



MASTER AGREEMENT # 021825
CATEGORY: Electric Vehicle Supply Equipment with Related Services
SUPPLIER: INF Associates LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and INF Associates LLC, 747 3rd Ave., New York, NY 10017 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on September 18, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (RFP #021825) to Participating Entities. In Scope solutions include:
 - a) **Category 1:** On Grid Electric Vehicle Supply Equipment and Related Services:
 - i) All forms of network and non-network electric vehicle charging hardware and related infrastructure, including charging stations;
 - ii) Services related to the offering of electric vehicle charging hardware, including maintenance, repair, parts, supplies, and training;
 - iii) Site Assessment, site preparation and materials, and installation services related to electric vehicle charging hardware; and,
 - iv) Electric vehicle supply network service providers and operators, charge monitoring and reporting services, billing services, grid and power management solutions, with related software technology.
 - v) **Category 1** responders **MAY** include off-grid (Category 2) solutions in their response.
 - b) **Category 2:** Solar and Off-Grid **ONLY** Electric Vehicle Supply Equipment and Related Services, such as:
 - i) All forms of network and non-network electric vehicle charging hardware and related infrastructure, including charging stations;
 - ii) Services related to the offering of electric vehicle charging hardware, including maintenance, repair, parts, supplies, and training;
 - iii) Site Assessment, site preparation and materials, and installation services related to electric vehicle charging hardware;
 - iv) Electric vehicle supply network service providers and operators, charge monitoring and reporting services, billing services, grid and power management solutions, with related software technology.
 - v) **Category 2** responders may **ONLY** offer solutions capable of operating off-grid.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 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 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 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 contractor 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. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 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 40 hours in the work week. The requirements of 40 U.S.C. § 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, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 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 of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 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 certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 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 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 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 certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have 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 U.S.C. § 1352. Suppliers must 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. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 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 \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$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.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and

- Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
 - Participating Entity Contact Email Address;
 - Participating Entity Contact Telephone Number;
- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.

- \$1,500,000 each occurrence Bodily Injury and Property Damage
- \$1,500,000 Personal and Advertising Injury
- \$2,000,000 aggregate for products liability-completed operations
- \$2,000,000 general aggregate

- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this

Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
 - e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

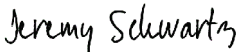
Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.


- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

021825-INA

Sourcewell

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 9/30/2025 | 11:33 AM CDT _____

INF Associates LLC

DocuSigned by:

269C4C7C86544FB...
By: _____
Stephen Peifer
Title: VP of Sales
Date: 9/30/2025 | 10:13 AM EDT _____

RFP 021825 - Electric Vehicle Supply Equipment with Related Services

Vendor Details

Company Name: INF Associates LLC

Does your company conduct business under any other name? If yes, please state: NY

Address: 747 3rd Avenue
Suite 1001
New York, New York 10017

Contact: Jenna Lopez

Email: jlopez@infassociates.com

Phone: 516-263-1439

HST#:

Submission Details

Created On: Monday February 10, 2025 08:16:02

Submitted On: Tuesday February 18, 2025 15:08:36

Submitted By: Jenna Lopez

Email: jlopez@infassociates.com

Transaction #: 4f472b33-c5b3-4e66-86ca-b3da0f70478b

Submitter's IP Address: 147.243.65.238

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	INF Associates LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	NA	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	XMV2CFJEG4M7	*
5	Provide your NAICS code applicable to Solutions proposed.	454390	*
6	Proposer Physical Address:	747 3rd Ave, NY, New York 10017	*
7	Proposer website address (or addresses):	www.infassociates.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Stephen Peifer, VP of Sales, 747 3rd Ave New York NY 10017, speifer@infassociates.com, (832) 417-4319	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Peter Ballerini, Sr Bid Manager, 299 N Planck rd Newburgh NY 12550, pballerini@infassociates.com, 845-702-7093	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	NA	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>INF Associates LLC., (INF) is an energy solutions integrator that provides turnkey solutions to decarbonize transportation and buildings. INF has a long and awarded history in providing services with similar scopes to this RFP. Established in 2011 by our President and sole owner, Charles de Puthod, we specialize in providing clean energy management solutions to the public, commercial, financial, medical, multifamily, and fleet sectors. We have installed over 10,000 charging ports to date, and we employ 60 professionals including licensed engineers. We currently have 40 staff members dedicated to our EVSE operations, and we have the ability to administrate over three dozen sites simultaneously.</p> <p>We are incorporated in NY, have insurance/bonding capacities, provide incentives management, and a full-service department (O&M) in alignment with the RFP. We agree to provide the turnkey EVSE services specified, as well as offer full coordination between the Sourcewell participants, site hosts, and the project team, incentives application administration, and marketing and outreach services that let the community know their local agency is working to improve their quality of life and accessibility to the latest technologies.</p> <p>Our service approach is for our engineers to develop customized solutions to meet every client's needs. We provide consultation, design, installation, maintenance, and ongoing service management. Since the conception of our EVSE division seven years ago, INF has dedicated itself to the fast-growing EVSE and fleet transition sector. Our EVSE solutions support all the different use cases our clients require. We are a nationwide operation and we have the skills and necessary experience to administer multiple sites to optimize budget, efficiency, and on time delivery. INF leverages this experience to advise each client on specific needs for each site, including fleet feasibility assessments, initial deployment scope, charging hardware and software configurations, and future-proofing options. Our team regularly meets with EV and infrastructure manufacturers, and software suppliers to ensure we have the most recent updates on the differentiating factors for each opportunity. INF's overall strategy is to provide dedicated project managers, engineers, and incentive managers to ensure streamlined service at every stage of project development.</p> <p>We have been awarded by the utility provider, Orange & Rockland, for our dedication to serving diverse and disadvantaged communities our solutions. At INF we believe that each EV port we install helps improve the quality of life for those most impacted by climate change and pollution. We are also recognized workforce developers through New York State's Energy Research & Development Authority (NYSERDA), we provide apprenticeship training through the NY Department of Labor, and training workshops for site host staff to be familiar with the proper operation and maintenance protocols for any and all infrastructure.</p>
12	What are your company's expectations in the event of an award?	<p>We hope to provide turnkey EVSE services to member agencies fleets, workplaces, and public/private charging infrastructure, software, and maintenance. These services include the following project approach, however all services are impacted and revised after initial site assessments and utility coordination.</p> <ol style="list-style-type: none"> 1. Assessment of Current Infrastructure <ul style="list-style-type: none"> • Conduct an inventory of existing EV charging stations, including their locations, ownership, and accessibility. • Analyze utilization rates, identifying high-traffic and underutilized stations. • Evaluate the condition, reliability, and technological capabilities of the current infrastructure. • Assess grid capacity and electrical load management at existing sites. • Identify gaps in coverage and areas of congestion or inefficiency. 2. Demand Analysis <ul style="list-style-type: none"> • Utilize historical charging data, vehicle registration trends, and EV adoption rates to project future demand. • Consider demographic factors, travel patterns, and commuter behavior to determine peak usage periods and hotspots. • Assess the impact of policy changes, such as incentives for EV adoption and potential regulations on internal combustion engine vehicles. • Analyze commercial, residential, and fleet charging needs to ensure the infrastructure meets diverse user requirements. 3. Site Selection Strategy <ul style="list-style-type: none"> • Use Geographic Information System (GIS) mapping and spatial analysis to identify optimal charging locations. • Prioritize sites based on accessibility, safety, visibility, and proximity to major roadways, residential areas, and commercial centers. • Ensure equitable distribution of charging stations across neighborhoods, including underserved communities. • Consider factors such as land availability, utility infrastructure, zoning regulations, and permitting requirements. • Evaluate co-location opportunities with retail centers, parking facilities, and transit hubs to enhance convenience. 4. Network Design <ul style="list-style-type: none"> • Determine the appropriate mix of Level 2 (AC) and Level 3 DC fast chargers

based on expected demand, usage scenarios, and dwell times.

- Design a scalable network that can accommodate future expansions and technology advancements.
- Develop grid integration strategies to manage energy loads efficiently, including smart charging and vehicle-to-grid (V2G) capabilities.
- Consider alternative energy sources such as solar-powered charging stations and battery storage solutions to enhance sustainability.
- Incorporate interoperability features to support multiple EV models and payment systems.

5. Implementation Timeline

- Develop a phased rollout strategy that prioritizes high-impact areas while ensuring a smooth transition to a comprehensive network.
- Outline key milestones, from site assessment and permitting to construction, commissioning, and operation.
- Coordinate with utilities, government agencies, and private stakeholders to streamline deployment timelines.
- Establish contingency plans to mitigate potential delays, including supply chain disruptions and regulatory challenges.

6. Cost Analysis and Funding Opportunities

- Provide a detailed financial breakdown covering capital expenditures (CAPEX) and operational expenditures (OPEX).
- Estimate costs for site preparation, equipment procurement, installation, maintenance, and network management.
- Identify potential funding sources, including federal, state, and municipal grants, tax incentives, and private investment opportunities.
- Explore public-private partnership (P3) models to leverage both public and private sector expertise and funding.
- Assess return on investment (ROI) and potential revenue streams, such as pay-per-use charging fees or subscription-based models.

7. Community Engagement Strategy

- Develop a stakeholder outreach plan to engage residents, businesses, advocacy groups, and local government agencies.
- Conduct public consultations, surveys, and workshops to gather feedback and ensure community buy-in.
- Address concerns such as equitable access, pricing structures, and the impact of charging infrastructure on local businesses and neighborhoods.
- Promote education and awareness initiatives on EV adoption and charging accessibility.

8. Performance Metrics and Reporting

- Define Key Performance Indicators (KPIs) such as charger uptime, utilization rates, energy consumption, and customer satisfaction.
- Establish a data collection and reporting framework to monitor real-time network performance.
- Implement automated reporting tools for stakeholders, enabling transparency and informed decision-making.
- Set up periodic reviews and audits to assess network effectiveness and identify areas for improvement.

9. Sustainability and Future Expansion

- Incorporate sustainable design practices, including the use of renewable energy sources and energy-efficient charging technology.
- Develop strategies for long-term network growth, ensuring scalability as EV adoption increases.
- Plan for emerging technologies, such as ultra-fast charging, wireless charging, and bidirectional charging.
- Integrate predictive maintenance systems to optimize charger lifespan and reliability.
- Ensure alignment with broader sustainability goals, such as reducing greenhouse gas emissions and promoting energy resilience.

10. EVSE Implementation

- Site assessment & planning – Evaluating site suitability, electrical capacity, and optimal charger placement.
- Infrastructure design – Developing layouts, electrical schematics, and compliance strategies.
- Permitting & approvals – Securing necessary permits and regulatory clearances.
- Installation – Deploying EV chargers, electrical components, and networking infrastructure.

11. Commissioning

- Equipment testing – Verifying electrical connections, charger performance, and safety compliance.
- System integration – Configuring software, networking, and payment processing capabilities.
- Load balancing & energy optimization – Ensuring efficient power distribution and peak demand management.
- Interoperability validation – Confirming compatibility with various EV models and charging networks.

