



MASTER AGREEMENT # 021825
CATEGORY: Electric Vehicle Supply Equipment with Related Services
SUPPLIER: The Mobility House 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 The Mobility House LLC, 545 Harbor Blvd., Belmont, CA 94002 (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. OTHER THAN THE FOREGOING, SUPPLIER DISCLAIMS ALL WARRANTIES, WHETHER EXPRESS, IMPLIED OR STATUTORY, INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTIES OF FITNESS FOR A PARTICULAR PURPOSE.
- 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 ("Sourcewell Indemnitees"), harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell Indemnitees, arising out of any negligent act or omission or willful misconduct in the performance of this Agreement by the Supplier or its agents or employees, except to the extent such claims or causes of action are due to the negligence or willful misconduct of Sourcewell or any of the Sourcewell Indemnitees; 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

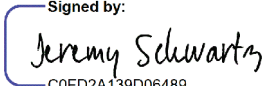
control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 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.

021825-MBH

- 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.

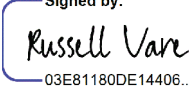
Sourcewell

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 9/24/2025 | 4:04 PM CDT

The Mobility House LLC

Signed by:

03E81180DE14406...

By: _____
Russell Vare
Title: Vice President North America

Date: 9/24/2025 | 3:54 PM CDT

RFP 021825 - Electric Vehicle Supply Equipment with Related Services

Vendor Details

Company Name: The Mobility House

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

Address: 545 Harbor Blvd
Belmont, California 94003

Contact: Taylor Sayward

Email: us-sales@mobilityhouse.com

Phone: 650-559-4020

Fax: 650-559-4020

HST#: 611751984

Submission Details

Created On: Wednesday January 22, 2025 17:30:07

Submitted On: Tuesday February 18, 2025 14:45:43

Submitted By: Taylor Sayward

Email: us-sales@mobilityhouse.com

Transaction #: f9c9e462-d939-4e3b-9c51-786281d56bdb

Submitter's IP Address: 147.243.169.147

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.	The Mobility House 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).	The Mobility House Technology Canada Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	XBTXA8WJLA24	*
5	Provide your NAICS code applicable to Solutions proposed.	513210	*
6	Proposer Physical Address:	545 Harbor Blvd. Belmont, CA 94002, USA	*
7	Proposer website address (or addresses):	https://www.mobilityhouse.com/usa_en/	*
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):	Gregor Hintler CEO North America 545 Harbor Blvd. Belmont, CA 94002, USA gregor.hintler@mobilityhouse.com (475) 227-4315	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Taylor Sayward Business Development 545 Harbor Blvd. Belmont, CA 94002, USA taylor.sayward@mobilityhouse.com (650) 559-4020	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Kara Holbrook Business Development - Developing Sectors 545 Harbor Blvd. Belmont, CA 94002, USA kara.holbrook@mobilityhouse.com (650) 656-0422	*

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>The Mobility House's mission is to create an emissions-free energy and mobility future. With more than 300 employees, The Mobility House is a world leader in charging and energy management in the transportation and clean energy spaces. We have the experience, expertise, capacity and resources to execute electrification projects with a range of size and complexity. The Mobility House has developed an expansive partner ecosystem to smartly integrate electric vehicles into the power grid, including electric vehicle charger manufacturers, 750+ installation companies, 65+ energy suppliers and leading automotive manufacturers.</p> <p>The Mobility House was one of the first companies to develop charging and energy management software specifically designed for electric fleets. The Mobility House was founded in Munich, Germany, in 2009 and played an integral part in increasing the availability of public and private charging infrastructure in Europe. By 2011, The Mobility House had expanded to 18 additional European countries, and the charger infrastructure and installation services offered in Europe have continued to grow over the last decade. In 2014, The Mobility House began developing its industry-leading charging and energy management software, ChargePilot, which became commercially available in 2019. In 2018, The Mobility House began operations in the US with the intention of bringing the learnings from the European electrification market to North America. The Mobility House's North America operations is focused on providing robust charging solutions to electric vehicle fleets. Charging solutions offered in North America include charger equipment recommendations and resale, ChargePilot, and consulting services.</p> <p>ChargePilot is The Mobility House's unique vendor-neutral and interoperable charging management system, trusted to manage charging at more than 2,000 sites across North America, Europe, and Asia, including over 100 sites for major customers in North America. ChargePilot has been established as the leading charging and energy management software solution for electric vehicle fleets in North America, including at transit bus and school bus fleets, government agency fleets, delivery service fleets and on corporate campuses. ChargePilot is purpose-built for fleets and other non-residential customers. With its local controller and cloud-based dashboard, ChargePilot's hybrid cloud and local architecture maximizes the reliability of charging operations and charging management. In one centralized system, customers can:</p> <ul style="list-style-type: none"> • Charge their electric vehicle fleets intelligently, reliably and cost-efficiently • Centrally monitor and manage all chargers • Dynamically schedule charging across vehicles and chargers at multiple sites • Keep track of the fleet's energy consumption while charging <p>In addition to selling charger equipment and ChargePilot, The Mobility House's Data Analytics team has performed consultations and simulations on optimized fleet charging for numerous customers with various use cases, ranging from workplace charging and delivery to school bus and public transit fleets. The Mobility House's load and savings analyses can demonstrate the savings in operational expenses by optimizing charging schedules for battery electric vehicles and peak demand, and assist in devising a plan to overcome foreseeable power constraints. Together, The Mobility House's project team key personnel, along with our supporting staff, have completed dozens of fleet electrification studies for customers and hundreds of charging simulations.</p>
12	What are your company's expectations in the event of an award?	<p>In the event of an award, we expect Sourcwell to become a key sales pathway for our customers. We are well-versed in engaging and advising clients on the best solution for their electrification needs and will promote and market our Sourcwell contract as a singular EVSE procurement resource to our extensive network of partners and clients interested in working with us. We understand that the RFP process is burdensome for many clients who are already overwhelmed at the prospect of building out their electric vehicle fleet ecosystem, and we believe that Sourcwell will provide outstanding value to these clients by providing a straightforward, fair, and fast process to procure the services they require.</p> <p>Our marketing team is prepared to incorporate Sourcwell into our array of external media and relationship-building for maximum visibility, including our website, LinkedIn, email campaigns, trade shows, sales calls, presentations, and other forms of outreach to Sourcwell members. We expect that Sourcwell will reciprocate by directing to The Mobility House their members who wish to purchase charging management software, chargers, consulting services, and other related services provided under this contract. We are grateful for the opportunity to leverage Sourcwell's reputation and seamless contracting process to reach new customers and work with clients and vendors who prefer Sourcwell's efficient procurement system.</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.	<p>The Mobility House is an established company with a strong financial backing. The Mobility House AG, in Switzerland, is the parent company of The Mobility House LLC and The Mobility House Technology Canada Inc. with 100% ownership. The Mobility House AG, The Mobility House LLC and The Mobility House Technology Canada Inc. are not publicly traded companies and do not release separate company financial statements. The Mobility House AG prepares consolidated financial statements audited by Grant Thornton AG, an independent public accounting firm. We would be happy to share and discuss our audited financial statements once an mNDA/contract is in place. In the "Financial Strength and Stability" documents section of the portal, please see the attached Financial Strength and Stability Summary and the good standing letter from JPMorgan Chase confirming our financial standing and ability to meet obligations.</p> <p>The Mobility House's key investors include:</p> <ul style="list-style-type: none"> • Alliance Ventures (Renault-Nissan-Mitsubishi) • Green Gateway Fund • Mercedes-Benz AG • Mercuria • Mitsui Group • RheinEnergie • Salzburg AG • SP Power (Singapore Power) • TMH Holding AG • European Investment Bank (debt financing) 	*
14	What is your US market share for the Solutions that you are proposing?	<p>The Mobility House defines our market as fleet customers with charging solutions "behind the fence". Understanding the precise size of the market and how many of those fleet projects exist is difficult. We know that globally, The Mobility House has sold over 100,000 chargers across the fleet and residential sectors and ChargePilot is deployed at over 2,000 fleet depots; in North America, there are over 100 fleet sites either built or in implementation stages with about 100 contracted sites in the US. These sites include transits, school districts, government agencies, universities and delivery vehicle fleets.</p> <p>The Mobility House was recently named one of three companies positioned to the Leaders Category in the IDC MarketScape: Worldwide Electric Vehicle Charging Management Solutions 2024 Vendor Assessment (https://www.mobilityhouse.com/usa_en/our-company/newsroom/article/charging-leader-idc-marketscape-award), which evaluated 13 companies operating in at least two major regions worldwide and offering a hardware-agnostic, OCPP compliant charge management system (CMS).</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>The Mobility House defines our market as fleet customers with charging solutions "behind the fence". Understanding the precise size of the market and how many of those fleet projects exist is difficult. We know that globally, The Mobility House has sold over 100,000 chargers across the fleet and residential sectors and ChargePilot is deployed at over 2,000 fleet depots; in North America, there are over 100 fleet sites either built or in implementation stages with 11 contracted sites in Canada. These sites include transits, school districts, government agencies, and delivery vehicle fleets.</p> <p>The Mobility House was recently named one of three companies positioned to the Leaders Category in the IDC MarketScape: Worldwide Electric Vehicle Charging Management Solutions 2024 Vendor Assessment (https://www.mobilityhouse.com/usa_en/our-company/newsroom/article/charging-leader-idc-marketscape-award), which evaluated 13 companies operating in at least two major regions worldwide and offering a hardware-agnostic, OCPP compliant charge management system (CMS).</p>	*
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.	The Mobility House does not have any current or completed bankruptcy proceedings to disclose.	*

