

**MASTER AGREEMENT #041525****CATEGORY: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services****SUPPLIER: EVready, 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 Evready, LLC, 7 Newbury Road, Ipswich, MA 01938 (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 July 22, 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 (Solicitation #041525) to Participating Entities. In-Scope solutions include:
  - a) Outdoor sensors or advanced sensor-integrated luminaires intended for mounting on smart poles, capable of detecting, including but not limited to:
    - i) Air quality parameters;
    - ii) Lighting levels and energy usage;
    - iii) Noise levels, including gunshot and anomaly detection;
    - iv) Pedestrian and vehicle movement and presence; and,
    - v) Weather conditions.
  - b) Physical assets, poles, and mounting structures to support connected smart infrastructure systems.
  - c) Network components, gateways, controllers, communication modules, or specialized platforms necessary for connectivity, remote control, monitoring, data collection, and management of smart poles and sensors.
  - d) Integration or turnkey services directly related to a) – c) above, including deployment, integration as a service (IaaS), configuration, training, support, centralized data collection, and integration with existing smart city systems. Optional components may include Vehicle-to-Everything (V2X) capabilities for real-time communication with vehicles to enhance traffic flow, safety, and support autonomous systems.

Sourcewell is seeking market-ready solutions for outdoor applications. Proposers may offer software development **ONLY** as a supplemental service that supports and enhances the proven, market-ready solutions.

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

grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in

the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell 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 Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded

from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and



Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

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

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

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

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

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

## Article 2: Sourcewell and Supplier Obligations

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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



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

- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
    - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
    - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
  - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
  - c) **Use; Quality Control.**
    - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,000,000 each occurrence Bodily Injury and Property Damage
  - \$1,000,000 Personal and Advertising Injury
  - \$2,000,000 aggregate for products liability-completed operations
  - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person

authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

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

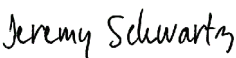
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

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

041525-EVRY

Sourcewell

EVready, LLC

Signed by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 7/24/2025 | 3:33 PM CDT \_\_\_\_\_

Signed by:  
  
2DD03E857C284AD...  
By: \_\_\_\_\_  
Justin Ries  
Title: President  
Date: 7/24/2025 | 3:24 PM CDT \_\_\_\_\_



# RFP 041525 - Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

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## Vendor Details

Company Name: EVready LLC

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

Address: 7 Newbury Rd  
Ipswich, MA 01938

Contact: Ben Oven

Email: boven@evreadyenergy.com

Phone: 617-259-5245

HST#: 92-3619173

## Submission Details

Created On: Monday March 10, 2025 10:10:16

Submitted On: Monday April 14, 2025 17:46:14

Submitted By: Ben Oven

Email: boven@evreadyenergy.com

Transaction #: 947e01ab-3b42-4f87-918b-cb0bd1ecd97f

Submitter's IP Address: 147.243.124.237

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## 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.	EVready, 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).	EVready, LLC dba EVready Energy	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	EIN is 92-3619173	*
5	Provide your NAICS code applicable to Solutions proposed.	541690 (Energy Consulting Services)	
6	Proposer Physical Address:	7 Newbury Rd Ipswich, MA 01938	*
7	Proposer website address (or addresses):	<a href="https://www.evreadyenergy.com">https://www.evreadyenergy.com</a> <a href="https://evreadyenergy.com/simplify/">https://evreadyenergy.com/simplify/</a>	*
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):	Justin Ries, President jries@evreadyenergy.com 904-613-9363	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ben Oven, Sr Director of Technology 7 Newbury Rd Ipswich, MA 01938 boven@evreadyenergy.com 617-259-5245	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	John Gilbrook, Head of Revenue 7 Newbury Rd Ipswich, MA 01938 jgilbrook@evreadyenergy.com (781) 588-1274  Chris Nihan, President 7 Newbury Rd Ipswich, MA 01938 cnihan@evreadyenergy.com (978) 406-1578	*