12. Ongoing Operations & Maintenance

		<ul style="list-style-type: none"> •Remote monitoring & diagnostics – Tracking charger performance and addressing issues proactively. •Preventive maintenance – Conducting regular inspections, firmware updates, and component servicing. •Troubleshooting & repairs – Responding to technical issues and minimizing downtime. •Customer support & reporting – Offering user assistance, usage analytics, and compliance reporting. <p>Through this comprehensive approach, INF Associates expects to support Sourcewell agencies in establishing a robust and future-ready EV charging infrastructure that aligns with sustainability goals and community needs.</p>	
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Please see attachment, "INF Financials" for full financial audits and details.	*
14	What is your US market share for the Solutions that you are proposing?	Our market share is under 5% of all EVSE infrastructure services in the nation, but we are agnostic, industry partners with all of the OCPP compliant manufacturer's that account for the bulk of EVSE services in the US: ChargePoint, ABB, Autel, Flo and others. We are also offering off-grid solutions such as the Pioneer e-mobility charging system, the Mainspring L-gen linear generator, and the Beam Energy solar canopy with Battery Energy Storage Systems.	*
15	What is your Canadian market share for the Solutions that you are proposing?	NA	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	INF has never declared for bankruptcy.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), 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? b) If your company is best described as a manufacturer or service provider, 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?	<p>We are a turnkey EVSE provider, meaning we reseller that also provides full services and support.</p> <p>b) As a service provider, we are brand agnostic, meaning that we work with all major manufacturer's but are not beholden to any of them. We are primarily a project management and engineering firm that works with third parties to procure equipment, and we implement the solution with a designated local to the project site MWDBE electrical contractor.</p>	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>INF Associates LLC was incorporated by New York State in August of 2011. Since that time, we have been licensed to operate in NY, NJ, Connecticut, Massachusetts, Nevada, California, and other states. We have regional offices in New York, New Jersey, and the Carolinas. And we hope to expand our national and international footprint this 2023 year. INF Associates Certifications & Licenses: • NYPA Approved Vendor • FLO Certified Installer • SemaConnect Certified Installer • ABB Certified Installer • FreeWire Certified Installer • Sourcewell Approved Vendor • Atom Power Certified Installer • NEC Certification • Sparkion Certified Installer • AutoCAD Certification • NEVI Approved Vendor • Multiple partners that are Minority, Women, Veteran Owned Business Enterprise • Blink Certified Installer • New York State Master Electrical License • Licensed Vehicle Technicians (310T, Diesel) • BTC Certified Installer • New York State Special Electrical License • Electrical Engineer Canada & USA • CALeVIP Approved Vendor • NYSERDA Approved Vendor • Siemens Authorized Installer • ChargePoint Certified Installer • OSHA 30-hour Construction Safety and Health • Insulated Tools & PPE Trainer • Enel X Certified Installer • Power Electronics Certified Installer And many more • EVBox Certified Installer • PowerCharge Certified Installer • EVConnect Certified Installer • Project Management PMP Certification • EVITP – Electric Vehicle Infrastructure Training Program (EVITP) • REXEL Energy Solutions Certified Reseller • EVO Charge Certified Installer • Rhombus Certified Installer • EVOKE Certified Installer • Rivian Certified Installer • FlameSafe Firestop Products and Systems Certification • SailFlow Certified Installer Our staff is also a strong point of emphasis for licenses and certifications. We employ a roster of professional, electrical, and civil engineers. Our project managers are certified installers, experienced, and some are continuing their education. We also have safety specialists certified by OSHA and a variety of specialists certified by manufacturers at every level of our organization. It is also worth mentioning that most of our staff are college educated and credentialed by such prestigious institutions as Penn State, Clemson, Bard, York University, University of Toronto, and the University of Pittsburgh. INF is incorporated in New York. We have licenses to work in NY, NJ, CT, MA, VA, DE, NV, CA, NC, SC, TX, WA, FL, & AZ. WE also have pending certifications in MI, NM, & TN.</p> <p>We have licensed PEs on staff.</p> <p>We are registered to perform work on public property in NJ (Public Works Certificate), as well as NY through the DoL.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	NA	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>INF is a Sourcewell awarded provider for Fleet Management Services, contract #051123-INA, and has been awarded by Con Edison for most L2 ports installed and Fastest Implementation times (2022), as well as Orange & Rockland utility for Diversity and Equitable Champions (2024).</p> <p>We are a NYSERDA FlexTech, and Workforce Development provider. And an NYC Accelerator service provider.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Around 40% of our business is public sector projects. We are the sole provider of EVSE for Westchester County NY, one of four providers selected by the State of Michigan Department of Material, Technology, and Budget, the Federal Department of Commerce and over forty school districts planning to transition their public school bus fleets over to EVs.	*
22	What percentage of your sales are to the education sector in the past three years?	We are providing fleet electrification studies to over 40 school districts at this time. Education provides up to 12% of our annual revenue.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	INF holds an awarded contract with the State of Michigan Dept Material, Technology, and Budget. We just won this opportunity last year with the first overall project being released this month (February 2025). We are a member of the Purchasing Cooperative of America, and we have been awarded a contract with them to provide L2 chargers in Texas.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	NA	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
County of Westchester NY	Martin Connolly	914.231.1329	*
New York Power Authority & the NYC Department of Transportation	Emre Koscu	emrekoscu@nypa.gov prefers email contact	*
Fisher Brothers NV	Brian Flaherty, Director of Engineering & Sustainability	bflaherty@fisherbrothers.com	*
Mt Sinai Hospital	Felipe Garcia	felipe.garcia@mountsinai.com, 917.509.2951	
Barclays Bank	Paul Goodian	paul.goodian@barclays.com, 917.559.2502	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	<p>Yes, INF has a team of dedicated sales professionals that work with all of our clients to develop our pipeline as well as remain points of contact during construction. We currently employ over a dozen sales professionals.</p> <p>INF has its own regionally based outside sales teams covering every state within the US. We also have dedicated sales teams for federal, fleet, and public sectors. Our sales team is empowered to travel safely anywhere within their territory to meet with Sourcewell members onsite. They are also capable of hosting online webinars and training sessions when needed.</p> <p>Through our marketing efforts, existing client base, and market reputation, we receive a significant number of inbound inquiries. To streamline this process for customers, we have a designated sales team devoted to all inbound calls and inquiries from existing and prospective clients. Having a designated team handling these inbound phone calls ensures inquiries are handled quickly and efficiently.</p> <p>Our sales team has a quick assessment guide to understand the client's current state and desired transition plan to assist with properly quoting a transition plan for the client. This intake process is made up of 20 questions for a 30-minute virtual call. Moreover, our team of public sector sales force is paired with a capture team which is made up of a bid manager who searches procurement portals for government opportunities.</p> <p>INF also has a team of Solutions Engineers and complex project support resources that can assist in any presale technical education required to help Sourcewell members understand their EV charging options and ultimately develop an optimized deployment. After deployment, we also have a team of Customer Success Managers (CSMs) who look after all existing customers and make sure Sourcewell members are getting the most out of their solutions.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	INF has a broad network of industry peers from hardware manufacturers like ChargePoint, to MWDBE contractors like DVM. We are partners with several distribution providers for all EVSE hardware and can typically offer these products with substantial discounts off of MSRP. INF works with all of these partners and coordinates each aspect of the service to meet the clients objectives.	*
28	If your proposal includes delivery of services by prequalified contractors, describe your method of prequalification. State how prequalified contractors will be identified or selected by Sourcewell Participating Entities in the event of contract award.	We do not have a list of prequalified vendors for this opportunity. But we vet all of our contractors/partners through reference checks, amount of time in the industry, disclosure of any conflicts of interest and/or debarments.	*
29	Service force.	Our service technicians are equipped to initiate all responses to any service calls within 24 hours. From which time, if there is no possible solution through the software provider, all onsite repairs will be initiated within 72 hours from the first service call logging in the issue.	*

30	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	We have several distributors that we utilize to procure the equipment specified by the Sourcewell agency. Our Project Development team designs the project with the hardware solution in mind, and forwards these plans, through Salesforce, to our finance team. Our finance team then purchases the equipment and has it shipped to our warehouse where our Project Management team receives them and mobilizes the construction site.	*
31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	All of our service technicians will work in coordination with the software service provider. The software provider will field all initial maintenance requests. Upon receiving these requests, the software provider will initiate service tickets and offsite recalibration and diagnostics of the hardware. If the problem cannot be resolved digitally, INF will receive a notice to respond onsite, and we will initiate that response within 72 hours.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	INF is a nationwide operation that has the capability to field 36 teams simultaneously. We are already a service provider with Sourcewell and have the capabilities to serve any and all member agencies.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	INF does not currently operate in Canada but enjoy a network of partners that can provide INF services while we provide engineering and project management services from the U.S. INF plans on getting approved to provide our services in Canada this year.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	INF has no areas within the United States to disclose as unserviceable.	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	NA	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no stipulations to disclose.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes.	*
38	Describe the process for installation of your products and services and explain the method of quotation, as applicable.	<p>For a full turnkey installation project we utilize the following "Approach and Methodology." For full details of these services please see attachment INF Associates response to Sourcewell EVSE Master Service Contract."</p> <ol style="list-style-type: none"> 1. Project kickoff and data sharing between site host, INF, and utility. 2. Feasibility Assessment/ Site Assessments 3. Consultation Services & Site Selection 4. Incentives Management & Utility Coordination 5. Conceptual & Schematic Design 6. Marketing and Community Outreach 7. Pre-Construction/Site Preparation 8. Construction 9. Post Construction/Commissioning 10. Project Close Out 11. Ongoing Operations & Maintenance <p>Project Kickoff This phase of the project is vital to the overall understanding of the site-host's goals and expectations for the project. INF will coordinate with the site-host, utility, and any other vested interests and begin data sharing. We will walk the client through the overall process and gain an understanding of what their EVSE infrastructure will be used for, the preexisting conditions on site, and we will relay this information to our project development and engineering teams.</p> <p>Feasibility Assessment/ Site Assessments We initiate each project by commencing data collection and facilitating communication. Our initial steps involve evaluating the feasibility and scope of each site within the project portfolio. Subsequently, we relay the outcomes of these site assessments to both our design team and the client. It is standard procedure for the Project Team to conduct an evaluation of the current condition of the identified facilities. At this juncture, we communicate our findings to our central office, the site host, and the hosts of the respective sites. Based on our discoveries and the demand for Electric Vehicle Supply Equipment (EVSE) infrastructure in the area, we initiate the consultation and site selection process.</p> <p>During this phase, we also initiate any necessary dealings with the Authority Having Jurisdiction (AHJ) and commence the permitting logs. INF will then inform the site host about any discretionary permits or triggers for Environmental Reviews and engage in discussions to devise the most effective approach for overcoming any challenges. INF will share all compiled data with the Sourcewell member.</p>	

Consultation Services & Site Selection

INF is dedicated to assembling comprehensive datasets for a more insightful assessment of optimal properties for Electric Vehicle Supply Equipment (EVSE) development. Our project team will meticulously scrutinize the EVSE market expansion, EV registration trends, utility metrics, state and federal subsidies, and identify the most promising candidates for development.