17	<p>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).</p> <p>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?</p> <p>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>	<p>The Mobility House is best described as (a), an authorized distributor/dealer/reseller of chargers and EVSE equipment on behalf of our manufacturer partners; however, our core solution offering includes the in-house development, sales, and marketing of our charging management software, ChargePilot, and its associated service subscriptions, as well as other services such as analytics and consulting, which is detailed below.</p> <p>The Mobility House resells chargers and associated EVSE equipment to provide a comprehensive charging solution for our clients. In the "Upload Additional Document" documents section of the portal, we have attached letters confirming our authorization to resell various brands of chargers that include ABB, Autel, Delta, Epic Charging, and Tellus.</p> <p>The primary product that The Mobility House manufactures in-house is ChargePilot, a hybrid hardware/software charging management software system. To compliment the chargers we sell to clients, we provide charger O&M and ongoing software subscription services for ChargePilot users, including access to the cloud-based ChargePilot platform, software updates with new features, and customer training and support as needed.</p> <p>Additionally, The Mobility House offers in-house charging simulation and consulting services. These services include electrification feasibility studies, vehicle/route assignment studies, and fleet charging optimization, both with and without distributed energy resources and other loads. The results of these studies include recommendations on the best routes and schedules for electrification, the number and type of chargers suited for a fleet, and cost comparisons between managed and unmanaged charging at a site.</p> <p>We utilize a multifaceted sales and service model. Our default approach is to sell EVSE equipment, ChargePilot, and our consulting services through our internal teams based in North America. Additionally, we work with channel partners who operate under referral, reseller, or operator models. If a channel partner works as a referral or reseller, The Mobility House provides its in-house sales and service teams throughout the entire process. If the partner acts as an operator, the partner will provide its own sales and services teams to sell ChargePilot or associated services and conduct ChargePilot commissioning at the site or sites, however The Mobility House staff would continue to be involved in providing our best-in-class software and customer support services.</p>
18	<p>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>	<p>Licenses and certifications are not required for The Mobility House to operate and offer its services and products, however we are committed to demonstrating our adherence to the highest standards in cybersecurity and data protection through the following certifications:</p> <ul style="list-style-type: none"> • We are currently compliant with General Data Protection Regulation (GDPR) certification. • We are currently in the process of obtaining Service Organization Controls 2 (SOC2) certification. • We are currently in the process of obtaining International Organization for Standardization (ISO) 27001 certification.
19	<p>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.</p>	<p>The Mobility House does not have any current or past debarments or suspensions to disclose.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<ul style="list-style-type: none"> • "Leader" in IDC MarketScape's Worldwide Electric Vehicle Charging Management Solutions 2024 Vendor Assessment: The Mobility House is one of three companies positioned to the Leaders Category in the report, which evaluated 13 companies operating in at least two major regions worldwide and offering a hardware-agnostic, OCPP compliant charge management system (CMS). Website: https://www.mobilityhouse.com/usa_en/our-company/newsroom/article/charging-leader-idc-marketscape-award • "Most Innovative Interconnection" Award in Con Edison's E-Mobility Awards 2024: The award recognizes the innovative application of automated load management technology to maximize the number of electric bus chargers at a power-constrained site as part of the NYCSBUS electric school bus project in NYC. Website: https://www.mobilityhouse.com/usa_en/our-company/newsroom/article/con-edison-innovative-interconnection-award-mobility-house-nycsbus • Smart Electric Power Alliance (SEPA)'s Transportation Power Player of the Year Award 2024: The Mobility House was recognized by SEPA for the "Electrifying School Buses in the Bronx" project. Led by NYC School Bus Umbrella Services, Inc (NYCSBUS) and its partners, the project puts 25 zero emissions buses into service for the community with advanced smart charging technology and educational benefits for school bus operators and districts across the region. Website: https://www.linkedin.com/posts/the-mobility-house_themobilityhouse-evinnovation-electricschoolbus-activity-7193273601138044928-8fAP?utm_source=share&utm_medium=member_ios • 2024 Zugspitzer Award from the Bavarian U.S. Offices for Economic Development: The Mobility House was honored with the prestigious Zugspitzer Award recognizing their remarkable achievements and steadfast commitment to pioneering innovative solutions. This accolade underscores The Mobility House's global reach and dedication to transforming the landscape of technology and energy. Website: https://www.linkedin.com/posts/the-mobility-house-north-america_it-was-our-privilege-to-be-recognized-at-activity-7262567028249513986-UWYc?utm_source=share&utm_medium=member_desktop&rcm=ACoAACPC2fsB9p9arbEcUGwMOKLEq-q5K2wbgEE • The smarter E AWARD for "Smart Integrated Energy" 2024: for the application Battery Commercialization in the EU. Website: https://www.thesmartere-award.com/hall-of-fame/thesmartere-award-winners-2024/mobilityhouse • The smarter E AWARD's EM-Power Award 2023: for the CMS product ChargePilot. Website: https://www.thesmartere-award.com/hall-of-fame/em-power-award-2023/the-mobility-house 	*
21	What percentage of your sales are to the governmental sector in the past three years?	32% of our sales in the past three years have been in the governmental sector.	*
22	What percentage of your sales are to the education sector in the past three years?	60% of our sales in the past three years have been in the education sector.	*
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?	The Mobility House doesn't hold any cooperative purchasing contracts independently, but rather our ChargePilot solution is a part of several cooperative contracts where the contract holder is a partner of ours who resells our solution as part of a larger turnkey offering. Those cooperative contracts where ChargePilot is part of a larger infrastructure solution include: SPURR, BuyBoard, TIPS, E&I Coop, and the League of Oregon Cities.	*
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?	The Mobility House does not hold a GSA contract or a SOSA contract independently, however in the past we have sold our ChargePilot solution through partners who do hold such contracts. For example, ChargePilot was procured for Zion National Park through New Flyer's GSA contract.	*

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 *	
Entity Name: Modesto City Schools Project: Modesto City Schools School Bus Fleet Electrification Solutions Provided: ChargePilot CMS, Charger Sales (ABB; RTC)	Contact Name: Steven Fernandes Contact Title: Director of Transportation	Contact Phone Number: 209-574-1621 Contact E-Mail: fernandes.s@monet.k12.ca.us	*
Entity Name: New York City School Bus Consolidated Umbrella Services (NYCSBUS) Grant Electrification Study & Deployment Project: NYCSBUS Clean Transportation Prize Electrifying School Buses in the Bronx & Beyond (ESB3) Solutions Provided: ChargePilot CMS, Charger Sales (Epic)	Contact Name: Matt Berlin Contact Title: CEO	Contact Phone Number: 718-389-4241 Contact E-Mail: mberlin@nycsbus.com	*
Entity Name: Long Beach Transit Project: Long Beach Transit Battery Electric Bus Fleet Electrification Solutions Provided: ChargePilot CMS	Contact Name: Steven Jorgensen Contact Title: Maintenance Analyst	Contact Phone Number: 562-599-8537 Contact E-Mail: sjorgensen@lbtransit.com	*

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.	The Mobility House has 27 full-time, direct employees in North America who work on our sales force; a number of these employees also perform service functions, giving clients the advantage of continuity in the customer support experience from initial sales through the implementation and operations phase. A portion of our sales force includes a full-time marketing team that runs sophisticated marketing campaigns and will be Sourcewell’s partner in promoting our contract to our extensive EVSE industry network.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>In addition to selling solutions directly to end-customers, The Mobility House has two primary types of commercial agreements with partners to sell electric vehicle supply equipment and our charging management solutions. As part of those contracts, partners receive discounted solutions from The Mobility House and have final authority to set their pricing for end-customers.</p> <p>The first type of commercial agreement is a Reseller Partner. These partners can resell chargers and ChargePilot, or sometimes only ChargePilot while sourcing their own chargers. In these cases, The Mobility House provides system commissioning and operational support services once the solution is sold. In North America, authorized resellers include various turnkey providers, engineering firms, and bus/truck dealers who sell charging solutions to their customers. Per the terms of these agreements, Reseller Partners receive all ChargePilot products/services at a discount from The Mobility House, and the final price of the solutions for end customers is up to the Reseller's discretion.</p> <p>The second type of commercial partnership is Operator Partners. Like resellers, these firms include our chargers and ChargePilot as part of a holistic infrastructure solution for fleet customers, but they also take responsibility for installing, commissioning and providing full operational support for the solution. In North America, Operator Partners include engineering and development firms whose offering also includes some level of asset management. Like Resellers, Operators receive product/service discounts from The Mobility House, and in turn set a final price of the solution for end-customers at their discretion.</p> <p>The Mobility House has 6 total Operator Partners, and 18 total Reseller Partners. These partners include Cummins, Schneider Electric, ForeFront Power, Ameresco, ABM, Entegry Energy Partners, Bird Bus Sales, and Canyon State Bus Sales. Select partners who traditionally act as developers, such as ForeFront Power and Ameresco, can also offer fully financed solutions for fleet customers, or Charging-as-a-Service. In these cases, those partners also own and operate charging stations as part of a longer-term contract with end-customers to reduce the initial capital and ongoing operational burden required for fleet customers to utilize charging infrastructure.</p>	*
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.	<p>Delivering our charging solutions to end-customers almost always requires services provided by other contractors and partners, who we evaluate and pre-qualify in a number of ways. In some cases, there are locally vetted lists of contractors who are prequalified by a particular state agency, electrical utility or other entity to perform services like design engineering or infrastructure installations. For example, the New York State Energy Research and Development Authority (NYSERDA) maintains a list of FlexTech Consultants, or firms with at least one professional engineer on staff. These firms are under special contracts with the state to provide services around fleet electrification. We rely on such pre-qualified lists of firms in New York and other parts of the country to find local partners to support customer projects.</p> <p>In the course of doing business with fleet customers, we also inevitably engage with other professional firms who already have experience with EV infrastructure projects and collaborate with them to deliver joint solutions. Our in-house team of engineers routinely works with new firms to ensure that all contractors working at a customer site are familiar with the charging equipment we are selling, and also with our ChargePilot system which has a few hardware components. Because a third-party electrical contractor usually installs chargers and our ChargePilot hardware at a customer site, we always provide documentation to equip those contractors with the information they need to install equipment effectively. We expect contractors to prepare the site in accordance with EVSE manufacturers' installation manuals and our ChargePilot pre-commissioning requirements documentation (our Pre-Commissioning Documentation is attached under the "Upload Additional Document" documents section of the portal). Our team will work closely with our partners and customers to ensure all pre-commissioning requirements for ChargePilot and chargers are met.</p>	*
29	Service force.	<p>The Mobility House has 15 full-time, direct employees on our service force in North America who comprise our dedicated internal implementation, operations and customer success teams. When we resell EVSE equipment, we leverage charger OEMs' in-house service teams for charger service, and when necessary have enlisted third party providers, including ChargerHelp and Epic Charging, to assist with charger service and onsite troubleshooting to provide greater coverage to our customers. Altogether, our service force provides comprehensive operational support starting from our first contact with a client and lasting throughout our ongoing relationship with our subscription clients. The ChargePilot software subscription includes access to our 24/7 support helpline to assist with troubleshooting errors that occur onsite, which is staffed by a combination of our in-house support staff and the third-party company Mulytics to offer round-the-clock customer care.</p>	*

