The Electric Revolution Is Here.

Our obsession? Making it easy.
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

City Locations:
- San Jose, CA (HQ)
- Guadalajara
- Oakland, CA
- Scottsdale, AZ
- Reading, UK
- Amsterdam, NL
- Munich, DE
- Shenzen, CN
- Gurgaon/Delhi, IN
“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

**Gas: Depot Model**

**Electric: Top-off Model**
State Snapshot: New York

<table>
<thead>
<tr>
<th>Electric Vehicles</th>
<th>Rebates and Incentive Programs</th>
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<tbody>
<tr>
<td>44,000+</td>
<td>Charge Ready NY Level 2 EVSE Rebate (up to $4k/port)</td>
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<tr>
<td>45%</td>
<td>NYSERDA electric car rebate (up to $2k per vehicle)</td>
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<td>4,100+</td>
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<tr>
<td>5,700+</td>
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New York EV Make Ready Program

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

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

Grants, Incentives, NY State OGS Contract

Sourcewell

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

Long

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

Short

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

Vehicles

Passenger

All current and future passenger vehicles

Fleet

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

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