To assess the suitability of the identified properties for charging equipment installation, INF will conduct in-depth studies, encompassing current and projected usage demands, an examination of on-site electrical capacity, adequate parking availability, compliance with grade and ADA standards, safety and lighting considerations, proximity to highways, on-site and nearby amenities, electric vehicle registration data for the surrounding the client and nearby metropolitan areas, recognition as a Environmental Justice Zone (EJZ), available incentives, and estimated capital investment.

All potential sites will undergo a thorough evaluation and will subsequently be presented to the site host and its project use-case for the final selection process, guided by the findings of our comprehensive report. INF's analysis will clearly outline which sites are best suited to serve as charging centers for site hosts and which properties should be earmarked for future development.

Incentives Management & Utility Coordination

We understand that the CAPEX of these projects can be an obstacle to realizing a site-hosts initiatives. INF has an experienced incentives management team that researches and applies for funding on the federal, state, and utility levels. INF Associates offers a comprehensive suite of services through our dedicated incentives management team. This specialized team is committed to identifying, developing, and submitting applications to various granting agencies on behalf of our clients, with a proven track record of securing funding at the federal, state, municipal, and utility levels.

Our electrical engineer assigned to this project will coordinate with utility for all new service agreements, meetings, and inspections to satisfy the utility requirements and supply any and all new equipment upgrades needed to support this fleet electrification initiative. We are an approved, and awarded vendor with Con Edison, and we have worked closely with them since our establishment in 2011. We always provide our clients with the most beneficial and accessible incentives available. We collaborate closely with utilities, municipalities, and other service providers to ensure the smoothest and most financially rewarding outcomes for each project. We act as intermediaries, facilitating coordination among various stakeholders to make the the site-host's approval for project advancement the most seamless and lucrative decision for them. Throughout the application process, our incentive management team will work in close partnership with the Sourcewell participating agency, offering support at every stage. We assist in completing paperwork through different interfaces and application portals, ensuring all necessary information and supporting documents are in order, and providing valuable assistance during the final submission phase.

Our proven track record extends nationwide, with numerous successful projects funded across the country. Partnering with Sourcewell and site hosts presents an exciting opportunity to expand our portfolio even further. To date, our team has generated over \$20 million in project subsidies.

Conceptual & Schematic Design

Our Project Team will utilize the collected data to create up to three alternative designs with respective single line diagrams. Following the detailed facility assessments, the Project Team will utilize the drawings, associated data, and previous records provided by the site-host, our technicians, and the utility provider for conceptual design development.

We will provide design and engineering services to for the EV charging infrastructure noted in the TUFSD's 2-Phase transition to electrifying its fleet of vehicles. In support of this, we will provide progress design sets: CD30, CD90 and CD100 Issued For Permit (IFP) Set. We will provide all electrical, civil, structural and all other engineering disciplines required to provide a complete engineered and stamped design set and provide these designs to the City for approval. We will provide all due diligence required for the design process of this type of infrastructure, and will coordinate design with DERs and facility improvements as needed.

Other critical considerations that will be integrated into the conceptual design process include ensuring proper spacing and access requirements to allow for maintenance efficiency. It is our goal that the hardware and charging station does not obstruct pedestrian traffic or normal site operations during construction and completion. Considerations will be exhaustive concerning futureproofing to meet expected demands of full electrification. This includes duct and conduit work as impediments to routine function of the site, architectural, structural, and/or electrical modifications, refurbishments, and additions that need to be undertaken to bridge the infrastructure and facility gaps in the project and the site-host's stipulations.

After our initial inspections, we communicate our findings and confirm our initial feasibility analysis or communicate any envisioned obstacles to the site host's requests. Upon receiving written confirmation from the client, we integrate all feedback into our final designs.

All plan sheets will be carried over into implementation and will be designated at this time and disseminated. Final Schematic design will include developed drawing notes and key specifications (i.e., conduit material and size, wire gauge) and details (i.e., duct bank/conduit details, foundation details). All specifications and details included in final Contract Documents are identified with a placeholder for their development in later design stages. The Final Design process sees the solidification of previous design and schematic elements of production. All stakeholders shall contribute to the discourse on how best to proceed.

Marketing and Community Outreach

INF's Marketing Department does an excellent job of getting the word out to the community that their municipality is taking an interest in improving their citizens' quality of life. Our team utilizes social media, email campaigns, town halls, workshops, and training seminars to get the community actively involved and informed about the benefits of providing EVSE accessibility. Our workshops are not just social, they are technically driven and meant to leave the audience engaged and informed about their municipality, their green energy initiatives and facts about how these initiatives improve air quality. Please see an example of equivalency of converting one gas powered car to electric and the energy impact that one vehicle and charger creates. These statistics are empowering and inform the community about the importance of the site-host's goals.

Pre-Construction/Site Preparation

The initialization and roll out of the construction team begins with personnel selection. INF employs dedicated professionals that bring credentials, skills, and experience to every operation. Our project managers, licensed electricians, professional engineers, and installation technicians are diligent and tireless in the execution of the detailed Final Design plans. In this stage we will continue to develop utility coordination, incentives management, permitting, producing COIs for insurance coverages, etc. Our project managers will implement our fire and safety policies on each site, and we will begin several project logs, including site visits, project development, construction progress, and others. All of these logs will be made available to Sourcewell and their site hosts upon request. Our project managers review and analyze the designs based on constructability, biddability, and AHJ compliance. Pre-Construction also generally includes ordering necessary supplies and equipment for the project.

Construction

Throughout the construction process, customer service, quality of work, and adhering to safety protocols are our top priorities. Typical make-ready ready preparations include installing charging cabinet foundations, the required electrical raceways for AC and DC cables, the required AC cables and data cables from the communication room to the chargers, the disconnect switches and stub-ups, the switchboard to feed the chargers, the panelboard and convenience outlets near the chargers, and all power cables and signal wires. We will provide all signage, electrical service upgrades, drop concrete pads, install bollards, and other landscaping or site improvements.

On-site construction typically includes:

- Mobilizing and laying out material
- install new service switches and main breaker panel
- Run all necessary conduit and wiring
- EV chargers are mounted and installed
- Installation of proper signage
- Clean up the construction site

We take pride and accountability when communicating with our customers and escalate when appropriate to avoid unnecessary delays in resolving issues. In addition, we work closely with the local utility, and other relevant stakeholders to ensure compliance with the relevant project codes and are accountable for every aspect of the construction phase to ensure a smooth implementation.

Post Construction

Once all the utility, AHJs, and permitting requirements are satisfied, the project manager will complete the commissioning services on the EV charging equipment. The project manager will then provide the site host and relevant stakeholders with the charging equipment, and training documentation.

Depending on our site host's need, we can offer seminars, workshops, or team meetings to demonstrate the capabilities of the charging equipment and advise on settings that can perform peak energy rate savings, and time of use to optimize energy efficiency consumption for the site. Our project team is qualified and has experience of training in the proper operation and usage of the equipment. INF will make all data concerning station access, usage data, and other diagnostics by the site-host during and after the term of agreement.

Finally, we will file the relevant documentation to Sourcewell agencies as well as the local utility with a notification on substantial completion status. Upon confirmation from the site-host and the utility's approval, we schedule the punch list walkthrough and identify any "remaining work" to be addressed. At this point all invoices will be supplied with our client's program along with any utility or incentive provider to ensure

		<p>prime application candidacy.</p> <p>Project Close Out As the Construction phase of the operation expires, INF works in parallel to initiate project close out and commission each site to ensure all technical components are in proper operations:</p> <ul style="list-style-type: none"> • Ventilation motors and controls • Electric switchgear • Chargers and rectifiers • Lighting and/or lighting controls • Configurations of equipment (rectifiers & chargers) are validated • Final test to guarantee sound operation. <p>Next, we proceed with scheduling any necessary inspections with state or local authorities, and with utilities where applicable. Once all utility, AHJ, and permitting authorities are satisfied, the commissioning of the device is complete. We then provide the site-host with background information on their new equipment, and training documents to share with employees to educate them on the proper operation of the hardware. Depending on the client's need, we are prepared to offer seminars, workshops, or meetings to demonstrate the capabilities of the equipment and to secure the optimum efficiency of the site.</p> <p>Ongoing Operations and Maintenance Most manufacturers standard hardware warranty is one-year parts only for commercial stations. To provide steady state operations management, INF provides field technical support for INF's Maintenance and Services as a supplement to the manufacturers maintenance plan for an end-to-end operation. INF will be providing all maintenance services to the site-host through our service department's ongoing operations and maintenance center.</p> <p>Our field operations are certified by the charging manufacturer will take responsibility for troubleshooting and resolving hardware issues with parts supplied by the charging manufacturer to perform repairs, conduct joint tests with the charging manufacturer to restore charging stations are back online. We will also work closely with the charging manufacturer to assist with regular performance reports and ensure the charging infrastructure meets the 98% annual uptime guarantee.</p> <p>Summary of INF Preventative and Corrective Maintenance Services:</p> <ul style="list-style-type: none"> • Offer field technical operations support to the charging manufacturer and The City to provide 24x7 proactive monitoring of the charging station's health. • Support the site-host with nationwide repair technicians as required. • Provide next business-day field on-site response after parts are confirmed delivered to the site for repair. • Ensure a 98% annual uptime guarantee with the charging manufacturer by supplementing SLA with O&M field operations support. • Assist in 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. <p>The INF maintenance plan also offers preventative maintenance for the monitoring, and bi-annual diagnostics on the system. Additional fees such as parts, dispatch coordination, and the labor to complete all affected warranty repair work are separate fees. INF Maintenance is available for a recurring annual fee or in multiyear packages for a greater discount.</p>	
39	Demonstrate your capabilities to provide solutions offered by providing a list of significant government, public agency, or similar entity projects completed in the past five (5) years.	<p>INF has worked as turnkey providers (meaning we handled every aspect of the project from initial site assessments through implementation and ongoing operations and maintenance), to the Federal Department of Commerce, the County of Westchester NY, the Los Angeles Department of Water & Power, New York Power Authority, the NYC Department of Transportation, and others. Please see attachment, "Client References" for full details.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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40	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>INF and its partners (hardware/software/off-grid manufacturers) will use the following strategy to promote this contract:</p> <p>Outside Sales: Our sales team and account executives will proactively reach out to all Sourcewell members within their assigned territories to promote the contract. We are currently speaking to many of them already and will ensure they are aware of the contract and the value it will bring them.</p> <p>Inside Sales: Our inbound team will be able to promote the contract to all inbound inquiries that come in. We receive a significant number of inbound leads from potential/existing Sourcewell members, and our inbound team will promote this contract to everyone and provide education on the advantages of utilization. Our outbound team will focus on proactive outreach to Sourcewell members and all government agencies and call on leads that are generated through our marketing efforts. We have the tools necessary to track leads through campaigns and call on lead lists.</p> <p>Marketing: Upon award, we will conduct a formal announcement across various channels to promote the contract. We will conduct regular marketing campaigns to educate the target market on this contract. In addition to any help Sourcewell can provide with contact information, we have the tools necessary to quickly pull customer contact information for email campaigns.</p> <p>Associations: INF and its partners are members of various industry associations and regularly involved with activities such as white papers, webinars, and professional speaking engagements. We will use these platforms to promote the Sourcewell contract.</p> <p>Webinars: INF can assist with creating webinars that highlight the benefits of the Sourcewell contract with real life testimonials. These webinars can be vendor neutral and positioned as an educational presentation.</p> <p>Trade shows: INF will participate in various trade shows/events around the country and will have marketing material available highlighting our partnership with Sourcewell and details of the contract.</p> <p>Incentives: We will match all state, local and utility incentives to Sourcewell members and proactively educate prospects about the value of both the incentive program and the Sourcewell partnership.</p> <p>Distribution Network: Our large distribution/partner network also has sales and marketing teams primarily supporting electrical contractors. Contractors are often a first touch point for customers exploring a charging solution. ChargePoint will work closely with its partners to help them develop effective marketing strategies. We will also train their sales team to effectively leverage this contract. We will have regular follow-up calls and training to make sure this contract stays top of mind.</p> <p>Examples of our outreach:</p> <ul style="list-style-type: none"> • INF at the ACT Expo: North America's largest clean fleet show. • Incentive Announcement provided as a courtesy from our incentive management team. • Assist in obtaining the appropriate funding available for municipalities across the US. *
41	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Our marketing approach leverages technology to quickly pull contact information from prospective customers and generate marketing campaigns. INF is often involved in new programs, contracts, grants etc. and can quickly provide information to our primary market. We use various engagement tools for generating leads and managing them through the sales funnel.</p> <ul style="list-style-type: none"> • Organic social posts (Facebook, LinkedIn, Twitter, Instagram) • Digital advertising (banner ads, social ads, paid search, retargeting) • Premium content • Syndicated content * • Organic search • Charging Forward blog • Credits and Incentives web page with link to lead form on www.infassociates.com. • Forms (content downloads) • Events (webinars, industry events, partner events) • Email campaigns (internally generated lists, contacts from inbounds) • Marketing automation <ul style="list-style-type: none"> • Downloads of content/other assets • Inbound calls • Sales Development Reps (SDR) outbound calls • Customer referrals • Driver referrals • Hybrid online events around key industry conferences and gatherings such as NY Climate Week