30	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	If orders are made directly from end-customers, receipt of purchase orders will trigger The Mobility House's Project Delivery Team to move a project into the implementation stages. This team will confirm any key electrical information has been received and assessed internally before ordering EV chargers and/or preparing our ChargePilot equipment for shipment. Initial project handover will include an introduction to an Implementation Project Manager who will then take over coordination with end-customers and/or installing contractors to ensure smooth project execution. If orders are received through The Mobility House's partner network, the same process applies, but The Mobility House may interface primarily with that Reseller or Operator Partner instead of the end-customer. In those cases, our Reseller or Operator Partners remain the primary points of contact for end customers throughout the project implementation process to coordinate equipment deliveries, construction timelines and training for fleet staff upon project completion.	*
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.	<p>The Mobility House provides a comprehensive customer service and technical support offering. With a 90% CSAT customer survey satisfaction rate, that assesses our customer sentiment across charger and charge management projects, we are proud of the high level of customer satisfaction we have achieved in North America.</p> <p>All ChargePilot subscriptions include full access to our 24/7 monitoring team, which is the first line of support for resolving error messages. Our 24/7 team will take preliminary remote troubleshooting actions to resolve the error. One transit agency in the US had more than 150 error messages resolved by our 24/7 monitoring team in a five-month period. The transit agency did not need to take any action to resolve these errors.</p> <p>Every time an alert is issued, or when our customers reach out to us directly, a Salesforce case is automatically created. This case consolidates our team's efforts to investigate the issue, communicate with our customers and partners, and advance the situation to a full resolution. Each reply from the customers and The Mobility House team members involved is automatically assigned to the ongoing case. By the time the case is closed, we have a full history of the steps taken, the messages exchanged, the people involved and the time it took to resolve.</p> <p>We also offer our customers access to our 24/7 support team through a variety of communication channels that include a central phone line, customer support email addresses, and a contact form on our website. Our team helps our customers identify the root cause of problems at their site, determine and implement troubleshooting steps, and identify steps to prevent the issue from re-occurring in the future. The Mobility House also has a strong, proven track record of assisting our partners with debugging issues involving other equipment, software and vendors in the EV charging ecosystem.</p> <p>All our service level agreements (SLAs) include a commitment to respond within one business day. Our premium SLAs carry an average time to acknowledge high priority issues of 2 hours and an average time to incident resolution for high priority issues of 1 day. The SLAs include a 99.9% cloud uptime, backed in part by a spare ChargePilot hardware kit at no additional cost. Under "Standard Transaction Documents Sample" documents, we have attached our ChargePilot Terms of Service and SLAs for chargers and ChargePilot.</p> <p>The Mobility House works with the best EVSEs and field technicians in the industry as our partners and third-party providers, which allows us to reduce the variability of external factors and deliver our stated service goals and promises to clients. We enter into field services agreements with our EVSE provider partners that include firm SLAs for their presence on-site that they are contractually obligated to uphold. Separately, we maintain a record of service performance for our EVSE partners that helps inform our decisions about hardware recommendations for our clients.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	The Mobility House is poised and ready to provide our products and services to Sourcewell participating entities in the United States and Canada. Our sales, services, operations, maintenance, and product teams have proven experience selling, deploying, and supporting EV charging projects for public agencies at over 100 sites in North America.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	The Mobility House is poised and ready to provide our products and services to Sourcewell participating entities in Canada. Our sales, services, operations, maintenance, and product teams have proven experience selling, deploying, and supporting EV charging projects for public agencies in Canada, such as to Translink in Vancouver and OCTranspo in Ottawa. In 2024, we officially incorporated The Mobility House Technology Canada Inc. as a business in Canada and, since then, have hired eight full-time employees across the country. We are committed to growing our presence in Canada, just as we have in North America and globally.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None; The Mobility House can and will serve all geographic areas of the US and Canada.	*

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.	None; all participating Sourcewell entities in the US and Canada will have full access to The Mobility House's solutions.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We do not have specific contract requirements or restrictions that would apply to participating entities in Hawaii and Alaska and in US Territories.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, The Mobility House will extend the same terms of this awarded agreement to nonprofit entities. Some of our existing customers already include nonprofit bus contractors who have purchased EV charging stations and ChargePilot software solutions from us.	*
38	Describe the process for installation of your products and services and explain the method of quotation, as applicable.	<p>The Mobility House does not provide direct quotation for charger installation or CMS hardware installation. We coordinate with our project partners, such as an EPC already contracted for the project or a partner we bring in as part of our team, who will perform and therefore quote the installation work directly.</p> <p>Commissioning ChargePilot will begin once all charging stations are powered on, clear of errors and able to initiate a charge session with an EV in "free-vendor" mode prior to the commissioning of the ChargePilot system. Our team also strongly recommends that the client have an electric vehicle that will charge at the site be available for testing. We will work with the client to schedule the commissioning sessions for each site. For depot locations, we anticipate commissioning to take on average five business days.</p> <p>Before the on-site commissioning, our implementation project manager will pre-configure the local controller for the site with the parameters that were confirmed with the modeling. They will then ship the controller and other hardware components identified in the hardware plan to the site. The implementation project manager will also work with the client to ensure all pre-commissioning requirements are met before coming to the site. The pre-commissioning requirements include the installation of the Cat6 cabling, mounting the weather-proof enclosure and installing an outlet that can be used by the local controller.</p> <p>When our implementation project manager arrives on-site, they will:</p> <ul style="list-style-type: none"> • Install the ChargePilot hardware components and plug the network switch, which is connected to the fiber that runs between the charging cabinets and the local controller, into the controller • Configure the LTE router we will provide on-site • Configure any additional hardware components that are needed to work with the complex energy systems on-site, which may include a lucid controller to integrate with backup energy resources and/or additional meters that can read the load of other systems on-site for site-integrated load management <p>Once all the hardware components are set up and operational, we will perform functional tests to make sure everything is working properly. The implementation project manager will spend most of their time on-site testing the functionality of everything on-site and troubleshooting to bring the system fully online. While at the site, they will also prepare detailed site documentation that will be used to help with future troubleshooting. The documentation will include information about the chargers, site diagrams, and electrical schematics.</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.	Please see the PDF attached under "Upload Additional Document" for a table that includes a list of The Mobility House's significant government, public agency, or similar entity projects completed in the past five (5) years. We have also included projects that are currently under construction as we are scaling quickly and want to show the full breadth of our solution offering and the most accurate representation of our experience. The table also includes a list of the projects for which we have performed data analytics consulting and simulations to help fleet operators and customers understand and design their electrification projects in the most efficient, fleet-specific way possible.	*

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>If awarded, we would dedicate marketing resources to proactively promote Sourcewell as a preferred method to procure charging solutions. In our experience, many customers inquire early in the sales cycle if The Mobility House holds a Sourcewell contract, because using that procurement pathway is advantageous for them. In the past, without a Sourcewell contract, we have used a variety of methods, processes and partnerships to successfully bring our solutions to market. We are confident that we will continue working with organizations who would prefer to procure via Sourcewell. To promote this contract opportunity, we would immediately make all customer organizations with which we engage aware that procuring our solutions through Sourcewell is now a viable option.</p> <p>We would list this Sourcewell contract number and other relevant information on our "Chargers" page on The Mobility House's North America website. Key marketing collateral used at industry events, particularly printed brochures about our Full-Service charging solutions, would include the Sourcewell logo and this contract number for reference. Joint collateral between The Mobility House and partner organizations (bus dealers, engineers, etc.) would also reference this Sourcewell contract. If awarded, we would connect our in-house marketing team with our Sourcewell contract manager to understand and capitalize on other opportunities to market and co-market directly with Sourcewell in the coming years.</p> <p>We would also like to create additional educational material for our customer base to inform them of the benefits of cooperative purchasing. One of our most successful lead generation tactics are white papers that are downloadable through our website. For example, our ESB Charger Selection Guide, an asset we publish specifically as a resource for the school bus market, has gotten traction for school districts and their stakeholders that are considering how to build out their EVSE program.</p> <p>We have also captured several hundred leads from our 2024 white paper on the topic of how to write an RFP for charge management. This year, we would like to write an addendum to the "RFP Guidebook" on cooperative purchasing such as Sourcewell and how it can save customers time and money in their procurement. This paper would be distributed through multiple paid and organic channels, such as School Transportation News and Mass Transit Magazine. It would be available for free, with users only needing to provide an email address to access. Once it is published, the white paper also provides a nice centerpiece to a multi-channel campaign in which we could actively promote and target Sourcewell-eligible customers, including via webinars and social media.</p> <p>We have attached an overview of our Sales & Co-Marketing strategy as well as the "ESB Charger Selection Guide" and "2024 Charge Management RFP Guidebook for Electric Fleets" white papers in the "Marketing Plan/Samples" section of the portal for your reference.</p>	*
41	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Our use of technology and digital data is central to enhancing our marketing effectiveness and would extend to our promotion of our Sourcewell contract. Through social media platforms such as LinkedIn, Facebook, Instagram, YouTube, and Bluesky, we strategically employ UTM links to track and measure the performance of campaigns across different channels. Analytics and marketing tools like Google Tag Manager (GTM), Google Analytics (GA4), HubSpot, and Agorapulse empower us to assess data comprehensively, maximizing insights into audience behavior and engagement trends. By utilizing HubSpot Marketing Hub to aggregate all of this data, we continue to seamlessly build a robust contact list enriched with detailed user data, enabling personalized lead generating marketing strategies and fostering stronger customer relationships.</p> <p>Website optimization is another critical component of our strategy. We track user acquisition and map their journeys across the platform while capturing valuable contacts through lead generation resources, including whitepapers, guides, and catalogs. Our robust SEO strategy ensures a steady influx of organic traffic by targeting high-value keywords, crafting well-structured titles and meta descriptions, and optimizing various elements such as header tags, descriptive URLs, internal and external linking, image alt text, and mobile responsiveness.</p> <p>Additionally, digital advertising is leveraged to refine audience targeting and drive performance. By tracking website visitors, we generate lookalike audiences for new reach opportunities, conduct extensive keyword research for search ads, and deploy retargeting campaigns across Google Search and social media platforms. Together, these tactics create a comprehensive, data-driven marketing approach that enhances engagement, increases conversions, and achieves measurable results.</p>	*