**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>EVready Energy is a Boston-based company specializing in electric vehicle (EV) charging infrastructure, procurement, and strategic energy solutions. Formally incorporated in May 2023, EVready Energy is led by a team of industry veterans with unparalleled expertise in EV technology, EV charging deployment and energy cost management. Our core team brings over 30 years experience from Tesla, ChargePoint, National Grid and Lutron. Our experience deploying hundreds of projects across North America allows us to deliver best-in-class consulting and technology solutions tailored to meet the needs of customers grappling with complex EV charging deployments. The collection of these experiences led to the creation of EVready Simplify, a first-of-its-kind technology offering that addresses a range of challenges related to EV infrastructure operation and energy management. Issues that, until now, have not been collectively tackled in the marketplace.</p> <p>EVready Simplify is a holistic, adaptive electrification management solution designed to protect investments, reduce costs, and improve operational efficiency. With EVready Simplify, public entities benefit from:</p> <p>Strategic Planning &amp; Feasibility Analysis: In-depth assessments to determine the most effective and cost-efficient EV infrastructure and energy management solutions.</p> <p>Incentive &amp; Grant Navigation: Identification and acquisition of available funding opportunities.</p> <p>Utility Tariff and Process Coordination: Ensuring optimal energy rates and grid compatibility to reduce costs. Managing interactions with utility providers to streamline expansions.</p> <p>Holistic Energy Management: Providing a facility energy management solution designed around complex EV systems &amp; traditional building loads.</p> <p>Ongoing Support &amp; Optimization: Continuous monitoring, maintenance, and performance optimization to maximize uptime and operational success.</p> <p>By partnering with Sourcewell, EVready Energy seeks to bring EVready Simplify to public entities looking for ways to reduce costs, streamline operation and future-proof future investments. Sourcewell members will gain access to an all-in-one solution that reduces administrative burden, maximizes available incentives, and ensures a seamless electrification experience from start to finish. EVready Simplify is the perfect complement to the current EV-related products and services already offered under various Sourcewell solicitations.</p> <p>With a client-first approach, deep expertise and a unique offering, EVready Energy is committed to supporting Sourcewell members in their continued transition to EVs.</p>
12	What are your company's expectations in the event of an award?	<p>EVready Energy is poised to utilize a Sourcewell award to deliver substantial benefits to members who have previously implemented or are currently implementing sophisticated electric vehicle (EV) charging infrastructure. Through its innovative solution, EVready Simplify, the company aims to significantly mitigate energy cost exposure while enhancing operational efficiency for these members. As outlined comprehensively in this response, EVready Simplify is an advanced energy optimization platform designed to provide immediate and sustained value to customers. It achieves this by markedly reducing energy costs and boosting operational performance, all without requiring specialized in-house expertise.</p> <p>In collaboration with its extensive network of channel partners across North America, EVready Energy plans to actively promote its Sourcewell award and market these services to all Sourcewell members. Upon a member expressing interest, EVready Energy will conduct a complimentary remote consultation to assess the potential benefits of these services for the member and subsequently present a tailored proposal. Should the proposal be accepted, EVready Energy will coordinate with the customer and local partners to implement EVready Simplify, ultimately delivering significant time and cost savings to the member.</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.	We have uploaded the requested documentation.