42	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	INF is committed to developing a collaborative and effective partnership with Sourcewell on this contract and in the long term. Sourcewell can consider INF its potential marketing partner that can greatly help promote this contract. We look for support on an initial announcement to current members notifying them of this renewed opportunity. We have systems/tools to capture contact information, however, we trust that Sourcewell will assist us in providing membership contact information for ongoing outreach and marketing campaigns. The value of providing us with this information will allow us to move expeditiously. We would also look for opportunities to collaborate on co-branded marketing initiatives with our charging partners. With Sourcewell's well-established relationship with its members and INF's expertise in EV charging, working closely together on marketing initiatives will ensure members feel confident that they are in good hands with their EV charging needs. The Sourcewell contract will be part of every discussion we have with existing and potential members. We speak with government agencies every day and leveraging this contract will benefit all stakeholders (Sourcewell, its members and INF Associates). We agree to the administrative fees specified by Sourcewell in the RFP.	*
43	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Externally, INF's services are available through such e-procurement platforms as Sourcewell, the Purchasing Cooperative of America, the State of Michigan Department of Material Technology & Budget, and Westchester County. Internally, INF has developed the most extensive, experienced sales team in the industry and makes these resources available to customers exploring our space. With our help, we are confident its members will be put in a position to implement successful projects. Primarily for this reason, INF does not have its own e procurement system, our GSA Schedules are online via www.gsaadvantage.gov .	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
44	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>INF and its partners have extensive experience developing training programs for end users along with training the trainer programs. Our team is comprised of academics and technical trainers who can assist with creating curriculum and training material for specific fleet transition plans. For example, INF is an awarded Workforce Development provider through NYSEDA and have developed training material for first responders and delivered the workshops for technical assistance n new equipment and technologies to ensure first responders have the proper knowledge to approach an electric vehicle fire. Our training courses are developed custom to the client needs and user groups involved. This is built on an hourly rate with expenses for customers.</p> <p>Maintenance Advisory: an EVSE transition plan is incomplete if maintenance is not properly planned as the transition occurs, leaving significant gaps in vehicle uptime and organizational training. INF works with Sourcewell participating entities from the boardroom to the shop floor throughout the transition journey. Our excellence in maintenance is built upon the technical expertise of our pit-crew and deep experience with evidence of zero emission transport maintenance profiles. We vet repair technicians and maintenance service providers to ensure they are capable of performing maintenance on zero emission fleet, equipment, infrastructure and facility upgrades. INF is also a trusted representative for owners to ensure third-party maintenance contracts are structured and managed according to key performance indicators and service levels. Our pit-crew also creates regimes to support timely fleet warranty administration and parts sourcing strategies. We build maintenance policies and standard operating procedures. We understand that the pace of technological advancement and absence of datasets can make the decision to transition fleet challenging. At INF we can help Sourcewell participating entities implement asset management plans for their transition journey. This includes supporting site selection, overhaul decisions, battery replacement decisions and timing backwards integration upgrades for technological advancements. This is in addition to our expertise in creating and delivering custom training programs that can be delivered in person, online and hybrid forms through train-the-trainer, departmental and refresher models. • Maintenance Partners Vetting and Recommendations • Operation and Maintenance Contracting Support • Maintenance Policy Development • SOP Development • Process Specification Writing • Asset Management Implementation • Asset Replacement, Overhaul and Disposition Analysis and Process Development • Parts Strategies and Spare Ratio Development • Training and Reskilling Programs</p>

45	Describe any technological advances that your proposed Solutions offer.	<p>There are several technologies offered by INF Associates that offer technological advances. As EV charger technology improves, we offer full "future proofing" services that allow for EV infrastructure expansion, upgrades, and new tech integration.</p> <p>Beyond traditional "future-proofing" options, INF is offering three off-grid technologies that are technologically changing how we rely on the grid. Our experience working with public entities to provide these solutions in our turnkey EVSE design and implementation package to the Los Angeles Department of Transportation, the City of New York, Westchester County, The State of Michigan Department of Material, Technology, and Budget, the Federal Department of Commerce.</p> <p>These "micro-grid" solutions have the capability to install EVSE charging equipment that is fed by (Beam Energy) solar panels and reservoired by battery storage systems that make each charging station an independent grid unto itself. We also have the capability to offer mobile EV charging by Pioneer, and Mainspring in-line L-gen generators with the ability to use bio digestible matter to create kW's for your project site.</p> <p>For full technology details, please see attachments, "Pioneer emobility Spec Sheet," "Mainspring Technology Overview," & "Beam Energy ARC" product sheets.</p>	*
46	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>INF is committed to developing green initiatives by working with our property owners at our field offices to reduce carbon expenditure. We have partnered with Sage Realty, NYSERDA, NYC Accelerator, and others to reduce the carbon emissions for ourselves and our clients. We also offer a NY Dept of Labor sponsored apprenticeship program in Project Management to create new skilled positions in the green energy space. We are working with non-profit agencies to complete decarbonization strategies at a reduced rate for the various underserved communities and all of this reflects our commitment to decarbonizing our energy usage across the board. In addition, our leadership team is recognized as champions for diversity and equity (awarded by Orange & Rockland Utility).</p>	*
47	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>INF is brand agnostic and works with all OCPP manufacturers that offer Energy Star certified charging stations. All of our products are Energy Star certified when the project is fully complete and open for use.</p> <p>INF is a certified reseller of hardware that gets advanced tested and exposed to extreme environmental accelerated life cycle testing. Tests include solar loading, extreme heat, extreme cold, humidity, seismic, focused pressurized water, impact, and dozens of other tests designed to improve product reliability and longevity. Higher reliability, less on-site visits, fewer replacement parts, and longer life span all contribute to lessening environmental impact.</p>	*

48	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Individuals conduct business and are the drivers of change within municipalities. The proposed team has worked together for close to a decade to deliver feasibility studies, strategies, implementation plans and ongoing stakeholder engagements for municipalities across the USA. While the names of some of the firms may have changed, the team has consistently delivered leading insights and value-added solutions for governments from coast to coast. We are individually and collectively leaders in encouraging the green transition from all facets, whether from fleet, facility, infrastructure, stakeholders, environmental and economics. We are vested in achieving a social license from stakeholders, whether the public or utilities. Together, we can create an actionable, responsive, and made-for municipalities EVSE service strategy that realizes the municipality's short- and long-term objectives. "Our Team speaks EVSE", the INF team is comprised of experts from all disciplines including mechanics and former public work commissioners. This broad team allows us to connect with shop floor concerns, user group operating challenges, c-suite, and elected officials pressure to decarbonize operations without compromising on service delivery. Our Suite of Tools & Technology is powered by digital twin technology, machine learning and advanced algorithms that allow us to provide offerings that are market leading in accuracy and capability to deliver sophisticated solutions in a timely manner. Relationships: The INF Team is multidisciplinary and has skills that span engineering, finance, marketing, legal, planning, stakeholder engagement and academia with relationships with tier 1 and tier OEMs, storage and EV equipment suppliers, utilities, levels of government and technology developers. This allows the INF team to access information that is not readily available in the market. Our deliverables are informed by actual experiences with EV adoption. We deliver higher value to our clients as we can validate assumptions, conduct market scans, conduct infrastructure, policy, and facility gap assessments, and identify, price, and adjust risks associated with encouraging EV usage and charger station utilization across the municipality. We are also engagement-minded improving the awareness, communication, and public support for Sourcewell agencies.</p> <p>We offer incentives management services that will identify the largest offsets on the federal, state, and utility levels to ensure the greatest financial flexibility to the site hosts. Our incentives team has been awarded for 5 million dollars in incentives over the last three years.</p> <p>Another distinguishing characteristic of INF is that we are a design/engineering firm that offers project management services. Our in-house engineers create stamped designs and alternatives for the site hosts to choose from, and have the credentials to meet any local or state requirements.</p> <p>Lastly, INF is offering the kind of off-grid solutions that will allow participating Sourcewell agencies to create revenue by harvesting kW's through solar, generator, and mobile charging solutions. This means that we can make money for the client once they open the site by providing a means to sell excess energy back into the grid.</p>	*
49	Describe all end-user payment methods offered for charging, as applicable.	All of our software solutions offer the ability for payment options for electric vehicle (EV) chargers include apps, RFID cards, contactless payment, and subscriptions.	*
50	Identify the data collected when your equipment, products, and services are accessed by an end-user.	Our software collects data like charging session details (start time, end time, energy used), charging station status (available, occupied, faulty), vehicle information (battery level, charging rate), location data, payment details, weather conditions, and grid information to optimize charging based on electricity demand and availability; essentially capturing both operational data about the charger itself and usage data from individual charging sessions.	*