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?	<p>In our view, Sourcewell's role is ultimately as a champion and advocate for their member organizations to support them in procuring and deploying successful solutions. If we are awarded a contract from this RFP, we look forward to collaborating with our Sourcewell contract manager to make sure they understand the value we can bring to Sourcewell members and, when appropriate, facilitate connections between The Mobility House and other stakeholders to support organizations across North America as they develop charging infrastructure projects.</p> <p>To integrate an awarded contract into existing sales processes, we would:</p> <ul style="list-style-type: none"> • Document customers of ours who are already Sourcewell members. • When engaging new customers, find out early in the sales cycle if they are (or could become) Sourcewell members to potentially deliver solutions to them via the Sourcewell contract. • Diligently track all sales that happen through an awarded contract by implementing systems in our existing Salesforce database. 	*
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.	No, our products and services are not available through an e-procurement ordering process in North America; we take pride in conducting a personalized, high-touch sales process to help customers navigate the complicated process of choosing the right EVSE services and products for their projects. We also offer consulting services to engage directly with customers to work through the nuances of their sites' specific needs and tailor our approach to their project and goals.	*

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>The Mobility House's customer success team is responsible for training users, seeking regular feedback, ensuring customer satisfaction, and helping our customers maximize the benefits of using ChargePilot and the chargers they purchase from us.</p> <p>Once a client's sites are fully commissioned with ChargePilot, The Mobility House's charging management system, our customer success team will work with the client's staff to give access to the online user interface, perform site-specific training, answer questions, and be a dedicated point of contact for operational matters and client needs going forward into operations.</p> <p>As part of the onboarding process, our customer success team will hold in-depth ChargePilot training sessions which can be recorded. They can host as many training sessions as the client needs. When The Mobility House releases new product features, we will hold additional training sessions about the new features. We will also facilitate customer feedback sessions and refresher training as needed or requested, throughout the lifetime of the service contract. This training is standard and included in the subscription pricing for our SLAs.</p> <p>We will also work with the client to determine the level of permission each staff member needs for the ChargePilot dashboard and will help configure the client's accounts. As part of the ChargePilot subscription package, the client will have access to an unlimited number of user accounts. Additional user accounts can be easily added as needed.</p> <p>If chargers have been resold to the client, The Mobility House will facilitate product and operator training on the chargers resold. If additional resources are needed, The Mobility House will refer clients to additional OEM resources and training.</p>	*
45	Describe any technological advances that your proposed Solutions offer.	<p>The following summarizes technological advances, key capabilities and use cases for The Mobility House's ChargePilot CMS.</p> <p>Designing Custom ChargePilot Setups for the Industry's Most Complex Sites: The Mobility House's team excels in designing and implementing load management systems for sites with complicated electrical setups, e.g., tie breakers, submeters, etc. Our expertise ranges from applying Automated Load Management (ALM) to reduce costs on electrical infrastructure and maximizing charger installations on existing panels to integrating charge management with distributed energy resources. The Mobility House supports customers throughout the site design process, ensuring seamless integration and optimal performance. Our system is engineered to handle the most intricate electrical configurations, including managing multiple panels and strategically placing submeters to dynamically adjust charging based on uncontrolled building load or onsite generation. We collaborate closely with our customers to customize our CMS solutions to meet unique requirements, such as integration with fire suppression systems, backup generators or tiebreakers.</p> <p>Reliability: To ensure the highest level of reliability, the ChargePilot system architecture utilizes both local and cloud intelligence. All chargers are physically connected via CAT cables to an onsite controller, thus enabling extremely high reliability. The controller communicates with the charging stations using an open-source communication protocol called OCPP (version 1.6J or higher). The combination of a local controller and hardwired connection ensures that charging</p>	

		<p>processes can be controlled even if there are network connectivity issues (significantly improving on wifi-only systems) and allows for near real-time optimization. If a connection to a charger was lost, the charger would revert to a known pre-agreed-upon value called a fallback value to ensure the site can continue charging safely.</p> <p>Site Integrated Load Management: The Mobility House's software is capable of strategically allocating charging capacity among various charging dispensers within the same site. This strategic allocation prevents the cumulative nameplate load from exceeding the customer connection's rated capacity, thus facilitating safe charging. ChargePilot adapts to real-time conditions, including charging interruptions. To do so, the Mobility House provides and installs a current transformer and meter that measures the other loads on-site. When this monitored site load increases, the meter measures the change and ChargePilot re-optimizes the vehicle charging load to account for the change. This ensures that the overall energy usage at the site stays within the grid capacity limitations of the site and/or minimizes the cost of total power usage based on the utility rate structures.</p> <p>Integration with Backup Generator: For sites where there is a generator installed to supply backup power during grid outage, ChargePilot can optimize the total site load to adjust to the new amount of power that can be supplied by the backup generator. This allows for charging to still remain optimized even when a backup generator cannot supply as much power as the original grid connection.</p> <p>Integration with Microgrid Controller: Using Modbus, ChargePilot can be integrated with several additional local systems such as battery storage, microgrid controllers, solar, or other distributed energy resources (DERs). The Mobility House is actively implementing this capability at the Brookville Smart Energy Bus Depot site in Maryland.</p> <p>Automatic Phase Detection and Load Balancing (for Health of Infrastructure): On both static and dynamically integrated sites, ChargePilot can balance phases by identifying current flow on each grid phase and mapping that information to the chargers connected to each phase. ChargePilot will then reduce the current per charger. ChargePilot can also be set for a certain imbalance (max phase imbalance) and reduce the current to a specific difference between two phases to ensure it is not exceeded. This ensures grid infrastructure health and site safety.</p> <p>Dynamic Schedule-Based Optimization: ChargePilot optimizes charging based on fleet schedule data, considering when vehicles are scheduled to be deployed to a route and the required SOC to complete assigned operations. The optimization process prioritizes vehicles with the least time to charge and the highest SOC increase needed, allocating more power to them.</p> <p>Demand Charge Management: The Mobility House has developed products and expertise to integrate vehicle charging with utility supply to support system operations and capture value for customers. For example, for utilities that have demand response programs, ChargePilot can receive a signal from the utility or a demand response aggregator for an event and automatically lower the amount of power that is being distributed to the dispensers. For sites on time-of-use rates, ChargePilot optimizes around them to avoid or minimize charging during expensive, or peak, time-of-use periods set by the utility and minimize monthly electricity bill charges. With a simple toggle in the system's user interface, the time-of-use feature can be effortlessly activated or deactivated, enabling users to prioritize the full charging power of the site over potential monetary savings in critical situations. ChargePilot also has the capability to participate in other VGI programs offered by utilities, such as hourly dynamic electricity rates.</p> <p>Vehicle-to-Grid: At The Mobility House, we believe Vehicle-to-Grid (V2G) is a key aspect to a clean energy and transportation future; while the technology is ready now, policies, standards and business cases need to evolve to enable ChargePilot V2G to be deployed commercially at scale. Therefore, The Mobility House has developed many V1G offerings to provide financial benefits to our customers while the market readies itself for V2G. Alongside this, The Mobility House participates in V2G policy discussions and pilot projects, such as our Vehicle-To-Building Project in Oakland with New Flyer as a partner in that project team.</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>At The Mobility House, we care for our environment, which is made clear through our Vision Zero Zero—zero emissions at zero cost. The most important environmental impact of The Mobility House is achieved through our software development and application, where we intelligently integrate electric vehicles into the energy system. This way, we promote the expansion of renewable energies, reduce CO2 emissions, stabilize the power grid, and make electromobility more affordable. Furthermore, we have been tracking our emissions based on the GHG Protocol Corporate Accounting and Reporting Standard for several years. The recording of emissions has allowed us to implement reduction measures that continuously lower our carbon footprint (e.g., guidelines for more sustainable travel, subsidization of transportation tickets, corporate volunteering events, and responsible general office behavior and use of electronic devices).</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.	The Mobility House does not have any third-party issued eco-labels, ratings or certifications related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors, however the most important environmental impact of The Mobility House is achieved through our software development and application, where we intelligently integrate electric vehicles into the energy system. This way, we promote the expansion of renewable energies, reduce CO2 emissions, stabilize the power grid, and make electromobility more affordable.	*
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>Proven Experience with Public Entities: ChargePilot has been deployed at transit agencies, school districts, municipalities and other public agencies across North America and we are committed to helping our clients build out their software ecosystems. We are the leader in integrating with scheduling, vehicle telematics, depot management, and maintenance software systems to give clients a seamless user experience.</p> <p>Minimize Capital and Operational Costs: ChargePilot has helped our customers save hundreds of thousands of dollars in both capital and operational costs. ChargePilot minimizes capital costs by reducing the need for costly grid capacity expansions. On the operational side, ChargePilot optimizes around utility rate structures to minimize the cost of charging vehicles.</p> <p>Manage Fleet Charging Schedules: ChargePilot uses urgency coefficients based on when a fleet's electric vehicle is scheduled to depart and the target state of charge that is needed for the vehicle's next scheduled block. This sophisticated algorithm ensures electric vehicles are charged for their next assigned task while still minimizing the cost of charging and working within site constraints.</p> <p>Sophisticated Smart Charging: ChargePilot can optimize charging around a number of static and dynamic parameters, including grid capacity limitations, utility rate structures, fleet schedules and more. ChargePilot can integrate with complex energy systems, including backup generators and microgrids.</p> <p>Industry-Leading Interoperability: ChargePilot is hardware agnostic and can work with any chargers that use Open Charge Point Protocol (OCPP) 1.6J or above. ChargePilot integrates with a vast network of EVSE companies for seamless assimilation into a client's existing software and hardware ecosystem, including leading OEMs, chargers and third-party software systems.</p> <p>Unmatched Reliability and Automatic Optimization: With ChargePilot's leading-edge technology, clients can plug in their electric vehicles and walk away without daily intervention. ChargePilot also has a local controller that will allow charging optimization to continue even in the event of an internet outage.</p>	*
49	Describe all end-user payment methods offered for charging, as applicable.	<p>The ChargePilot Payments app manages access, authentication and payment for chargers. A ChargePilot Payments user (driver) can open the ChargePilot Payments app and select a charging site, then click to open a charge point and select/add their vehicle. Then the user can go to payment and select their payment method and slide to start charging. The user can also start a charge via a QR sticker, RFID, or an integrated payment terminal. If there is a problem, the user can use the app to report an issue with the charging point.</p> <p>(Note that chargers that do not require payment features will only have the mobile-compatible browser-based ChargePilot UI, which uses a browser-based dashboard, and is accessible on all mobile platforms.)</p>	*