14	What is your US market share for the Solutions that you are proposing?	<p>EVready Energy is proud to propose EVready Simplify, a first-of-its-kind technology offering that addresses a range of complex challenges in EV charging infrastructure management—issues that, until now, have not been collectively tackled in the marketplace. Due to the innovative and specialized nature of EVready Simplify, traditional market share metrics are not fully representative of our position. While our solution could be considered to hold a high market share within its unique niche of energy optimization for EV charging, overall market penetration remains in an early growth phase as the technology gains traction in an evolving industry.</p> <p>Historically, EVready Energy has concentrated its efforts on segment development within the automotive industry, with a particular short-term focus on automotive dealerships. This strategic decision was driven by the rapid transition dealerships have faced over the past 1-3 years, as they adapt to selling and servicing electric vehicles. This shift has introduced unfamiliar, high-cost, and complex energy challenges related to EV charging—problems that EVready Simplify is uniquely designed to solve. Our success in this sector has established EVready Energy as a trusted partner, delivering measurable value through reduced energy cost exposure and enhanced operational efficiency.</p> <p>However, these challenges—and the opportunities they present—are not exclusive to dealerships. Any site where EV charging significantly impacts overall energy consumption, such as public sector facilities like fleet depots, administrative offices, and municipal parking areas, stands to benefit from EVready Simplify. As EV adoption grows and charging infrastructure expands, public sector customers are likely to deploy a variety of hardware and software solutions that lack interoperability with each other or existing building management systems. This disparate technology mix can lead to operational inefficiencies, including unnecessary energy and maintenance costs, personnel distraction, and daily friction. EVready Simplify is purpose-built to address these issues, integrating seamlessly to optimize energy use, reduce costs, and simplify the ongoing EV transition for Sourcewell members.</p> <p>While specific U.S. market share figures for EVready Simplify are not publicly reported due to the dynamic and rapidly expanding nature of the EV charging sector, our influence is growing steadily. We have cultivated a strong presence through strategic partnerships across North America and a proven track record of delivering tailored, high-impact solutions. We are excited to leverage our expertise and innovative technology to serve Sourcewell members, ensuring their EV charging investments are both cost-effective and operationally robust.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>As with our U.S. market position, EVready Energy's Canadian market share for EVready Simplify is difficult to quantify precisely due to the innovative nature of our solution and the rapidly evolving EV charging landscape. However, our influence in Canada is expanding significantly, bolstered by strategic initiatives like our recent partnership with Volvo Cars North America. Under this program, EVready Energy is conducting remote, no-cost consultations with every Volvo Cars dealer across Canada, educating them on the risks and complexities of EV charging investments. Following these consultations, we provide customized proposals for deploying EVready Simplify, enabling dealers to mitigate energy costs, enhance operational efficiency, and focus on their core business objectives.</p> <p>To support this initiative and ensure seamless execution across all provinces, including Quebec, we have established robust sales, operational, and supply chain infrastructure tailored to the Canadian market. Leading this effort is our Head of Revenue, John Gilbrook, formerly ChargePoint's Canada Country Manager. With his deep expertise—having spearheaded ChargePoint's initial and subsequent Sourcewell awards—John brings unparalleled familiarity with Sourcewell's processes, members, and partners in Canada. While our market penetration is still in a growth phase, this program and our proven expertise position EVready Energy as a key player in simplifying electrification for Canadian Sourcewell members, delivering measurable value through EVready Simplify.</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.	N/A	*