51	Describe applicable data security measures and identify any services performed outside the US or Canada, as applicable.	<p>Ensuring robust data security in EV charging software is essential to protect sensitive user data, prevent cyber threats, and maintain compliance with industry regulations. Below are key data security measures applicable to EV charging software:</p> <p>1. Data Encryption Use end-to-end encryption (e.g., TLS 1.2/1.3) for secure data transmission between EV chargers, mobile apps, cloud servers, and payment gateways. Store sensitive information (e.g., user credentials, payment data) using AES-256 encryption.</p> <p>2. Authentication and Access Control Implement multi-factor authentication (MFA) for user logins. Use role-based access control (RBAC) to restrict system access based on user roles. Apply OAuth 2.0/OpenID Connect for secure user authentication across platforms.</p> <p>3. Secure Payment Processing Ensure compliance with PCI DSS standards for processing credit card transactions securely. Use tokenization to protect payment details and prevent unauthorized access.</p> <p>4. Secure APIs and Communication Implement OAuth 2.0 and API key-based authentication for secure API communications. Enforce rate limiting and monitoring to prevent API abuse and DDoS attacks. Regularly test APIs for vulnerabilities such as injection attacks and insecure endpoints.</p> <p>5. Data Privacy and Compliance Comply with regulations like GDPR, CCPA, ISO 27001, and NIST for data privacy. Provide user consent mechanisms for data collection and processing. Anonymize or pseudonymize personal data to minimize exposure in case of a breach.</p> <p>6. Firmware and Software Security Implement secure boot and code signing to prevent tampering with EV charger firmware. Regularly deploy over-the-air (OTA) updates to fix security vulnerabilities. Conduct penetration testing and code audits for secure software development.</p> <p>7. Network Security Use firewalls and intrusion detection systems (IDS/IPS) to monitor and prevent cyber threats. Employ zero-trust architecture (ZTA) to verify every device and user before granting access. Segment networks to separate charging station operations from user-facing services.</p> <p>8. Incident Response and Monitoring Implement real-time security monitoring and logging to detect anomalies. Use SIEM (Security Information and Event Management) solutions for threat analysis. Establish an incident response plan (IRP) for timely response to security breaches.</p> <p>9. Third-Party Risk Management Assess third-party integrations and cloud service providers for compliance with security standards. Require security certifications and audits for vendors handling sensitive data. Use contractual agreements to enforce data protection responsibilities.</p> <p>10. User Awareness and Training Educate users and administrators on phishing attacks, password management, and security best practices. Encourage regular security training programs to mitigate human errors.</p> <p>These security measures ensure confidentiality, integrity, and availability of data in EV charging networks, protecting users and infrastructure from cyber threats.</p>	*																		
52	Demonstrate your capabilities around long-term stewardship of proposed equipment, products, or services offered such as maintenance, performance warranties and guarantees, operational uptime, hardware warranties, and similar stewardship functions.	<p>INF's service department offers a comprehensive insurance-backed warranty to Sourcewell members that provides industry-leading coverage. The warranty safeguards against most incidents and is backed by an A-rated insurance company.</p> <p>Most manufacturers standard hardware warranty is one-year parts only for commercial stations. To provide operations management & maintenance, INF provides field technical support for INF's Maintenance and Services as a supplement to the manufacturer's maintenance plan for an end-to-end operation. INF will be providing all maintenance services to Sourcewell agencies through our service department's ongoing operations and maintenance center.</p> <p>Our field operations are certified by the charging manufacturer will take responsibility for troubleshooting and resolving hardware issues with parts supplied by the charging manufacturer to perform repairs, conduct joint tests with the charging manufacturer to restore charging stations are back online. We will also work closely with the charging manufacturer to assist with regular performance reports and ensure the charging infrastructure meets the 98% annual uptime guarantee.</p> <p>We offer A+ underwritten extended 3-year and 5-year warranties as an option at time of EV charging station purchase. Coverage includes:</p> <table><tr><td>3 & 5 Year Terms</td><td>Starts at Purchase Date</td><td>Mechanical & Electrical Services</td></tr><tr><td>Customer Care Support</td><td></td><td></td></tr><tr><td>Shipping Included</td><td>Repair of Unit</td><td>Replacement of Unit</td></tr><tr><td>Accidental Damages</td><td>Power Surges</td><td>Labor Included</td></tr><tr><td></td><td></td><td>Refurbishment</td></tr><tr><td></td><td></td><td>Parts Included</td></tr></table> <p>***On-site repairs and replacements will commence within 72 hours of receipt and approval of a claim.</p>	3 & 5 Year Terms	Starts at Purchase Date	Mechanical & Electrical Services	Customer Care Support			Shipping Included	Repair of Unit	Replacement of Unit	Accidental Damages	Power Surges	Labor Included			Refurbishment			Parts Included	*
3 & 5 Year Terms	Starts at Purchase Date	Mechanical & Electrical Services																			
Customer Care Support																					
Shipping Included	Repair of Unit	Replacement of Unit																			
Accidental Damages	Power Surges	Labor Included																			
		Refurbishment																			
		Parts Included																			

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
53	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.	Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>INF does not have any of the specified designations. However, as a general contractor, we always strive to utilize local MWDBE electricians to make the electrical connections before we commission the devices.</p> <p>We do have a vast network of these designated providers and have no trouble meeting any mandatory MWDBE requirements.</p>	*
54		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
55		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
56		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
57		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
58		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
59		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
60		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
61	Describe your payment terms and accepted payment methods.	<p>INF accepts checks, ACH, WIRE, Credit Card. Payment Terms:</p> <ul style="list-style-type: none"> • 50% of the total project cost is due upfront before work can begin. • The remaining 50% of the project cost is due upon project close. • Payment must be made within 30 days of the project's closing. • ACH payments are accepted and preferred. Please note that failure to make payments on time may result in a delay of project completion or additional fees. Additionally, if there are any changes to the scope of work, a revised project estimate may be provided, and a new payment schedule may need to be established. 	*
62	Describe any leasing or financing options available for use by educational or governmental entities.	<p>INF is committed to accelerating the adoption of electric vehicles and supporting the growth of the EV industry. As part of our efforts, we work closely with financing companies to facilitate the funding of EVSE (Electric Vehicle Supply Equipment) projects. By partnering with reputable financing companies, we help our clients secure financing for their EVSE projects, enabling them to move forward with their plans to install EV charging stations and support the transition to a cleaner, more sustainable transportation system. Our aim is to make EVSE projects accessible and financially feasible for businesses and organizations of all sizes, while contributing to the growth and development of the EV market.</p>	*

63	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>1. Terms of payment for the Products and Services are net thirty (30) days. Any invoice not paid within thirty (30) days from the date of invoice will be subject to a service charge equal to the lesser of One and One-half percent (1.5%) per month on account balances or the maximum percentage permitted by law. INF reserves the right to de-activate the charging equipment for non-payment. 2. At INF's option, Buyer may be invoiced monthly for Services provided over more than one month. 3. For material purchases in excess of \$50,000, INF reserves the option to invoice 50% of the total at the time of Product order and the remaining 50% at the time of Product delivery. 4. All prices shall include all federal, state, local and foreign taxes, duties, customs, and other fees relating to the sale, transportation, use, performance or possession of the Buyer of the Product and Services. 5. Buyers must meet all utility and state incentive operating and reporting requirements or they may be subject to repayment of rebates and incentives. In the case Buyer does not meet the utility and state incentive requirements, INF shall not be liable for the repayment of any rebates or incentives. 6. INF shall not be liable for delays or performance resulting from causes beyond its reasonable control, acts of God, acts or omissions of Buyer, fire, strike, or other labor difficulty. Should there be a delay, the date of delivery or performance shall be extended. 7. An order may be terminated only by mutual written agreement between Buyer and INF and only upon payment of costs and expenses already incurred by INF. 8. INF endeavors to represent THE CLIENT's interests to the best of its ability. However, INF makes no guarantees of any specific outcome or results. All Services provided to THE CLIENT reflect judgement and the facts available to INF at the time the Service is provided. Any and all liability related to this Agreement, including the delivery of Services, shall be limited to the Fees payable to INF from THE CLIENT. Under no circumstances will INF be liable for all damages, losses, or harm in the delivery of Services under this Agreement. For clarity, THE CLIENT agrees to limit the liability of INF, its affiliates and their respective employees, officers, directors, agents consultants and subcontractors (hereafter known as "INF Entities") to THE CLIENT, its employees, officers, directors, agents, consultants and subcontractors, whether in contract, tort, or otherwise, which arises from INF Entities acts, negligence, errors or omissions, such that the total aggregate liability of the INF Entities to all those named shall not exceed INF's total Fees for the Services rendered under this Agreement. Under no circumstances will INF be liable for any decisions made by THE CLIENT, if the decisions were made without the advice of INF, or contrary to or inconsistent with INF's advice; the unauthorized distribution of any confidential document or report prepared by or on behalf of INF for the exclusive use of the Client; claims for damages for bodily injury, including death which is actually or allegedly, in whole or in part, directly or indirectly, caused by, based upon or in any way involving any material derived therefrom in whatever form or quantity from INF Entities. No claim may be brought against INF in contract or in tort, more than two years after the Services were completed or terminated under this Agreement. THE CLIENT waives any and all rights, remedies, and claims that it may have against INF, its principals, employees, directors, officers, or agents whether at law, under any statute or in equity or otherwise, directly, or indirectly, relating to the performance of this Agreement to the extent limited by this Article. In no event shall either Party be liable to the other for indirect, incidental, or consequential damages of any kind (regardless of whether such damages are alleged to have arisen from negligence, breach of warranty, breach of contract, or from any other cause) including, but not limited to, damages arising from the use or loss of any facility, loss of anticipated profits or revenues, cost of purchasing or replacing products and services, or claims of customers.</p>
64	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>INF values the security and integrity of financial transactions and has established policies and procedures to ensure compliance with industry standards and best practices. As part of our commitment to maintaining a secure and reliable payment processing environment, we do not accept p-card payments. While p-card procurement can offer benefits such as streamlined purchasing, we believe that using other payment methods provides greater security, control, and transparency. Therefore, INF accepts alternative payment methods such as wire transfers, ACH transfers, and traditional credit card payments to provide our clients with flexible options.</p>