50	Identify the data collected when your equipment, products, and services are accessed by an end-user.	<p>The Mobility House complies with the data protection requirements of the German DSGVO and European GDPR laws. Our privacy policy can be found on our website: https://www.mobilityhouse.com/usa_en/privacy-policy</p> <p>During initial installation, we capture electrical and site-relevant data such as electrical information on panel architecture, capabilities of the chargers, etc. We also capture vehicle-relevant information such as vehicle IDs and charger names. During operation, charging data such as rate and amount of power are captured along with the user's email and password that they use to log on to our system.</p> <p>User Data Collected by ChargePilot Payments: When a user registers their profile, ChargePilot Payments will process their personal data, including name, email address, telephone number, postal address, bank/payment information, and information on purchased services. When a customer uses our payment services, ChargePilot Payments will further process information related to location, date/time, frequency and EV charging pattern. Information related to purchases include name, contact details, address, cost and transaction details. To collect payment information, we use the third-party credit card payment processing company Stripe. When payment information is submitted, we share with Stripe information that includes debit/credit card number, billing address, phone number and installed application information in order to process payments. In such circumstances, the third-party provider, and not ChargePilot Payments, acts as a data processor and stores user payment information on our behalf; they process information about your phone number and installed application information in order to process payments to the user's Wallet inside of the application. The legal basis for the processing of user personal data is Art. 6(1)(b) of the GDPR.</p>	*
51	Describe applicable data security measures and identify any services performed outside the US or Canada, as applicable.	<p>To detect and respond to security events and incidents, all cloud systems log to a central system that is replicated and monitored not only for security incidents, but all aspects including performance and costs. Viewing of logs can be raw, aggregated, filtered or displayed graphically to show anomalies. We also annually review system activity. ChargePilot and associated modules use the latest standards like encryption in transit and at rest to secure all customer data. To access any administrative functions, we enforce access with MFA. Databases must be accessed via multiple layers of security involving not only keys (items one has), but also passwords and locations. Customer data is stored encrypted and items like passwords are salted and utilize one-way hashes. The Mobility House's data is stored in AWS data centers in Oregon. We have technical/troubleshooting staff that work in the US, Canada, Germany, France, Poland and Switzerland. Our 24/7 remote monitoring team is based out of Bangladesh.</p> <p>Access control configurations for interfaces with SAS-based authentication include:</p> <ol style="list-style-type: none"> 1. Connectivity to any The Mobility House API endpoints must use TLS encryption over TCP/IP. The Mobility House solely uses SSL certificates with at least a SHA256-FULL-CHAIN based encryption key purchased from Section and Geotrust. 2. The Mobility House implemented its own AAS (Authentication and Authorization Service) with the following functionalities: <ol style="list-style-type: none"> a. Forced use of 2FA next to the authentication means as described in point 1. b. Acts as the issuer of JWT (JSON Web Tokens) and JWT token management (re-issuing, expiration and revocation). JWT Tokens become invalid after 7 days and must be obtained again from AAS upon login. 3. Sensitive user data is encrypted with a 2-step approach (refer to: https://codahale.com/how-to-safely-store-a-password/). <ol style="list-style-type: none"> a. Salting of the data. b. Encrypting of the data by using Blowfish algorithm via Bcrypt implementation using 10 salt rounds. <p>User Data Security for ChargePilot Payments: ChargePilot Payments upholds industry standard security safeguards to protect Credit Cardholder Data. Data is encrypted using advanced encryption methods both in transit (TLS 1.2 or above) and at rest (AES-256), where appropriate, to maintain the privacy of Credit Cardholder Data. ChargePilot Payments' encryption data safeguarding uses cloud-based infrastructure security through AWS, securely storing Credit Cardholder Data on password- and firewall-protected servers, and payment information is encrypted and handled by PCI certified organizations. Access controls are in place to limit access to Credit Cardholder Data to those who need it to perform their jobs.</p> <p>ChargePilot Payments will only store personal Credit Cardholder Data as long as necessary to fulfill the purposes for the processing of your personal data. Generally, ChargePilot Payments deletes personal data about customers once it is no longer necessary for collection purposes. Personal data is deleted 3 years after the contractual relationship between ChargePilot Payments and the customer is terminated, if determined that continued storage is unnecessary for the purpose of documentation. If storage is unnecessary for documentation, personal data will be deleted upon contractual relationship termination.</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.	Under "Standard Transaction Documents Sample" documents, we have attached our ChargePilot Terms of Service and SLAs for chargers and ChargePilot which detail our commitments to maintenance, performance warranties and guarantees, operational uptime, hardware warranties, and similar stewardship functions. The SLAs include a 99.9% cloud uptime, backed in part by a spare ChargePilot hardware kit at no additional cost. The Mobility House shall make the ChargePilot software available free from material defects and defects of title. Hardware components that are a part of the ChargePilot solution are sold with a 24-month warranty from the date of purchase. Warranty terms can be negotiated and adjusted as needed by the customer. All software updates, including new product features, that are covered under the software subscription will be provided at no extra cost.	*
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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	While The Mobility House is not MBE certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*
54		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not WBE certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*
55		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not DOBE certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*

56		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not VBE certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*
57		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not SDVOB certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*
58		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not SBE certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*
59		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	While The Mobility House is not SDB certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.	*

60		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>While The Mobility House is not WOSB certified, we are committed to fostering a culture of diversity and inclusivity. One of the core values of our company, that we review each week, is to embrace diversity and foster inclusivity. We understand that a diverse team that includes people with different backgrounds and perspectives strengthens our company and in turn helps us deliver better results to our customers. To help us build a diverse team, we worked with a consultant to develop hiring practices that would help us attract and fairly evaluate diverse candidates. In addition to our hiring practices, our North America-based leadership team includes women and people of color. We have an internal Diversity and Inclusivity Committee that meets regularly to identify and implement practices to improve company culture, embrace the diversity of our team, and ensure everyone feels comfortable and included.</p>	*
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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.	The Mobility House's payment terms are Net-30. We accept ACH, wire transfer, or check payments.	*
62	Describe any leasing or financing options available for use by educational or governmental entities.	Select partners of ours, referred to in question 27, can offer Charging-as-a-Service (CaaS) agreements which include chargers and software sold by The Mobility House. These CaaS agreements effectively mean that said partner covers all upfront costs of charging infrastructure and designs a long-term payment structure based around the expected utilization of those chargers by the end-customer. These financial structures are determined by modeling the expected usage and subsequent energy demand from an electric vehicle fleet, and the related costs of charging those vehicles in the long term. Payment terms usually take the form of a cost-per-mile driven or a cost-per-kilowatt-hour fee over 10+ years. In most cases, the cost of "fueling" a fleet with this type of CaaS agreement is less than the fueling costs a customer has traditionally paid per mile or per gallon of diesel fuel for their internal-combustion engine fleet.	*
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.	The Mobility House proposes the inclusion of our Terms of Service, SLAs (Service Level Agreements), Terms & Conditions, and our Privacy Policy, which we have attached for reference under "Standard Transaction Documents Sample" documents.	*
64	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	The Mobility House does not accept P-Cards for procurement and payment. However, we are happy to accommodate other payment methods, such as ACH, wire transfer, and checks, to ensure a smooth transaction process for Sourcewell participating entities. There are no additional costs to participating entities for using our accepted payment methods.	*

65	<p>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.</p>	<p>Under the "Pricing Document" documents section of the portal, we have attached our pricing breakdown for EVSEs and related services, ChargePilot, and consulting. All pricing included in this proposal is discounted between 5-20% off MSRP.</p> <p>EVSEs: The Mobility House is an authorized reseller of EVSEs from several leading charger OEMs. As reseller, The Mobility House typically receives competitive volume pricing from EVSE partners, and subsequently sells equipment at or below MSRP depending on manufacturer and specific product models. Because we get a range of prices and discounts from our EVSE partners, there is not a uniform discount or reseller price that we give to our end-customers, but rather pricing varies by product. All EVSE products included in this proposal are priced between 5-20% below MSRP.</p> <p>ChargePilot: Our ChargePilot charging and energy management system pricing consists of two main components: ChargePilot hardware and ChargePilot software packages. Sub-components of the ChargePilot hardware category include the ChargePilot controller and any other metering equipment required to monitor other electrical loads on-site such as solar, battery storage or dynamic building loads. Sub-components of the hardware setup category include:</p> <ul style="list-style-type: none"> • Add-on packages for integrations with third party systems (PV, microgrids, backup generators, etc.), charged on a per site basis. • Charger commissioning priced per port and based on the types of charging stations being managed by ChargePilot. • Other optional set up features dependent on the needs of each site and priced per site. <p>There are three types of ChargePilot software packages which offer increasing levels of features. Each type of package is priced per year per charge port with different per year per port prices for different types of charging stations.</p> <p>A detailed pricing sheet with all ChargePilot configurations is included as a supporting document in this proposal. Sourcewell members will receive 10% off all ChargePilot items.</p> <p>Analytics & Charging Simulations: Our analytics offerings are packaged and priced based on several pre-defined scopes of work with related deliverables and costs. Prices for those various offerings are based on anticipated workload and hourly consulting rate for our analytics team's time. Sourcewell members will receive 10% off all analytics and charging simulation packages.</p>	
66	<p>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.</p>	<p>All products and services included in this proposal are discounted 5-20% from MSRP. This applies to EVSE products that The Mobility House resells, as well as our own ChargePilot software system and consulting packages.</p>	*
67	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>The Mobility House will consider additional volume discounts for EVSE sales on orders larger than 20 chargers. ChargePilot software pricing has an embedded volume discount for fleet depots with more than 50 charge ports under management. We will also consider additional discounts for strategic or otherwise high-value projects, such as V2G charging sites, large enterprise customers, etc.</p>	*
68	<p>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.</p>	<p>For any nonstandard options, we supply items at cost and will provide quotes for each specific request.</p>	*