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>EVready Energy is best described as a service provider, delivering innovative energy optimization solutions such as EVready Simplify to address the complex challenges of EV charging infrastructure.</p> <p>EVready Energy operates with a dual-structure sales and service model designed to maximize reach and expertise in delivering our EVready Simplify product offering. Our in-house sales team consists of industry experts and seasoned veterans employed directly by EVready Energy. This team brings deep knowledge of the EV charging and energy management landscape, ensuring that Sourcewell members receive tailored, high-value consultations and support throughout the deployment of EVready Simplify.</p> <p>Complementing our internal team, we maintain a growing network of independent resellers, each with their own dedicated sales teams. These resellers extend the availability of EVready Simplify across diverse markets, leveraging their local expertise to promote and support our solution. While these resellers operate independently, they are closely aligned with EVready Energy's mission and standards through formalized agreements, ensuring consistent quality and service delivery.</p> <p>Our EVready Simplify solution integrates internally sourced data collection capabilities with a white-labeled software platform, EVready Guardian, developed by a third-party software provider. We hold an exclusive agreement with this developer, granting us sole rights to utilize their proprietary energy management software within the EV charging sector. This partnership enhances our ability to offer a robust, cutting-edge service while maintaining full control over its application and branding. The deployment and ongoing support of EVready Simplify are managed by our in-house team in collaboration with our reseller network, ensuring seamless implementation and sustained value for Sourcewell members.</p> <p>By combining our expert employees with a strategic network of independent resellers, EVready Energy is uniquely positioned to deliver comprehensive, scalable solutions tailored to the electrification needs of Sourcewell members.</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>For EVready Simplify, the only licenses and certifications required for its deployment would be a relevant electrical license. For this scope, EVready Energy subcontracts with qualified third-party electrical contractors with all required licensure. While the installation work associated with EVready Simplify is less complex than typical construction projects, we maintain rigorous standards to ensure compliance, safety, and quality in all aspects of our operations. However, due to its innovative and specialized nature, EVready Energy also holds a variety of certifications that illustrate our capabilities as experts in EV, EV charging deployment and Energy Management. Additionally, EVready Energy ensures that all necessary licenses, certifications, and insurance coverages are in place to meet requirements of any business contemplated by this RFP.</p> <p><b>Licenses and Certifications Held by EVready Energy</b> EVready Energy holds several key certifications and approvals relevant to the deployment of EV charging infrastructure and energy optimization solutions:</p> <p><b>Certified ChargePoint Installer:</b> We are an authorized installer for ChargePoint, one of the leading EV charging networks, ensuring that our installations meet the highest industry standards for quality and compatibility.</p> <p><b>Massachusetts Preferred Installer:</b> EVready Energy is recognized as a preferred installer under the National Grid and Eversource utility programs in Massachusetts, demonstrating our compliance with state-specific requirements and our ability to deliver projects that align with utility incentives and standards.</p> <p><b>New York Approved Contractor:</b> We are an approved contractor for the Joint Utilities funding program in New York, further validating our expertise and adherence to regional regulations and program requirements.</p> <p><b>Certified Energy Manager (CEM):</b> The Association of Energy Engineers (AEE) is responsible for issuing the Certified Energy Manager (CEM) credential. The AEE's CEM certification recognizes individuals who have demonstrated expertise in energy management through a combination of education, experience, and passing the CEM certification exam. John Gilbrook holds a CEM credential and EVready Energy will be adopting this certification more broadly in 2025.</p> <p><b>Subcontractor Licenses and Certifications</b> For the installation components of our EVready Simplify offering, EVready Energy subcontracts with qualified third-party electrical contractors. While specific licensing requirements for subcontractors vary by jurisdiction, we ensure that all subcontractors hold the necessary electrical contractor licenses and certifications mandated by local, state, or provincial authorities for the regions in which they operate. These typically include:</p>

		<p>Valid electrical contractor licenses issued by the relevant state or provincial regulatory bodies.</p> <p>Certifications for safe handling and installation of electrical equipment, including EV charging infrastructure.</p> <p>Compliance with Occupational Safety and Health Administration (OSHA) standards or equivalent workplace safety regulations in Canada.</p> <p>Before engaging subcontractors, EVready Energy conducts thorough vetting to confirm that they possess all required licenses and certifications, as well as appropriate insurance coverages, to perform the work safely and in compliance with applicable codes and standards.</p> <p><b>Insurance Coverages</b> EVready Energy carries comprehensive insurance coverages associated with electrical construction projects to mitigate risks and ensure protection for all stakeholders. These include:</p> <p>General liability insurance to cover potential property damage or bodily injury during project execution.</p> <p>Workers' compensation insurance to protect employees and subcontractors involved in installation activities.</p> <p>Professional liability insurance to address any errors or omissions in our service delivery.</p> <p>Our subcontractors are also required to maintain equivalent insurance coverages, which we verify as part of our subcontractor onboarding process. This ensures that all parties involved in delivering EVready Simplify are fully insured and compliant with industry best practices.</p> <p><b>Conclusion</b> While the installation scope of EVready Simplify is streamlined compared to traditional construction projects, we take a proactive approach to compliance, holding relevant certifications and ensuring that our subcontractors meet all jurisdictional licensing requirements. Our status as a Certified ChargePoint Installer, Massachusetts Preferred Installer, and New York Approved Contractor, combined with comprehensive insurance coverages, positions EVready Energy to deliver the proposed services with confidence, reliability, and adherence to the highest industry standards. We are prepared to provide additional documentation or verification of licenses, certifications, or insurance upon request to support Sourcewell's evaluation process.</p>	
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Since its founding two years ago, EVready Energy has earned recognition from industry leaders as a trusted provider of innovative implementation solutions for EV charging infrastructure. Prominent endorsements from key industry stakeholders are featured across our website, underscoring our reputation for excellence. Our President, Chris Nihan, serves on Maritz's Electrification Board, contributing strategic insights to advance the sector.</p> <p>EVready Energy is an approved charging vendor for National Grid's incentive programs in Massachusetts and New York and a preferred contractor for Eversource's utility incentive program in Massachusetts. We are proud members of the Massachusetts State Automotive Dealership Association, reflecting our commitment to supporting automotive electrification. Currently, we manage a program with Volvo Cars North America to educate dealers on effective energy management for EV charging. Additionally, we are collaborating with other leading automotive manufacturers under nondisclosure agreements to develop tailored energy management solutions, further solidifying our role as an industry innovator.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Over the past three years, EVready Energy's sales to the governmental sector have accounted for less than 15% of our overall business. However, we anticipate a significant increase in this figure if awarded a Sourcewell contract. The enhanced exposure, credibility, and streamlined purchasing process associated with Sourcewell approval would enable us to expand our reach and deliver greater value to governmental entities seeking innovative EV charging solutions like EVready Simplify.	*
22	What percentage of your sales are to the education sector in the past three years?	Over the past three years, EVready Energy's sales to the education sector have accounted for less than 20% of our overall business. However, similarly to the governmental sector, we would anticipate a significant increase in this figure if awarded a Sourcewell contract.	*