65	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Our pricing document is line item based with SKUs for the consideration of the Sourcewell member agencies. Please see uploaded attachment, "Sourcewell Pricing #021825- INF Associates Pricing" for full pricing details.	*
66	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	INF can offer 10% off MSRP on all hardware. Further, in being brand-agnostic, INF Associates assists clients in determining the most cost-effective solutions and hardware options for the specific project needs.	*
67	Describe any quantity or volume discounts or rebate programs that you offer.	No standard volume discount is offered but 1%-5% can be considered on an opportunity basis.	*
68	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	INF is a brand agnostic EVSE Supplier and will offer a 5-10% discount off MSRP for non-Sourcewell listed items. All items listed on Sourcewell will have their pricing honored.	*
69	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	In the pricing document provided, we describe the general installation cost per L2 port and kW of DCFC. However, the site conditions at each individual location vary greatly and as a result, as will the cost of installation. Infrastructure and installation costs are typically quoted firm-fixed based on the site-specific details, which minimizes upfront cost and helps minimize change orders throughout the project.	*
70	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight, delivery, and shipping are an additional cost to the Sourcewell entity. INF will coordinate the shipping and delivery with the on-site point of contact to ensure the stations arrive when needed for installation. This is to avoid any damage to the stations from long-term site storage, and to avoid any additional costs for storage or expedited shipping.	*
71	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight, shipping, and delivery for non-continental US and Canada will be done on a prepaid-and-add basis. The customer will be invoiced following delivery at cost +15%.	*
72	Describe any unique distribution and/or delivery methods or options offered in your proposal.	INF has a North American distribution model with extended partners in various States and Provinces which would be brought in to reduce the cost of sending expert resources to enables Sourcewell and its members to reduce out of pocket costs.	*
73	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	INF has implemented a comprehensive self-audit program to ensure compliance with the proposed Contract with Sourcewell. Our program includes a monitoring and reporting system that tracks sales through automated tools, allowing us to identify discrepancies and ensure all participating entities receive accurate pricing and fees. To support our sales reporting, we have a dedicated team that oversees all aspects of the Contract and ensures compliance with its requirements. Additionally, INF has established clear policies and processes that are reviewed regularly to ensure best practices. Overall, INF obtains the level of detail and transparency necessary to meet the reporting requirements set forth in the Contract template.	*
74	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	INF utilizes the following metrics we utilize to track contractual effectiveness and success: • Sales, Revenue, and Pipeline • Customer Success and Retention • Organizing and Meeting Delivery Timelines • Construction Performance: o Budget o Timeline o High Quality o Safety Performance	*
75	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	INF proposes an administrative fee of 3% on total to be paid to Sourcewell upon receipt of final payment from the customer on any contract awarded through Sourcewell to INF Associates.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
76	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	We have included a strong discount off of MSRP for all Sourcewell member agencies.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A, 7B and 7C)

Line Item	Question	Response *
77	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>As approved resellers of most EVSE OCPP compliant solutions, IF has the ability to offer most AC Level 2 charging solutions, as well as DCFC Level 3 chargers, from ChargePoint, ABB, Autel, Blink, Flo, and others. As approved vendors we are also able to offer their accompanying software, as well as OCPP compliant software from a third party. We offer micro-grid solutions, including Pioneer's e-mobility charging, Mainspring's L-gen biodigester generator, and Beam Energy's ARC solar panel systems. Aside from the product based solutions, we offer the following solutions/services for the effectual planning and implementation of any EVSE project:</p> <p>Feasibility Assessment/ Site Assessments We initiate each project by commencing data collection and facilitating communication. Our initial steps involve evaluating the feasibility and scope of each site within the project portfolio. Subsequently, we relay the outcomes of these site assessments to both our design team and the client. It is standard procedure for the Project Team to conduct an evaluation of the current condition of the identified facilities. At this juncture, we communicate our findings to our central office, The City, and the hosts of the respective sites. Based on our discoveries and the demand for Electric Vehicle Supply Equipment (EVSE) infrastructure in the area, we initiate the consultation and site selection process. During this phase, we also initiate any necessary dealings with the Authority Having Jurisdiction (AHJ) and commence the permitting logs. INF will then inform the site-host about any discretionary permits or triggers for Environmental Reviews and engage in discussions to devise the most effective approach for overcoming any challenges. INF will share all compiled data with the agency.</p> <p>Consultation Services & Site Selection INF is dedicated to assembling comprehensive datasets for a more insightful assessment of optimal properties for Electric Vehicle Supply Equipment (EVSE) development. Our project team will meticulously scrutinize the EVSE market expansion, EV registration trends, utility metrics, state and federal subsidies, and identify the most promising candidates for development. To assess the suitability of the identified properties for charging equipment installation, INF will conduct in-depth studies, encompassing current and projected usage demands, an examination of on-site electrical capacity, adequate parking availability, compliance with grade and ADA standards, safety and lighting considerations, proximity to highways, on-site and nearby amenities, electric vehicle registration data for the surrounding the site host and nearby metropolitan areas, recognition as a Environmental Justice Zone (EJZ), available incentives, and estimated capital investment. All potential sites will undergo a thorough evaluation and will subsequently be presented to the The City and its fleet for the final selection process, guided by the findings of our comprehensive report. INF's analysis will clearly outline which sites are best suited to serve as charging centers for site hosts and which properties should be earmarked for future development.</p> <p>Incentives Management & Utility Coordination We understand that Sourcewell members may have already researched and received recommendations for federal and state monies for this project. INF Associates also offers a comprehensive suite of services through our dedicated incentives management team. This specialized team is committed to identifying, developing, and submitting applications to various granting agencies on behalf of our clients, with a proven track record of securing funding at the federal, state, municipal, and utility levels. Our electrical engineers assigned to these project will coordinate with local utilities for all new service agreements, meetings, and inspections to satisfy the utility requirements and supply any and all new equipment upgrades needed to support this fleet electrification initiative. We are an approved, and awarded vendor with Con Edison, and we have worked closely with them since our establishment in 2011. We always provide our clients with the most beneficial and accessible incentives available. We collaborate closely with utilities, municipalities, and other service</p>

providers to ensure the smoothest and most financially rewarding outcomes for each project. We act as intermediaries, facilitating coordination among various stakeholders to make the site hosts' approval for project advancement the most seamless and lucrative decision for them.

Throughout the application process, our incentive management team will work in close partnership with the site-host, offering support at every stage. We assist in completing paperwork through different interfaces and application portals, ensuring all necessary information and supporting documents are in order, and providing valuable assistance during the final submission phase.

Our proven track record extends nationwide, with numerous successful projects funded across the country. Partnering with site hosts presents an exciting opportunity to expand our portfolio even further. To date, our team has generated over \$5 million in project subsidies.

Conceptual & Schematic Design

Our Project Team will utilize the collected data to create up to three alternative designs with respective single line diagrams. Following the detailed facility assessments, the Project Team will utilize the drawings, associated data, and previous records provided by the site host, our technicians, and the utility provider for conceptual design development.

We will provide design and engineering services to the site host for the EV charging infrastructure noted in RFP response and in support of this, we will provide progress design sets: CD30, CD90 and CD100 Issued For Permit (IFP) Set. We will provide all electrical, civil, structural and all other engineering disciplines required to provide a complete engineered and stamped design set and provide these designs to the site host for approval. We will provide all due diligence required for the design process of this type of infrastructure, and will coordinate design with DERs and facility improvements as needed.

Other critical considerations that will be integrated into the conceptual design process include ensuring proper spacing and access requirements to allow for maintenance efficiency. It is our goal that the hardware and charging station does not obstruct pedestrian traffic or normal site operations during construction and completion.

Considerations will be exhaustive concerning futureproofing to meet expected demands of full electrification. This includes duct and conduit work as impediments to routine function of the site, architectural, structural, and/or electrical modifications, refurbishments, and additions that need to be undertaken to bridge the infrastructure and facility gaps in the project and the site host's stipulations.

After our initial inspections, we communicate our findings and confirm our initial feasibility analysis or communicate any envisioned obstacles to the host's requests. Upon receiving written confirmation from the client, we integrate all feedback into our final designs.

All plan sheets will be carried over into implementation and will be designated at this time and disseminated. Final Schematic design will include developed drawing notes and key specifications (i.e., conduit material and size, wire gauge) and details (i.e., duct bank/conduit details, foundation details). All specifications and details included in final Contract Documents are identified with a placeholder for their development in later design stages. The Final Design process sees the solidification of previous design and schematic elements of production. All stakeholders shall contribute to the discourse on how best to proceed.

Marketing and Community Outreach

INF's Marketing Department does an excellent job of getting the word out to the community that their municipality is taking an interest in improving their citizens' quality of life. Our team utilizes social media, email campaigns, Town halls, workshops, and training seminars to get the community actively involved and informed about the benefits of providing EVSE accessibility. Our workshops are not just social, they are technically driven and meant to leave the audience engaged and informed about their municipality, their green energy initiatives and facts about how these initiatives improve air quality. Please see an example of equivalency of converting one gas powered car to electric and the energy impact that one vehicle and charger creates. These statistics are empowering and inform the community about the importance of The City's goals.

Pre-Construction/Site Preparation

The initialization and roll out of the construction team begins with personnel selection. INF employs dedicated professionals that bring credentials, skills, and experience to every operation. Our project managers, licensed electricians, professional engineers, and installation technicians are diligent and tireless in the execution of the detailed Final Design plans. In this stage we will continue to develop utility coordination, incentives management, permitting, producing COIs for insurance coverages, etc. Our project managers will implement our fire and safety policies on each site, and we will begin several project logs, including site visits, project development, construction progress, and others. All of these logs will be made available to the client and their site hosts upon request. Our project managers review and analyze the designs based on constructability, biddability, and AHJ compliance. Pre-Construction also generally includes ordering necessary supplies and equipment for the project.

Construction

Throughout the construction process, customer service, quality of work, and adhering

to safety protocols are our top priorities. Typical make-ready ready preparations include installing charging cabinet foundations, the required electrical raceways for AC and DC cables, the required AC cables and data cables from the communication room to the chargers, the disconnect switches and stub-ups, the switchboard to feed the chargers, the panelboard and convenience outlets near the chargers, and all power cables and signal wires. We will provide all signage, electrical service upgrades, drop concrete pads, install bollards, and other landscaping or site improvements.

On-site construction typically includes:

- Mobilizing and laying out material
- install new service switches and main breaker panel
- Run all necessary conduit and wiring
- EV chargers are mounted and installed
- Installation of proper signage
- Clean up the construction site

We take pride and accountability when communicating with our customers and escalate when appropriate to avoid unnecessary delays in resolving issues. In addition, we work closely with the local utility, and other relevant stakeholders to ensure compliance with the relevant project codes and are accountable for every aspect of the construction phase to ensure a smooth implementation.

Post Construction

Once all the utility, AHJs, and permitting requirements are satisfied, the project manager will complete the commissioning services on the EV charging equipment. The project manager will then provide the site host and relevant stakeholders with the charging equipment, and training documentation.

Depending on our site host's need, we can offer seminars, workshops, or team meetings to demonstrate the capabilities of the charging equipment and advise on settings that can perform peak energy rate savings, and time of use to optimize energy efficiency consumption for the site. Our project team is qualified and has experience of training in the proper operation and usage of the equipment. INF will make all data concerning station access, usage data, and other diagnostics by the site-host during and after the term of agreement.

Finally, we will file the relevant documentation to the client as well as the local utility with a notification on substantial completion status. Upon confirmation from the client and the utility's approval, we schedule the punch list walkthrough and identify any "remaining work" to be addressed. At this point all invoices will be supplied with our client's program along with any utility or incentive provider to ensure prime application candidacy.

Project Close Out

As the Construction phase of the operation expires, INF works in parallel to initiate project close out and commission each site to ensure all technical components are in proper operations:

- Ventilation motors and controls
- Electric switchgear
- Chargers and rectifiers
- Lighting and/or lighting controls
- Configurations of equipment (rectifiers & chargers) are validated
- Final test to guarantee sound operation.

Next, we proceed with scheduling any necessary inspections with state or local authorities, and with utilities where applicable. Once all utility, AHJ, and permitting authorities are satisfied, the commissioning of the device is complete. We then provide the site host with background information on their new equipment, and training documents to share with employees to educate them on the proper operation of the hardware. Depending on the client's need, we are prepared to offer seminars, workshops, or meetings to demonstrate the capabilities of the equipment and to secure the optimum efficiency of the site.