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.	<p>All EVSE products included in this proposal typically require some level of engineering, permitting and installation services in addition to simply procuring the equipment itself. Those costs would be incurred by end-customers from local engineers, permitting authorities and electrical contractors. If our end-customers take responsibility for those other aspects of an infrastructure project, The Mobility House simply engages with those parties to ensure they have sufficient documentation about the EVSE and ChargePilot equipment to deliver on their scope of work. If that scope of work is taken on by a partner firm of The Mobility House, we work more closely with them throughout the project implementation process, but the costs for their services are still paid directly by the customer and do not go through us.</p> <p>All of the costs for ChargePilot components, set-up, commissioning and subscriptions are included in the pricing we submit. ChargePilot requires certain pre-commissioning requirements to be met, primarily having communications conduit in place to facilitate connecting our ChargePilot controller to each charger. Installation of this conduit is not included in our pricing and would be charged to the customer by the construction company or electrician installing the charging stations. There is no relationship between The Mobility House and this entity, unless this work is performed by a Mobility House Reseller or Operator Partner.</p> <p>If there is an extenuating circumstance, or remobilization, caused by the customer (e.g., communicating that a site was ready for ChargePilot install when it was, in fact, not ready), where we need to perform a secondary site-visit/commissioning event due to a problem on the customer's side of the project, we would charge for the time and costs related to the site visit. The costs would be agreed upon between the customer and The Mobility House before The Mobility House's team conducts the site visit. If a remobilization is required due to an issue on The Mobility House's side of the project, the customer would not be charged.</p>	*
70	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Delivery of all EVSE equipment is passed through at-cost from our EVSE partners. For some of the products listed in the attached pricing document, shipping rates are pre-determined by the manufacturer. In other cases, The Mobility House will work with EVSE manufacturers to determine shipping rates for specific projects and customers and provide those rates in a final quote to end-customers.</p> <p>Shipping is included domestically for ChargePilot equipment. All ChargePilot hardware components are shipped from The Mobility House's warehouse in Belmont, California.</p>	*
71	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	The above shipping and delivery program for EVSE products applies to all deliveries in Alaska, Hawaii, Canada or offshore locations. Shipping is included domestically, including Alaska, Hawaii and Canada, for ChargePilot equipment. All ChargePilot hardware components are shipped from The Mobility House's warehouse in Belmont, California.	*
72	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All EVSE products and ChargePilot equipment is delivered via standard carriers throughout the US and Canada.	*
73	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	<p>The Mobility House uses Salesforce to manage products, pricing, quoting, orders and invoicing. Through this system, our sales team utilizes tools like special price books to ensure that each quote applies the correct discounts and pricing based on the customer type. In this regard, The Mobility House will maintain a Sourcwell-specific price book, which sales representatives must use to quote Sourcwell entities and ensure consistent pricing.</p> <p>If awarded the contract, we commit to a quarterly reporting cadence and audit of our Sourcwell participating entity sales, ensuring consistency in pricing and thorough tracking.</p>	*
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.	The Mobility House is determined to provide the best standard of quality and service to our customers, and we are committed to continuously tracking success. We base our success in projects on metrics related to project delivery times, charger uptime, ChargePilot software uptime, operational and capital savings for the customer, and a quarterly check-in with our customer success team to assess the customer's satisfaction with ChargePilot, with our communication and service, and their likelihood to refer us to other similar organizations. Based off a customer's satisfaction, measures will be taken internally to improve or stay consistent with our service.	*

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.	The Mobility House proposes a 1% administrative fee payable to Sourcewell, on all completed transactions to participating entities. The Mobility House is open to negotiation once the Sourcewell contract is finalized.	*
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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.	Pricing offered in this proposal includes prices for Electric vehicle supply equipment, charging management software and fleet electrification consulting packages. All prices are offered at 5-20% discount from MSRP.	*

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>Please note: For a better reading experience, please see the PDF attached under the "Upload Additional Document" documents section of the portal that includes the narrative below paired with illustrative graphics, charts, and screenshots of our solution's user interface and benefits.</p> <p>(1.) The Mobility House's EVSE Solutions: The Mobility House offers a range of EVSE products to support customers' fleet electrification work. Because our core offering is a hardware agnostic charging management platform, we resell a variety of products from different charger OEMs. Level 2 AC charger products range in amperage from 40-80A, and include multiple chargers, configurations accessories, warranties etc. Level 3 DC charger products range in power level from 20-240kW and include similar accessories and related warranties. Our portfolio also includes both unidirectional and bidirectional chargers.</p> <p>(2.) ChargePilot Charging Management System Overview: ChargePilot, The Mobility House's charging and energy management software, allows fleets to charge electric vehicle fleets intelligently, reliably and cost-efficiently. ChargePilot uses a local controller and cloud-based dashboard and is open charge point protocol (OCPP) 1.6J or higher compliant. With just one system, fleet managers can centrally monitor and manage all chargers, dynamically schedule charging across vehicles and chargers at multiple sites, and keep track of fleet's energy consumption while charging. This enables a fleet manager to have the greatest visibility in to their fleet's charging all while ChargePilot seeks to reduce overall power demand and manage various loads on-site. The system is modular and grows with an electrifying fleet's needs, providing the flexibility to design and plan for future growth.</p> <p>ChargePilot processes different real-time parameters such as total available power, building load, electricity rates, vehicle battery State-of-Charge (SoC), and EV schedules, in order to optimize when and how much to charge each vehicle while still ensuring vehicles are charged when they are needed. ChargePilot's goal is to smooth out expensive peak loads ("peak shaving") and take advantage of low-cost charging windows, which significantly reduces electricity expenditures. ChargePilot controls the charging cycle to manage the use of power from the utility grid in order to optimize around utility rate structures including time of use rates and the reduction of peak demand charges and general fleet charging management.</p> <p>To ensure the highest level of reliability, the ChargePilot system architecture utilizes both local and cloud intelligence. All chargers are physically connected to an on-site controller using Ethernet or fiber cabling and thus fulfills the extremely high resiliency requirements of fleets. The controller communicates with the charging stations using an open-source communication protocol called OCPP. The combination of a local controller and hardwired connection ensures that charging processes can be</p>	

controlled even if there are network or internet connectivity issues.

ChargePilot can be integrated with several 3rd party systems such as battery storage, onboard vehicle telematics systems, fleet management systems, microgrid controllers, backup generators or distributed energy resources (DERs). For sites where the chargers are on the same meter as the building load or another on-site load, ChargePilot can dynamically manage adjust the distribution of energy based on the other on-site loads to ensure the overall site stays within its grid capacity limitations. For sites where there is a generator installed to supply backup power during grid outage, ChargePilot can optimize the total site load to adjust to the new amount of power that can be supplied by the backup generator. This allows for charging to still remain optimized even when a backup generator cannot supply as much power as the original grid connection.

ChargePilot has import and export APIs based on open standards (VDV-463). These APIs allow ChargePilot to seamlessly integrate with scheduling, dispatch, depot management, and telematics software systems. With these integrations, ChargePilot can import fleet schedule data to optimize charging based on when vehicles are scheduled to be deployed and the target SOC that is needed to complete the assigned blocks. A visualization of how ChargePilot optimizes charging around fleet schedules is shown above. As shown, the vehicle with the least amount of time to charge and needs the most additional SOC is given top priority and would have the most energy allocated to it. After all vehicles in the fleet have hit their target SOC, ChargePilot will continue to charge the vehicles to provide them as much buffer as possible.

The export API allows ChargePilot to send valuable data to other systems and gives our clients the flexibility to use the data from the ChargePilot dashboard to build customize reports. For example, our team is working with many of our transit clients on integrating ChargePilot with depot management systems, so ChargePilot can send the real-time status of the charging dispensers to allow the depot management system to better direct vehicles to available chargers, among other capabilities. Other clients plan to use the export API to build their own PowerBI dashboards.

ChargePilot for Smart Charging:

ChargePilot connects to each charge port and automatically controls functions to dynamically 'smart' charge the fleet. The system is built to reliably charge all fleets, while distributing the load between chargers and optimizing charging based on several factors. Those include, but are not limited to:

- Route Schedules: The system receives route schedules manually or from the scheduling program via an API. Electric vehicles are then charged based on their schedule information (time left till departure) and the vehicle's energy demand to complete the assigned schedule (required State-of- Charge). Pre-conditioning and trickle charging is possible if supported by the vehicle and charger manufacturer.
- Utility Rates: The system will optimize charging around Time-of-Use rates, avoiding charging during peak time-of-use periods set by the utility and minimizing demand charges. With a simple toggle in the system's user interface, the time-of- use feature can be effortlessly activated or deactivated, enabling users to prioritize the full charging power of the site over potential monetary savings whenever necessary.
- On-site energy storage or building load: The system will analyze other loads on-site and calculate a charging response accordingly. This includes back-up power requirements. This is facilitated by ChargePilot's local controller and Modbus interface.
- Charger availability: ChargePilot allows vehicle to charger ratios of 2:1 and 3:1 and can manage multi-dispenser simultaneous chargers, sequential chargers, as well as pantographs. ChargePilot is also able to display each charge point's status in the user interface and the user can customize the name of the charge point and vehicle. Charging error notifications and remediation steps are also displayed in the user interface.
- Manual prioritization: Through the use of the real-time dashboard, users have the capability to prioritize specific vehicles or chargers manually, offering operational flexibility to handle unique situations, establish fast charging lanes, or prioritize on-demand charging.
- Set maximum power limit: Charging can also be optimized around limited available power on-site, to avoid expensive transformer upgrades, or set "soft" limits designed to avoid demand charges.
- Vehicle state of charge: Prioritizing the vehicle with the lowest state of charge when there is not enough power for all connected vehicles.