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?	We currently hold no cooperative purchasing agreements.	*
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?	We do not currently have any GSA contracts or SOSAs and they have not contributed to any percentage of sales over the past three years.	*

### Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Hamilton College	Daniel Rodriguez	(315) 859-4086	*
Town of Dennis, MA	Michael Sarli	(703) 472-6011	*
Town of Ipswich, MA	Lisa Craig	(978) 356-6608	*

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

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

Line Item	Question	Response *	
26	Sales force.	<p>EVready Energy's internal sales force comprises five dedicated professionals, each with specialized roles to drive sales excellence and ensure customer success for Sourcwell members. Below is an overview of their responsibilities and how they will support the Sourcwell contract:</p> <p>John Gilbrook, Head of Revenue: John oversees the strategic direction of our sales initiatives, ensuring alignment with organizational goals. Upon a Sourcwell award, he will spearhead the development of a comprehensive outreach plan, holding the team accountable for prospecting, consultations, and revenue targets. John will personally engage with the largest members requiring complex solutions, manage issue resolution, and lead future sales team expansion to support growth.</p> <p>Mariah Perrino, Vice President of Sales: As the primary point of contact for customer engagement, Mariah will lead outreach efforts to Sourcwell members through targeted email and phone campaigns, ensuring awareness of EVready's contract and services. She will guide interested members through the consultation and proposal process, delivering a seamless and responsive experience.</p> <p>Carly DiMarco-Fayko, Strategic Programs Manager: Based in San Diego, Carly drives program-specific outreach, sales, and customer success, with a focus on west coast Sourcwell members. Leveraging her expertise in high-EV-adoption markets, she will prioritize engagement in regions with significant demand for EVready Simplify, ensuring tailored support throughout the sales journey.</p> <p>Chris Nihan, Co-Founder and President: A recognized thought leader in the EV charging industry, Chris plays a pivotal role in strategic customer engagement and business development. He will ensure that major Sourcwell members and associations receive customized solutions, adapting EVready Simplify to address unique energy management challenges and delivering innovative, high-impact outcomes.</p> <p>Justin Ries, Co-Founder and President: Justin supports strategic sales efforts and oversees project execution, ensuring a cohesive customer experience from initial engagement to deployment and beyond. He will work closely with Sourcwell members to guarantee that EVready's end-to-end service meets and exceeds expectations.</p> <p>This dedicated team is poised to deliver exceptional value, combining strategic leadership, regional expertise, and customer-centric focus to maximize the impact of our Sourcwell contract for participating entities. Finally, as described in the subsequent section, EVready Energy plans to scale its sales force primarily through partnerships and technology innovation.</p>	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>EVready Energy operates as a channel-driven organization, leveraging a compact yet highly effective internal team alongside an extensive network of strategic partners to deliver tailored, scalable solutions across North America. Our collaborative approach ensures seamless access to EVready Simplify for Sourcewell members, regardless of location or vendor preferences. Below, we outline our channel ecosystem, our partnerships, and how a Sourcewell award would amplify our ability to serve the U.S. and Canadian markets efficiently.</p> <p>Electrical and Electronics Distributors: Our partnerships with leading distributors, such as Rexel, CED, and City Electric, provide access to thousands of local branches across the U.S. and Canada. Currently, we procure charging stations and system components through these distributors for projects involving infrastructure expansion or replacement. This relationship is evolving to enable distributors to directly quote and resell EVready Simplify, broadening its reach. A Sourcewell award would enhance this model, allowing members with established distributor relationships to procure EVready Simplify effortlessly under our contract, streamlining purchasing and leveraging trusted vendor networks for rapid deployment.</p> <p>Value-Added Resellers (VARs): As a VAR specializing in energy consulting and management, EVready Energy collaborates with a diverse network of complementary VARs to cross-sell solutions and address varied customer needs. This network amplifies our market presence and enables us to offer non-core products and services, ensuring comprehensive solutions. With a Sourcewell award, we would harness this VAR ecosystem to promote EVready Simplify to a wider audience, enabling members to leverage our contract through their preferred VARs. This approach ensures flexibility and accessibility across North America, from urban hubs to rural communities.</p> <p>Technology Providers: We maintain strategic alliances with leading EV charging and energy technology providers, such as ChargePoint and INF Associates, to enhance EVready Simplify's capabilities and deliver customized solutions for members with existing vendor investments. These partnerships allow us to address unique operational challenges while preserving customer preferences. A Sourcewell award would unlock new opportunities, such as co-promoting EVready Simplify alongside partners' Sourcewell contracts to support members facing energy management issues post-EV adoption. Additionally, we could facilitate introductions through our technology partners and streamline EVready Simplify procurement via our contract, ensuring a frictionless experience.</p> <p>With a lean internal team driving strategy and execution, EVready Energy's expansive partnership network enables us to serve the entire North American market with agility and precision. A Sourcewell award would amplify this capability, empowering our distributors, VARs, and technology partners to deliver EVready Simplify's transformative benefits to members efficiently and at scale, reinforcing our commitment to accessibility, innovation, and customer success.</p>