Ongoing Operations and Maintenance

Most manufacturers standard hardware warranty is one-year parts only for commercial stations. To provide steady state operations management, INF provides field technical support for INF's Maintenance and Services as a supplement to the manufacturers maintenance plan for an end-to-end operation. INF will be providing all maintenance services to the site host through our service department's ongoing operations and maintenance center.

Our field operations are certified by the charging manufacturer will take responsibility for troubleshooting and resolving hardware issues with parts supplied by the charging manufacturer to perform repairs, conduct joint tests with the charging manufacturer to restore charging stations are back online. We will also work closely with the charging manufacturer to assist with regular performance reports and ensure the charging infrastructure meets the 98% annual uptime guarantee.

Summary of INF EVStar Preventative and Corrective Maintenance Services:

- Offer field technical operations support to the charging manufacturer and The City to provide 24x7 proactive monitoring of the charging station's health.
- Support the client with nationwide repair technicians as required.
- Provide next business-day field on-site response after parts are confirmed

delivered to the site for repair.

		<ul style="list-style-type: none"> • Ensure a 98% annual uptime guarantee with the charging manufacturer by supplementing SLA with O&M field operations support. • Assist in 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. <p>The INF EV Maintenance plan also offers preventative maintenance for the monitoring, and bi-annual diagnostics on the system. Additional fees such as parts, dispatch coordination, and the labor to complete all affected warranty repair work are separate fees. INF Maintenance is available for a recurring annual fee or in multiyear packages for a greater discount.</p>	
78	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	INF agrees to handle all permitting and utility coordination for the site host. We will work with all electricians to provide safe and regimented project management services through each step of the process. We also provide workforce development and training services as part of project closeout phase that allows staff that will be working with the infrastructure a working knowledge and protocol to initiate any availability or maintenance concerns.	*
79	Demonstrate your experience and capabilities installing and supporting Level 3 DC Fast Chargers	<p>INF has extensive experience designing, implementing, and maintaining L3 chargers across the country. We have installed hundreds of DCFC ports at several major project sites including:</p> <p>Harbors at Haverstraw: 3. Harbors at Haverstraw: INF has provided turnkey engineering, design, and implementation services for 300 chargers at the Harbors at Haverstraw luxury living community. Our team installed a mixture of L2 and DCFC chargers and was awarded the largest rebate through Orange & Rockland's history:https://www.oru.com/en/about-us/media-center/news/2024/07-19/oru-provides-2-million-for-largest-electric-vehicle-charging-project-in-its-service-territory. We installed 150 pedestal mounted L2 chargers, and 130 wall mounted ChargePoint CPF50s, and 7 DCFCs across two campuses and several locations. As a complete turnkey service, this project is one of our largest and most powerful green energy initiatives for INF to date.</p> <p>Bimbo Bakeries: INF is partnering with a Long Island staple in Bimbo Bakeries in Maspeth to install 11 DCFC fast chargers. Bimbo is a leading entity in the micro-grid sustainability initiative and chose to install DCFCs for their fleet of delivery vehicles. The factory and warehouse needed new service level agreements to power the panel upgrades necessary to power the charging stations. INF supplied & installed (2) Utility Poles w/ H-frame to mount new Electric Service/Equipment. Supplied & Installed (1) 400A 480V Trans-S meter/disconnect w/ new conduit/wiring from utility xfmr 25' away. We also install (14) safety bollards on site to protect the infrastructure. Supplied & installed a 400A 480V MLO panel w/ (7) 3p 40A breakers. Installed (7) 1.5" trenching & restoration of asphalt & concrete required. Installed (11) single port, pedestal mounted, 24KW EV chargers as per Spec. Installed new utility grade CT's & utility grade smart meter, supplied by Con Edison.</p> <p>and</p> <p>Revel Rideshare Group: INF Associates installed thirty (30) Kempower DCFCs from ten power cabinets at 1110 Oak Point parking garage in the Bronx NY. The chargers consist of ten 200kW units and 20 150kW units for Revel fleet vehicles. We ran 20 sets of 5" HDPE conduit with 750MCM Copper Feeders 600' in new trench by others. (20) Separate runs of 4#4/0 + 1#2 Ground Copper in 2-1/2" SCH 80 PVC underground conduit from EVDP-1 & EVDP-2 to Kempower Cabinets. (12) Separate runs of 3#350MCM + 1#2 Ground copper in 3" SCH 80 underground conduit from Kempower Power Cabinets to Kempower Satellite Dispensers per Electrical Key Notes. (18) Separate runs of 3#4/0 + 1#4 Ground copper in 2" SCH 80 underground conduit from Kempower Power Cabinets to Kempower Satellite Dispensers per Electrical Key Notes. Mega testing for all feeders and conductors. Installation of Nema 3R underground Junction boxes (3-4).</p>	*
80	Demonstrate the capabilities of proposed equipment, products, or services in regard to Charger-to-Charger Network Communication, Charging Network-to-Charging Network Communication, and Charging Network-to-Grid Communication.	<p>All of the products we are offering to Sourcewell member agencies have the capability to be networked or "stand alone" based on the use-case of the infrastructure. For a public charger that is going to be used to produce revenue for the member agency we have the capability to provide software that facilitates Charger-to-Charger Network Communication, Charging Network-to-Charging Network Communication, and Charging Network-to-Grid Communication.</p> <p>If the charger is a standalone unit for a municipal fleet vehicle that does not need to be "smart/networked" we can provide software for that use case also. If the fleet charging infrastructure is meant to be a demand response mechanism for the grid we can enable only that portion of the software to allow for greater control of the agency/fleet resources.</p>	*

Table 7B: CATEGORY 1 ON-GRID ***ONLY SUBMIT FOR CATEGORY 1 OR CATEGORY 2***

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☐ We will not be submitting for Table 7B: CATEGORY 1 ON-GRID ***ONLY SUBMIT FOR CATEGORY 1 OR CATEGORY 2***

Line Item	Category	Requested equipment, products or services	Offered *	Comments
81	Category 1: On-Grid Electric Vehicle Supply Equipment and related services	All forms of network and non-network electric vehicle charging hardware and related infrastructure, including charging stations	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Our service approach is for our engineers to develop customized solutions to meet every client's needs. We provide procurement, consultation, design, installation, maintenance, and ongoing service management. Since the conception of our EVSE division eight years ago, INF has dedicated itself to the fast-growing EVSE and fleet transition sector. Our EVSE solutions support all the different use cases our clients require. We are a nationwide operation and we have the skills and necessary experience to administer multiple sites to optimize budget, efficiency, and on time delivery.</p> <p>INF leverages this experience to advise each client on specific needs for each site, including fleet feasibility assessments, initial deployment scope, charging hardware and software configurations, and future-proofing options. Our team regularly meets with EV and infrastructure manufacturers, and software suppliers to ensure we have the most recent updates on the differentiating factors for each opportunity. INF's overall strategy is to provide dedicated project managers, engineers, and incentive managers to ensure streamlined service at every stage of project development.</p>

82		Services related to the offering of electric vehicle charging hardware, including maintenance, repair, parts, supplies, and training	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>At INF we are brand agnostic, meaning we work with all of the major hardware and software manufacturers to ensure our clients are getting the exact solution to their scope and expectations. Our maintenance services include the 5-year manufacturer's warranty, preventative maintenance, as well as emergency response services to initiate response to compromised units within 24 hours. We offer parts and supplies packages at different contract lengths to ensure quick repairs. And we are a NYSERDA approved Workforce Development Trainer that creates curriculums to familiarize staff onsite with proper usage of all new technologies associated with our solutions.</p>	*
83		Site assessment, site preparation and materials, and installation services related to electric vehicle charging hardware	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>We initiate each project by commencing data collection and facilitating communication. Our initial steps involve site assessments that include evaluating the feasibility and scope of each site within the project portfolio. Subsequently, we relay the outcomes of these site assessments to both our design team and Sourcewell member. It is standard procedure for the Project Team to conduct an evaluation of the current condition of the identified facilities. At this juncture, we communicate our findings to our central office, the site host, and the hosts of the respective sites. Based on our discoveries and the demand for Electric Vehicle Supply Equipment (EVSE) infrastructure in the area, we initiate the consultation and site selection process. During this phase, we also initiate any necessary dealings with the Authority Having Jurisdiction (AHJ) and commence the permitting logs. INF will then inform site-host about any discretionary permits or triggers for Environmental Reviews and engage in discussions to devise the most effective approach for overcoming any challenges. INF will share all compiled data with Sourcewell members.</p>	*

84		Electric vehicle supply network service providers and operators, charge monitoring and reporting services, billing services, grid and power management solutions, with related software technology	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>INF Associates works with all of the major OCPP complaint software providers including ChargePoint, Evoke, Wevo and others. INF agrees to provide a comprehensive range of services for electric vehicle (EV) charging infrastructure. These services include, but are not limited to, electric vehicle supply network services, ensuring seamless integration and operation of EV charging stations across various locations. INF Associates also provides operator support, facilitating the efficient management and maintenance of charging infrastructure for network providers. Additionally, the company offers charge monitoring and reporting services, enabling real-time tracking, data analytics, and performance optimization of charging stations.</p> <p>Furthermore, INF Associates delivers advanced billing services, ensuring accurate and secure transaction processing for EV users and network operators. The company specializes in grid and power management solutions, optimizing energy distribution and load balancing to enhance the efficiency and sustainability of EV charging networks. These capabilities are supported by cutting-edge software technology, providing intelligent automation, remote diagnostics, and user-friendly interfaces to improve operational efficiency and the overall EV charging experience.</p>	
85		Category 1 responders MAY include off-grid (Category 2) solutions in their response, are you proposing Category 2 equipment?	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>INF provides a robust portfolio of off-grid solutions for Sourcewell members. These "micro-grid" solutions essentially give the client backup batteries strategically situated throughout charging areas, and the ability to sell surplus back into the grid, creating revenue.</p> <p>INF will utilize advanced tools and modeling diagnostics to assess the integration of EV infrastructure with both new and existing distributed energy resources (DERs). This analysis aims to create microgrids where applicable, providing significant benefits to the client's overall electrification efforts.</p>	

Establishing localized networks of interconnected loads and DERs within defined electrical boundaries would enable the client to connect or disconnect from the main grid, allowing autonomous operation or "islanding" as needed. In addition to evaluating the client's electrification goals and facilitating the transition to electric vehicles (EVs). INF is an approved vendor for, and will offer alternative technologies like our partners Pioneer's e-mobility EV charging solutions, Mainspring's Linear Generators, and Beam Energy's ARC Solar systems for truly off-grid/green capabilities.

Pioneer:
Pioneer e-Mobility provides turnkey mobile off-grid EV Charging. Our e-Boost solution set provides 30-240 kW of charging power utilizing Propane and Renewable Propane. The carbon intensity is cleaner than the grid in most states and creates no methane when utilized. E-Boost can also utilize existing NG and RNG infrastructure for supplying EV charging power. e-Boost comes in a variety of different sizes and shapes and accommodates any space specific needs. Our platform allows us to be agnostic in charger selection and work with all site integrators.