ChargePilot for Remote Monitoring, Reporting, and Analytics:

Sites, chargers and connected (plugged in) vehicles can be remotely monitored via the ChargePilot web-based dashboard that can be accessed from any device with internet access, including phones, computers and tablets. The ChargePilot subscription includes unlimited user accounts, so agencies can have as many

accounts for their staff members and partners as they need without any additional costs. ChargePilot also allows different user permissions to be set for different accounts. This means that certain users can have the ability to only view the data in the dashboard while other users can have permission to set prioritization for chargers and vehicles and remotely control the charging stations.

The system displays both real-time and historical charging data for every site under management. ChargePilot's user interface has both a single site and multi-site view. The multi-site view allows an operator to view all assets in one interface.

Users can easily select the sites they want included in the multi-site view. Users can choose whether they want to view a single site, two or more particular sites or all the sites they have under management. This allows users the flexibility to view the exact information they are looking for, and the pre-set reports included in the dashboard are easy to understand and analyze.

The single-site view allows users to see in- depth, real-time information about the charging activities at the site, including the real-time status of each dispenser, error messaging and troubleshooting, charging power, and the current SOC of plugged in vehicles for DC chargers. The Charge Point Details section of the dashboard also allows users with the appropriate permission the ability to manually prioritize certain charging points and remotely restart chargers.

ChargePilot also stores, tracks and analyzes data on historical charging sessions. Users have the ability to filter the historical charging data by date, time, vehicle and/or charger. Historical data can also be filtered by site, and data for multiple sites can be viewed at the same time. The historical data for each charging session includes information about the energy consumption, cost, GHG emissions avoided and the duration of the charging session. All data can be easily downloaded from the ChargePilot dashboard to a .csv or .xlsx file.

ChargePilot includes pre-set reports on historical charging data that provide valuable insights into energy consumption and peak loads for set periods of time. Users can filter data by day, time and granularity. The data can be viewed in 15-minute, hourly, daily, weekly or monthly increments.

Our OCPP logs feature allows users to view historical error logs in the ChargePilot dashboard. Users can also view the state of charge at plug-in and state of charge at plug out for all historical charging session data and other important data into our dashboard.

All data is stored in our state-of-the-art back end system that is hosted via a North American AWS instance, ensuring that all data generated in North America is stored in North America. This also ensures the most cutting-edge technology and techniques are used to host our customers' data. The system receives all data points in 10 second intervals and can collect them as frequently as every second, if supported by the charging station. The system will automatically analyze the collected information and generate statistical reports on each charger and vehicle.

ChargePilot for Charger Error Alerting, Troubleshooting, and Reporting:

ChargePilot is a helpful tool for resolving charger errors. When a dispenser and/or charging cabinet has an error, ChargePilot will display information about the error in the dashboard and users have the option to opt into email alerts that will notify them of the error. All ChargePilot subscriptions include full access to our 24/7 monitoring team which is the first line of support for resolving error messages. Our 24/7 team will take preliminary remote troubleshooting actions to resolve the error. For most of our sites, the remote monitoring team will resolve 80-90% of all error messages. One transit agency in the US had more than 150 error messages resolved by our 24/7 monitoring team in a five-month period. The transit agency did not need to take any action to resolve these errors.

In addition to our monitoring team, the ChargePilot dashboard displays detailed information about the error message, including troubleshooting actions that will help resolve the error. For errors that can not be resolved by our monitoring team, we have a US-based support team that is available to help. We have strong relationships with the charger manufacturers and can help facilitate resolutions to both hardware and software errors.

Users can receive notifications about errors via email. All errors are also displayed in the ChargePilot dashboard. ChargePilot can also alert our client's maintenance system of errors. Users can view historical error data directly in the ChargePilot dashboard as well through our OCPP Logs feature.

ChargePilot for Integration into Your Software Ecosystem:

The Mobility House is a strong believer that our clients should be able to integrate ChargePilot seamlessly into their existing and future software ecosystems. To help our clients realize this vision, we have robust import and export APIs that are based on VDV-463.

ChargePilot can be integrated with the scheduling software you currently use. The Mobility House has a close partnership with GIRO and has been working with these companies for over a year on integration. With these integrations, ChargePilot imports scheduling information from HASTUS automatically. This allows ChargePilot to receive the scheduled departure time and target state of charge needed for the block. ChargePilot will then optimize charging around the fleet schedules and prioritize vehicles based on their deployment plan. This can help you make sure your vehicles are charged and ready to go.

ChargePilot can also work with scheduling and electric vehicle assignment optimization systems, such as WideSense, to receive a target state of charge that factors in weather conditions, battery health, topography, driver behavior, regenerative braking and other factors that can limit range for electric vehicles.

In addition to ChargePilot's ability to integrate with scheduling software, ChargePilot can also integrate with any other software systems you have in your software ecosystem. With our import and export APIs, ChargePilot can send data to or receive data from telematics systems, such as Samsara or New Flyer Connect, so all telematics data is displayed in one location. ChargePilot can also integrate with depot and yard management software. ChargePilot provides two-way communication with depot and yard management systems which maximizes the value of both systems.

If awarded the contract, The Mobility House team would work with you to develop a vision for the software ecosystem as it relates to charge management. We will use our robust network of software partners in the EVSE industry to deliver a solution that will work for both in the short- and long-term. Our open standards based APIs help us streamline the integration process, making it possible for ChargePilot to work with any systems that you use now or in the future.

ChargePilot for Site Integrated Load Management:

ChargePilot can dynamically adjust the load of charging vehicles based on the usage of energy of other loads on-site. When chargers are installed on the same meter as another load (including a building load or a hydrogen fueling station), the total site load will be determined by the combined total amount of energy being used to charge the EVs and the energy load of the other loads on-site. To effectively manage the overall load within the grid capacity limitations of the site and minimize the cost of charging vehicles, dynamic load management would be an important functionality depending on the configuration of the site.

For sites that require dynamic load management, The Mobility House would install a meter that would measure the other loads on-site. When the site load increases, the meter would measure the change and ChargePilot would re-optimize the vehicle charging load to account for the increase in energy usage of the other loads on-site. This would ensure that the overall energy usage at the site stays within the grid capacity limitations of the site and minimizes the cost of energy usage based on the utility rate structures.

ChargePilot's dynamic load management capabilities add an additional level of sophistication to the optimization of charging at your sites. This industry-leading capability will ensure that you can further lower your electricity bill while working with the additional loads on-site.

ChargePilot for Scalability and Automated Load Management:

ChargePilot is purpose-built for fleets that are scaling their electric fleets. ChargePilot makes it easy to add in additional chargers as they are installed. Any new chargers that are installed during the contract can be easily connected to the ChargePilot system to allow for site level management as you scale your electric fleet.

As a hardware agnostic charging management system, ChargePilot can manage any chargers that use OCPP 1.6J and above, and we have close relationships with the leading charging manufacturers, including ABB, Heliox, and Siemens, and we are willing to work with any charger manufacturer that uses OCPP 1.6J or above. For a new charger to be added, fiber optic cabling or Cat6 cables would need to be run from the charging cabinet(s) to the network switch that is connected to the local controller. We would have an implementation project manager come to the site to perform testing to ensure everything is set up correctly and working properly.

ChargePilot is also designed to allow operators to manage multiple depots from one platform. With our multi-site view, you can see an overview of all their sites from one

dashboard. Additional sites can easily be added to the ChargePilot system as needed. Each new site would require a local controller and fiber or Cat6 cables running from each charging cabinet to a network switch. We would have an implementation project manager come to the site to complete the setup and do testing.

In addition to ChargePilot's scalability, ChargePilot has the ability to help you minimize capital costs on charging infrastructure expansions. ChargePilot facilitates automated load management (ALM) which allows our clients to install more nameplate capacity of chargers at their site than the grid capacity limitation for the site. By oversubscribing the site, our clients have avoided transformer upgrades that would have cost over \$1 million and would have taken over two years for design and construction.

ChargePilot has successfully helped several of our transit clients scale their charging infrastructure without grid capacity upgrades. At Long Beach Transit, ChargePilot is managing 1.8MW of charger nameplate capacity under the 1.1MW of grid capacity their site currently has. ChargePilot played an instrumental role in RIPTA securing their electrical permit for their on route charging project and ChargePilot is managing 1.8MW of charger nameplate capacity under the 1.0MW of grid capacity at the site.

ChargePilot for Integration with Complex Energy Systems:

The Mobility House is the only charging management provider that has a fully operational transit site where a charging management system is integrated with on-site renewables, and we were the first in the country to integrate with backup power resources when the RIPTA project was commissioned last year.

At the Brookville Smart Energy Depot in Montgomery County, MD, ChargePilot is fully integrated with a microgrid controller to work with the battery storage and solar panels that are on-site. The microgrid controller tells ChargePilot when there is energy available from the microgrid that can be used to charge the vehicles. ChargePilot takes the cues from the microgrid controller and adjusts the vehicle charging parameters based on the real-time energy availability.

ChargePilot communicates with the microgrid controller through Modbus. Modbus is a command-and-control protocol, where one controller gives directions, and the others follow the directions. The controller that gives the directions is called the client and the others are called the servers. Modbus is a serial protocol, meaning each piece of information is sent one at a time, which makes it a less complex language. This simplicity allows it to run on the ChargePilot local controller. At the Brookville site, the microgrid controller is the client and ChargePilot is the server.

For the RIPTA Broad Street Project, ChargePilot uses a digital I/O module to integrate with a backup generator. Our team installed a digital I/O module on-site which sends a signal to ChargePilot when the generator turns on. ChargePilot then lowers the grid limit for the site to account for the more constrained power availability.

(3.) The Mobility House's Analytics Consulting & Charging Simulations:

The Mobility House has performed simulations on optimized fleet charging for numerous customers with various use cases, ranging from workplace charging and delivery to school bus and public transit fleets. The Mobility House's load and savings analyses can demonstrate the savings in operational expenses by optimizing charging schedules for battery electric vehicles and peak demand, and assist in devising a plan to overcome foreseeable power constraints. Together, The Mobility House's project team key personnel, along with our supporting staff, have completed dozens of fleet electrification studies for customers and hundreds of charging simulations.