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28	Service force.	<p>EVready Energy's service force comprises four dedicated professionals, each bringing specialized expertise to ensure seamless post-sale support and exceptional outcomes for Sourcewell members. Below is an overview of their responsibilities and how they will enhance the deployment and ongoing performance of EVready Simplify:</p> <p>John Gilbrook, Head of Revenue: John provides strategic oversight for service operations, ensuring alignment with Sourcewell members' needs. He coordinates complex issue resolution, liaises with hardware manufacturers and software providers for escalated support tickets, and ensures service delivery meets contractual expectations, particularly for large-scale or intricate deployments.</p> <p>Carly DiMarco-Fayko, Strategic Programs Manager: Based in San Diego, Carly supports west coast Sourcewell members with post-sale program management. She facilitates installation planning, conducts existing design reviews to optimize infrastructure compatibility, and provides ongoing technical support to ensure smooth operation of EVready Simplify, tailoring solutions to high-EV-adoption markets.</p> <p>Tim Ducharme, Service Specialist: With extensive experience working as a Lutron manufacturer's representative at Illuminate New England and Electric Vehicle industry expertise with Verdek, Tim brings deep technical knowledge to Sourcewell member support. He leads installation support and planning, ensuring seamless integration of EVready Simplify with existing systems. Tim also handles custom software configurations, optimizes our energy management software, EVready Guardian, for site-specific efficiency, and resolves IT-related issues to maintain system reliability.</p> <p>Ben Oven, Senior Director of Technology: Formerly a Sr. Solutions Engineer at ChargePoint and Sr. Deployment lead at Lutron, Ben provides unparalleled expertise in post-sale technical support. He conducts detailed design reviews, supports complex installation processes, and configures Guardian to maximize energy savings. Ben specializes in resolving intricate support tickets with hardware manufacturers and software vendors, ensuring rapid resolution of technical challenges and uninterrupted performance for Sourcewell members.</p> <p>This highly skilled service team is committed to delivering comprehensive, proactive support, from installation design to ongoing optimization, ensuring Sourcewell members achieve maximum value and operational success with EVready Simplify. Finally, as with Sales, EVready Energy plans to leverage partnerships with local service providers and technology innovation to meet all service level agreements at scale.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>The ordering process will vary slightly depending on the source of the member lead. In the event that members begin with EVready Energy, EVready will handle the sales and ordering process entirely. Flow would be as follows:</p> <ol style="list-style-type: none"> <li>1. Customers express interest, either in response to marketing activity or in search of EVready Energy services.</li> <li>2. EVready Energy arranges a customer consultation to determine scope.</li> <li>3. EVready Energy collects relevant customer information such as site plans, panel schedules, utility bills, vendor contracts.</li> <li>4. In some cases, EVready may need to coordinate a site walk to collect on-site information.</li> <li>5. EVready Energy prepares custom proposal and schedules walk-through + Q&amp;A.</li> <li>6. Customer places order with EVready Energy for EVready Simplify. EVready Simplify is comprised of the subcomponents of EVready Playbook, EVready Guardian and EVready Manage. Upon order, EVready Energy begins workstreams to implement and deliver these items.</li> <li>7. For EVready Playbook: EVready Energy arranges a followup consultation with the customer to collect additional information for the preparation of Playbook. 60-90 days later the customer receives their first EVready Playbook along with a walk-through + Q&amp;A call.</li> <li>8. For EVready Guardian: EVready Energy coordinates shipment and installation of various hardware items that make EVready Guardian functional. EVready Energy's Implementation team manages this closely with the customer such that any site requirements are met. Additionally, EVready Guardian involves the remote software integration of any associated charging infrastructure being managed. Once remote and on-site deployment processes are complete EVready Guardian can be activated.</li> <li>9. For EVready Manage: In parallel with the EVready Energy implementation team's set up of EVready Guardian, any EVready Guardian connected devices on-site are registered for EVready Manage. This onboarding process ensures that EVready Energy can easily support and manage any items in the EVready Simplify ecosystem.</li> <li>10. As EVready Simplify is an ongoing service, EVready is delivering EVready Guardian and EVready Manage constantly and providing EVready Playbook updates at least every 90 days.</li> </ol> <p>In the event that members begin with a partner, typically that partner would bring EVready Energy into a collaborative sales process with the customer. Depending on the partner relationship, the customer may either, place orders with the partner and the</p>

