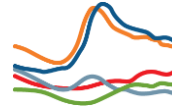
Dashboard & Analytics

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



Waitlist

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



Energy Management

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



Flexible Pricing

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



Access Control

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



Fleet Services

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



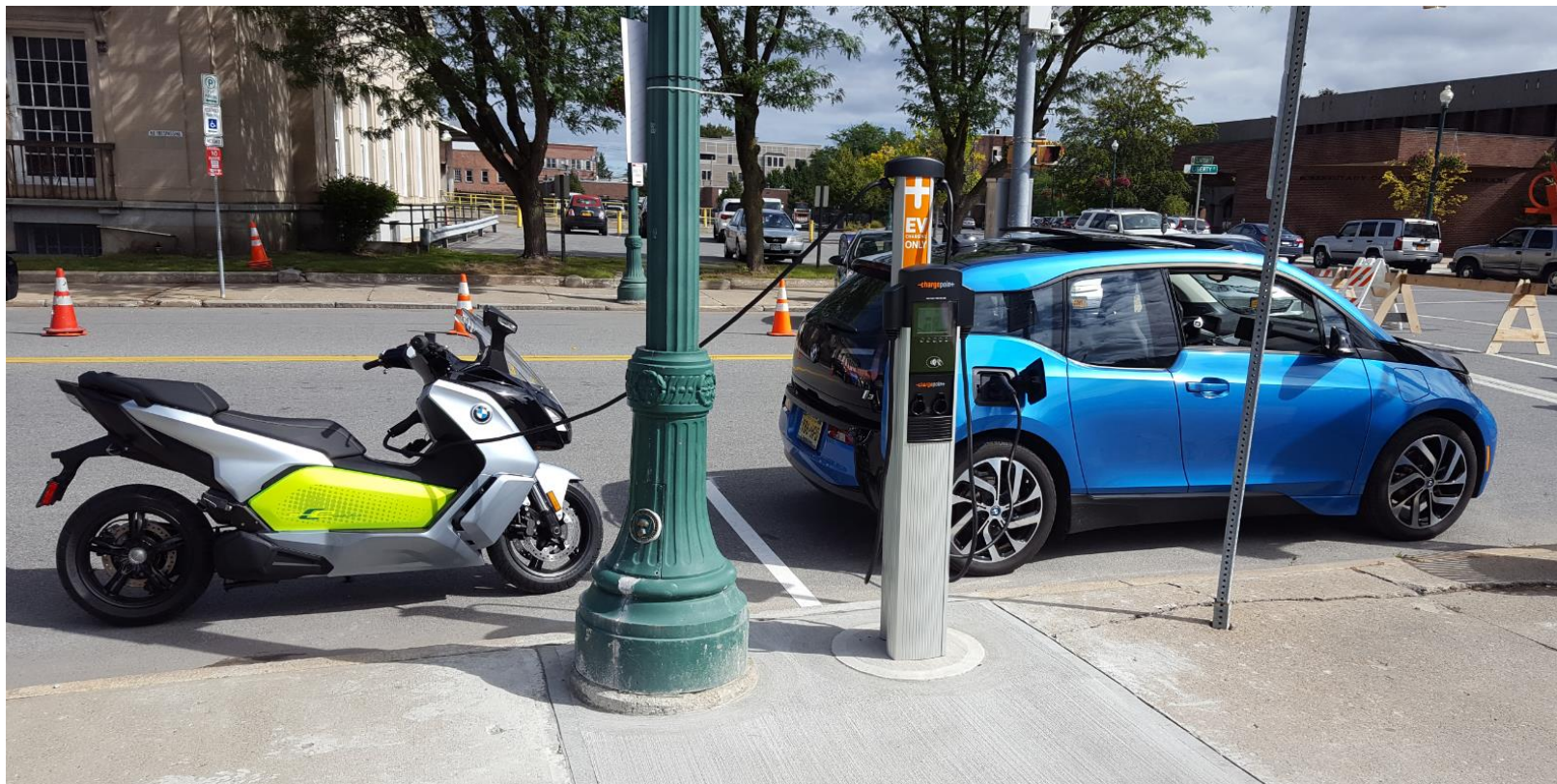
Driver Services

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



APIs

Most functions are also available through SOAP/XML and REST APIs that follow the same data access rules as the UI.









Q & A

Thank You

For further information on this topic,
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