Utilized by a variety of customer types this solution assists when:

- Utility power will take years to get at a location or facility (Interim Solution)
- Leases complicate and delay decisions to electrify (Interim or Long Term).
- Utility upgrades are completed, and a cost-effective resiliency/backup solution is needed during catastrophic storm occurrences and power outages.
- Large spaces at ports and airports make trenching not viable.
- A mobile multipurpose charging solution creates opportunity charging at different places at different times.
- Different types of BEVs need different types of charging and power (bus,

employee, public, tarmac equipment, evtol, construction machinery, tools, port machinery, reefer power, ship to shore).

Mainspring:
Mainspring was founded in 2010 in Menlo Park, California by three Stanford engineers seeking a new approach to generating clean, resilient, affordable electricity. Their research into high-efficiency methods of converting fuel to electricity led to the founding of the company and the development and prototype of their first Linear Generator. Today, Mainspring brings together a diverse, talented team of 500 individuals who share the vision to address the growing threat of climate change and the need for affordable electricity for all. Our executive team brings deep expertise from leading clean energy companies. Mainspring is backed by leading venture and strategic investors, including Khosla Ventures, Bill Gates, Fine Structure Ventures, American Electric Power.

Mainspring Energy manufactures a new category of onsite power generation called a Linear Generator ("LGen"). The technology has been commercialized since 2020 and is deployed at Fortune top 500 customers to produce electricity for commercial and industrial buildings, microgrids, utilities, EV fleets, and other power users. The LGen helps customers lower costs, increase resilience against grid outages, and meet their sustainability goals today, while accelerating the transition to the net-zero carbon grid.

A Linear Generator is a fundamentally new power generation technology. Distinct from an engine, microturbine, or fuel cell, a Linear Generator directly converts motion along a straight line into electricity using chemical or thermal energy. The design of Mainspring's LGen uses a low-temperature reaction of air and fuel to drive magnets through copper coils to efficiently produce electricity. Mainspring's LGen is made out of standard materials with only two

moving parts and operates without the use of oil or expensive fuel cell catalysts or complex engine mechanical systems — resulting in low capital and maintenance costs. The LGen is built for a 20-year useful life with no performance degradation over time.

For full details on the Linear Generator please see attachment "Mainspring Technology Overview."

Beam Energy EV ARC & ARC Mobile Solutions: Founded in 2006 Beam Global is a clean technology leader providing innovative, sustainable products and technologies for the electrification of transportation and energy resiliency. Beam produces sustainable Made-in-America patented products for electric vehicle charging, energy storage, energy security and outdoor media. The EV ARC™ from Beam Global is the only rapidly deployed, 100% renewable, transportable but permanent EV charging solution. Grid independent, it deploys in minutes with no permitting, no construction, no electrical work and no utility bill. It will charge electric vehicles with the EV charger brand of your choice, even during grid outages. Each EV ARC™ system generates and stores its own clean electricity and tracks the sun to generate up to 25% more energy. Battery storage allows you to charge during the night, inclement weather and power outages. It fits inside a standard parking space and because vehicles easily park on the base pad you won't lose a single spot. Reaching as many as 12 vehicles, you can charge up to six EVs at the same time. The Beam ARC Mobility™ trailer is specialized hydraulic transport equipment designed to rapidly relocate off-grid EV ARC™ 2020 sustainable EV charging systems. Remote controlled hydraulics enable one person to stow, transport, place and unstow EV ARC™ products. EV charging infrastructure has never been more scalable,

*

flexible and resilient. Owners of Beam EV ARC™ sustainable off-grid EV charging systems can relocate systems for events, a move from leased properties, emergencies, a change in EV driver patterns or simply because they want them in a more optimal location. The frame is powder-coated for long-lasting durability and rust prevention with slip-resistant, grit-surface decking for safety and ease of movement. The ARC Mobility™ transport system is the fastest and easiest way to relocate and redeploy off-grid solarpowered EV ARC™ systems.

For full details on the Beam ARC solutions please see attachments, “BEAM-EV ARC-Info Sheet-v2.3,” & “BEAM-ARC Mobility Trailer Info Sheet-v1.2”

Microgrids offer several key advantages for Site-hosts. They provide operational flexibility, functioning either autonomously or as part of the main grid. This enhances the client's reliability and resilience, particularly for critical operations that cannot afford downtime during events like natural disasters or wildfires. Microgrids also serve as a valuable tool for expanding energy access to underserved or remote areas and improving national and regional energy security by safeguarding critical facilities such as hospitals and military bases. Additionally, microgrids can feed excess energy back into the power grid, and for remote locations, they offer a robust, cost-effective power supply solution.

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hospitals and military bases. Additionally, microgrids can feed excess energy back into the power grid, and for remote locations, they offer a robust, cost-effective power supply solution.

Where applicable, INF Associates would analyze the feasibility of implementing the following types of microgrids:

- Single Facility Microgrid: Supports the energy needs of a single high-demand facility, often critical infrastructure.
- Campus-Type Microgrid: Serves multiple facilities, such as universities or hospitals, with dynamic energy exchange.
- Remote Microgrid: Operates independently of the central grid in isolated or hard-to-reach areas. Upon identifying the appropriate microgrid type for each site, INF Associates would follow a structured technical planning process, including the following steps:
 1. Identify Site Needs: Determine the specific use case for each location (e.g., hospital, military base, municipal operations) and its energy requirements.
 2. Classify the Loads: Differentiate between critical loads, which require constant power (24/7), and non-critical loads that are less essential during outages.
 3. Classify DERs: Identify the distributed energy resources needed, such as conventional generation (e.g., natural gas) or renewable sources (e.g., solar, wind).
 4. Evaluate Generation-Load Match: Assess how much energy generation is required to meet the critical loads. Larger critical loads will necessitate greater generation capacity.
 5. Develop Control Strategy: Define how the microgrid will operate in both grid-tied and islanded modes, ensuring seamless transitions between the two states.
 6. Determine Equipment Specifications and RFP: Select appropriate equipment, such as generators, energy storage, and control systems, based on the site's needs and load requirements. Draft RFPs for equipment vendors, ensuring that the

				technical specifications meet the desired performance and reliability standards. By following this comprehensive approach, INF Associates aims to deliver customized, resilient, and efficient microgrid solutions that support Town's broader electrification and sustainability objectives.
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Table 7C: CATEGORY 2 OFF-GRID ***ONLY SUBMIT FOR CATEGORY 1 OR CATEGORY 2***

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☒ We will not be submitting for Table 7C: CATEGORY 2 OFF-GRID ***ONLY SUBMIT FOR CATEGORY 1 OR CATEGORY 2***

Line Item	Category	Requested equipment, products or services	Offered *	Comments	
86	Category 2: Solar and Off-Grid ONLY Electric vehicle charging hardware and related infrastructure, including charging stations	All forms of network and non-network electric vehicle charging hardware and related infrastructure, including charging stations	<input type="radio"/> Yes <input type="radio"/> No		*
87		Services related to the offering on electric vehicle charging hardware, including maintenance, repair, parts, supplies, and training	<input type="radio"/> Yes <input type="radio"/> No		*
88		Site assessment, site preparation and materials, and installation services related to electric vehicle charging hardware	<input type="radio"/> Yes <input type="radio"/> No		*
89		Electric vehicle supply network service providers and operators, charge monitoring and reporting services, billing services, grid and power management solutions, with related software technology	<input type="radio"/> Yes <input type="radio"/> No		*
90		Category 2 responders may ONLY offer solutions capable of operating off-grid	<input type="radio"/> Yes <input type="radio"/> No		*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 91. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

Ensure your submission document(s) conforms to the following:

- 1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
- 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to

ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Sourcewell Pricing #021825- INF Associates Pricing (1).xlsx - Tuesday February 18, 2025 14:18:04
- [Financial Strength and Stability](#) - INF Financials Docs.zip - Monday February 10, 2025 09:22:12
- [Marketing Plan/Samples](#) - INF Marketing Materials and Solution Spec Sheets.zip - Tuesday February 18, 2025 10:38:09
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - INF EVSE Proposal Example.pdf - Tuesday February 18, 2025 15:07:41
- [Upload Additional Document](#) - INF Associates response to Sourcewell Electric Vehicle Supply Equipment with Related Services.docx - Tuesday February 18, 2025 11:11:12
- Requested Exceptions (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Peter A Ballerini, Sr Bid Manager, INF Associates LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_8_Electric_Vehicle_Supply_Eqpt_RFP 021825 Mon February 10 2025 04:10 PM	<input checked="" type="checkbox"/>	2
Addendum_7_Electric_Vehicle_Supply_Eqpt_RFP 021825 Fri February 7 2025 03:13 PM	<input checked="" type="checkbox"/>	2
Addendum_6_Electric_Vehicle_Supply_Eqpt_RFP 021825 Thu February 6 2025 08:02 AM	<input checked="" type="checkbox"/>	1
Addendum_5_Electric_Vehicle_Supply_Eqpt_RFP 021825 Fri January 31 2025 02:11 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Electric_Vehicle_Supply_Eqpt_RFP 021825 Mon January 27 2025 04:16 PM	<input checked="" type="checkbox"/>	1
Addendum_3_Electric_Vehicle_Supply_Eqpt_RFP 021825 Thu January 23 2025 03:27 PM	<input checked="" type="checkbox"/>	2
Addendum_2_Electric_Vehicle_Supply_Eqpt_RFP 021825 Wed January 22 2025 03:23 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Electric_Vehicle_Supply_Eqpt_RFP 021825 Mon January 6 2025 03:00 PM	<input checked="" type="checkbox"/>	1

**AMENDMENT #1
TO
CONTRACT # 021825-INA**

THIS AMENDMENT, effective upon the date of the last signature below, is by and between **Sourcewell** and **INF Associates, LLC** (Supplier).


Sourcewell entered into a contract with Supplier (051123-INA) to provide Fleet Electrification Transition Planning, Management, and Related Services (Contract).

Supplier requested to modify its Contract to which Sourcewell has agreed.

NOW, THEREFORE, the parties amend the Contract as follows:

1. All references to Supplier's address throughout the Contract are deleted and replaced with:
INF Associates, LLC
1116 Main Street
Fishkill, NY 12524
2. Table 11: Pricing and Delivery, Line 62 of the Proposal is deleted in its entirety and replaced with the following:
INF is a brand-agnostic EVSE supplier that typically provides sourced products or related services at a standard rate of cost + 30%. Through this Sourcewell contract, INF will provide non-Sourcewell-listed items at a discounted rate of cost + 22% or better. All items listed on Sourcewell will have their contract pricing honored.

Except as amended, the Contract remains in full force and effect.

Sou Signed by:

By: C0FD2A139D06489...

Jeremy Schwartz, Chief Operating and
Procurement Officer

Date: 11/10/2025 | 10:06 AM CST

INF DocuSigned by:

By: 269C4C7C86544FB...

Stephen Peifer
VP of Sales

Date: 11/10/2025 | 9:50 AM EST