		<p>partner places an order with EVready Energy, or the customer may place orders directly with EVready Energy and referral fees are paid to the partner. Either way, Sourcewell contract pricing will be adhered to. Following EVready Energy engagement, most sales and order processes will flow in accordance with steps 1-10 above.</p> <ol style="list-style-type: none"> <li>1. Customers express interest, either in response to marketing activity or in search of EVready Energy services.</li> <li>2. EVready Energy arranges a customer consultation to determine scope.</li> <li>3. EVready Energy collects relevant customer information such as site plans, panel schedules, utility bills, vendor contracts.</li> <li>4. In some cases, EVready may need to coordinate a site walk to collect on-site information.</li> <li>5. EVready Energy prepares custom proposal and schedules walk-through + Q&amp;A.</li> <li>6. Customer places order with EVready Energy for EVready Simplify. EVready Simplify is comprised of the subcomponents of EVready Playbook, EVready Guardian and EVready Manage. Upon order, EVready Energy begins workstreams to implement and deliver these items.</li> <li>6. For EVready Playbook: EVready Energy arranges a followup consultation with the customer to collect additional information for the preparation of Playbook. 60-90 days later the customer receives their first EVready Playbook along with a walk-through + Q&amp;A call.</li> <li>7. For EVready Guardian: EVready Energy coordinates shipment and installation of various hardware items that make EVready Guardian functional. EVready Energy's Implementation team manages this closely with the customer such that any site requirements are met. Additionally, EVready Guardian involves the remote software integration of any associated charging infrastructure being managed. Once remote and on-site deployment processes are complete EVready Guardian can be activated.</li> <li>9. For EVready Manage: In parallel with the EVready Energy implementation team's set up of EVready Guardian, any EVready Guardian connected devices on-site are registered for EVready Manage. This onboarding process ensures that EVready Energy can easily support and manage any items in the EVready Simplify ecosystem.</li> <li>10. As EVready Simplify is an ongoing service, EVready is delivering EVready Guardian and EVready Manage constantly and providing EVready Playbook updates at least every 90 days.</li> </ol> <p>In the event that members begin with a partner, typically that partner would bring EVready Energy into a collaborative sales process with the customer. Depending on the partner relationship, the customer may either, place orders with the partner and the partner places an order with EVready Energy, or the customer may place orders directly with EVready Energy and referral fees are paid to the partner. Either way, Sourcewell contract pricing will be adhered to. Following EVready Energy engagement, most sales and order processes will flow in accordance with steps 1-10 above.</p>	*
30	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>EVready Energy's customer service program is designed to deliver an exceptional experience, ensuring seamless deployment, operation, and maintenance of EVready Simplify and associated charging stations. Our program leverages a compact yet highly skilled internal service team of four experts, complemented by an expansive North American network of installation and service partners, to provide comprehensive, responsive, and proactive assistance. Below, we outline our processes, response-time commitments, and incentives that drive our service excellence.</p> <p>Customer Service Process and Procedure</p> <p>Our customer service program begins with a turnkey installation process, where new Sourcewell members receive a tailored quote encompassing hardware (e.g., EVready Node) and professional installation services. Our internal service team, led by specialists like Tim Ducharme and Ben Oven, collaborates with our nationwide contractor network to execute installations, ensuring integration with existing building systems such as HVAC and lighting via protocols like MODbus, BACnet, and MQTT. Post-installation, we conduct a comprehensive onboarding session to train customers on system operation, support engagement, and optimization of our energy management software, Guardian.</p> <p>For ongoing support, customers can initiate a service request via our phone number 1-855-9-EVREADY (1-855-938-7323) or our dedicated support email, support@evreadyenergy.com, which generates a ticket in our system. Our internal team, including former industry leaders from ChargePoint and Lutron, promptly reviews hardware logs and software diagnostics to diagnose issues remotely, leveraging Guardian's cloud-connected capabilities for real-time insights. For complex cases, we engage contracted developer support to address software bugs or integrations, while our team coordinates with technology providers (e.g., ChargePoint, INF Associates) to resolve hardware-related issues efficiently. If on-site intervention is required, we dispatch a work order to our nationwide contractor network, who maintain warehoused spare parts to ensure swift resolution.</p> <p>Our service extends beyond EVready hardware to encompass all Guardian-connected infrastructure. During onboarding, we catalog all on-site charging assets, map warranty</p>	