Our data analytics consulting and charging simulation offering is made up of the following work packages with related scopes of work and deliverables:

Vehicle/Route Assignment (Optional, can be skipped if provided): Analyze fleet requirements and existing operational restrictions to provide recommendations on routes suitable for vehicle electrification, with a focus on minimizing operational and infrastructure costs.

- Deliverables:

- Recommended electric fleet schedule, including route assignments, plug-time windows, energy requirements, and mileages.

Fleet Charging Optimization: Optimize fleet charging schedule to achieve the lowest operational costs and highest performance based on local electricity rates, infrastructure requirements, and onsite building load.

- Deliverables:

- 15-min interval fleet charging load profile for a 24h period, based on ChargePilot

		<p>charging & energy management algorithm, including seasonal and weekend variations.</p> <ul style="list-style-type: none"> - Charging cost and estimated savings per site with TMH ChargePilot charging and energy management system. - Guidance on recommended chargers to install on site, including charger specs and required number. <p>Fleet Charging Optimization Plus: In addition to the Fleet Charging Optimization package, this package includes charging feasibility analysis for extra scenarios, such as different charger mix, fleet schedules, or site loads. A worst-case scenario with snow days and early dismissals would be considered an extra scenario.</p> <ul style="list-style-type: none"> • Deliverables: - 15-min interval fleet charging load profile for a 24h period, based on ChargePilot charging & energy management algorithm, including seasonal and weekend variations. - Charging cost and estimated savings per site with TMH ChargePilot charging and energy management system. - Guidance on recommended chargers to install on site, including charger specs and required number. <p>Fleet Charging Analysis with Microgrid: Optimize fleet charging schedule for microgrid integration when solar, battery, or onsite generation sizing is provided. This package does not include microgrid sizing recommendations.</p> <ul style="list-style-type: none"> • Deliverables: - Assessment on the provided microgrid integration plan. - Fleet charging recommendations and operational cost estimates. - Annual operational cost savings. 	
78	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>EVSE:</p> <ul style="list-style-type: none"> - AC Chargers - DC Chargers - V2G chargers <p>Charger SLAs & Warranties</p> <p>Charging Management Software</p> <p>Charging Simulations & Consulting</p>	*
79	Demonstrate your experience and capabilities installing and supporting Level 3 DC Fast Chargers	<p>The Mobility House has extensive experience in selling, installing and supporting Level 3 DC Fast Chargers. In North America, the majority of our projects to date have involved supplying these chargers to manage charging depots for public transit agencies and school districts.</p> <p>Electric transit bus operations rely exclusively on Level 3 DC chargers, so all our sites currently in operation or implementation involve this type of EVSE.</p> <p>Electric school buses can typically be charged with either Level 2 or Level 3 chargers. While some school bus depots feature both Level 2 and Level 3 chargers, there is a growing trend in the school bus market toward transitioning to Level 3 or DC-only charging. Similarly, the municipalities we work with are also transitioning to Level 3 instead of historically Level 2 charging only.</p> <p>Of the nearly 50 projects listed in our supporting documents section, only six sites exclusively use Level 2 chargers. This highlights our extensive experience in supporting Level 3 DC chargers across various fleet types and charger OEMs.</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 EVSE products in this proposal use Open Charge Point Protocol (OCPP) to communicate with ChargePilot or any other charge management system. In the case of our ChargePilot software system, that OCPP connection is made via ethernet cables running between the ChargePilot local controller and each individual charging station. This means that the ChargePilot system manages all charging activity in real-time and allocates available power on-site to chargers to ensure reliable fleet operations.</p> <p>ChargePilot can also utilize a feature called OCPP-Proxy, which forwards certain OCPP messages and allows for communication with other charger network systems for other services such as billing and payment solutions.</p> <p>Finally, ChargePilot can integrate with the grid in multiple ways. ChargePilot will be configured to a site's specific electrical setup utilizing meters or Automated Load Management whereby panels are oversubscribed for chargers. ChargePilot also has the ability to optimize around utility rate structures to avoid high time-of-use periods and help reduce demand charges. Many utilities may also have demand response programs where customers can be compensated in exchange for curtailing their electrical demand when the local distribution grid is strained. These programs and the way different utilities request participation in demand response events varies. Clients can leverage ChargePilot and work with The Mobility House team to facilitate participation in these programs.</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	The Mobility House offers a variety of EV chargers, all capable of communicating with an OCPP-based charging management system such as our in-house ChargePilot charging management system.	*

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>The Mobility House resells chargers and associated EVSE equipment to provide a comprehensive charging solution for our clients. We provide a range of service level agreements for chargers sold and for the ChargePilot charging management system.</p> <p>Under the “Standard Transaction Documents Sample” documents section of the portal, we have attached our ChargePilot Terms of Service and SLAs for chargers and ChargePilot which detail our commitments to maintenance, repair, parts, and supplies. The SLAs include a 99.9% cloud uptime, backed in part by a spare ChargePilot hardware kit at no additional cost.</p> <p>As part of the onboarding process, our customer success team will hold in-depth ChargePilot training sessions which can be recorded. They can host as many training sessions as the client needs. When The Mobility House releases new product features, we will hold additional training sessions about the new features. We will also facilitate customer feedback sessions and refresher trainings as needed or requested, throughout the lifetime of the service contract. This training is standard and included in the subscription pricing for our SLAs.</p> <p>The Mobility House shall make the ChargePilot software available free from material defects and defects of title. Hardware components that are a part of the ChargePilot solution are sold with a 24-month warranty from the date of purchase. Warranty terms can be negotiated and adjusted as needed by the customer. All software updates, including new product features, that are covered under the software subscription will be provided at no extra cost.</p>
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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 have dedicated engineers across the sales, product, implementation and operations teams to support every stage of charging infrastructure projects. Our Application Engineers review all site designs for infrastructure deployments where The Mobility House is selling chargers and/or our ChargePilot solution to ensure electrical safety, compliance and compatibility of all relevant equipment. Most site assessment, preparation and installation work is performed by other contractors with guidance from our engineering team. Before implementation work begins, The Mobility House provides documentation detailing physical and electrical requirements for our ChargePilot solution, including power sources for our on-site equipment, conduit and communications cables to all charging stations, and network requirements for providing connectivity to our charge management system. Upon installation of chargers and ChargePilot equipment, our implementation team performs all final system commissioning, configuration and testing of each charging station and software management system to ensure compatibility and working operations.</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>The Mobility House offers a charging and energy management system, ChargePilot, that includes software subscription and related monitoring, operations, billing services, and grid and power management solutions such as site-integrated load management and automated load management. The Mobility House's ChargePilot solution is a power control system used to manage energy and power as needed to ensure reliable, cost-effective charging operations. The Mobility House's ChargePilot solution connects to a cloud-hosted backend through a cellular network router included in the standard ChargePilot equipment.</p> <p>With its local controller and cloud-based dashboard, ChargePilot's hybrid cloud and local architecture maximizes the reliability of charging operations and</p>	

			<p>charging management. In one centralized system, customers can:</p> <ul style="list-style-type: none">• Charge their electric vehicle fleets intelligently, reliably and cost-efficiently• Centrally monitor and manage all chargers• Dynamically schedule charging across vehicles and chargers at multiple sites• Keep track of the fleet's energy consumption while charging <p>ChargePilot is hardware agnostic and can work with any chargers that use Open Charge Point Protocol (OCPP) 1.6J or above. We are committed to helping our clients build out their software ecosystem. ChargePilot has import and export APIs that allow it to integrate with scheduling, dispatch, telematics, depot management and other software systems. The Mobility House provides industry leading payment capabilities via ChargePilot Payments, but also enables customers to choose their own system.</p> <p>A core component of The Mobility House's services is to offer consulting for fleet electrification where we provide optimized charging strategies, infrastructure recommendations and savings calculations for electric vehicle fleets. The Mobility House uses our proprietary fleet Charging and Energy Management (CEM) algorithms to run simulations that use clients' actual site specifications as inputs. These charging simulations and analyses take into consideration fleet duty cycles, estimated number of chargers, vehicle schedules and utility rates to create simulations using our proprietary Python-based simulation tool.</p>	*
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85		Category 1 responders MAY include off-grid (Category 2) solutions in their response, are you proposing Category 2 equipment?	<div><div><input checked="" type="radio"/> Yes</div><div><input type="radio"/> No</div></div>	<p>ChargePilot can be integrated with off-grid systems such as battery storage, microgrid controllers, backup generators or distributed energy resources (DERs).</p> <p>Integration with Microgrid Controller: Using Modbus, ChargePilot can be integrated with several additional local systems such as battery storage, microgrid controllers, solar, or other distributed energy resources (DERs). The Mobility House is actively implementing this capability at the Brookville Smart Energy Bus Depot site in Maryland.</p> <p>Integration with Backup Generator: For sites where there is a generator installed to supply backup power during grid outage, ChargePilot can optimize the total site load to adjust to the new amount of power that can be supplied by the backup generator. This allows for charging to still remain optimized even when a backup generator cannot supply as much power as the original grid connection.</p>
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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 checked="" type="radio"/> Yes <input 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](#) - The Mobility House_Sourcewell Pricing 2025.pdf - Monday February 17, 2025 14:39:16
- [Financial Strength and Stability](#) - Sourcewell - Financial Strength & Stability.pdf - Tuesday February 18, 2025 14:42:40
- [Marketing Plan/Samples](#) - The Mobility House_Marketing_Samples.pdf - Monday February 17, 2025 16:21:31
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - The Mobility House_Standard Transaction Document Samples.pdf - Monday February 17, 2025 14:40:32
- [Upload Additional Document](#) - The Mobility House_Additional Documents.pdf - Tuesday February 18, 2025 13:59:25
- [Requested Exceptions](#) - RFP_021825_Electric_Vehicle_Supply_Eqpt_Master_Agreement_The Mobility House.docx - Monday February 17, 2025 14:41:07

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. - Gregor Hintler, CEO, North America, The Mobility House, 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