		<p>entitlements, and train customers on streamlined support workflows tailored to each technology provider. In cases of third-party equipment failure, we guide customers to include our support team in communications, enabling us to facilitate clear information exchange or step in to resolve issues directly, minimizing downtime and costs.</p> <p>Response-Time Capabilities and Commitments</p> <p>EVready Energy is committed to rapid and effective issue resolution. Most remote diagnostics and software-related issues are addressed within 24 hours of ticket submission, thanks to Guardian's real-time monitoring and our cloud-based firmware update capabilities. For hardware issues requiring on-site service, our contractor network ensures spare parts are shipped immediately upon work order assignment, with most issues resolved during the first visit, typically within 24 hours of parts arriving on-site. Our strategic warehousing of spare parts across North America enables this efficiency, ensuring minimal disruption for Sourcewell members.</p> <p>Incentives for Service Providers</p> <p>To uphold our service commitments, we implement structured incentives for our internal team and external partners. Internally, our service team receives performance-based bonuses tied to response-time targets and customer satisfaction metrics, fostering accountability and motivation. For our contractor network, we offer tiered compensation models that reward rapid issue resolution and first-visit success rates, ensuring alignment with our goal of delivering seamless support. Additionally, we provide ongoing training to contractors on EVready Simplify's technical specifications, equipping them to handle installations, maintenance, and repairs with precision.</p> <p>Scalability Across North America</p> <p>With a lean internal team driving strategy and technical expertise, EVready Energy's expansive partnership network—including distributors, value-added resellers, and technology providers—enables us to serve Sourcewell members across the U.S. and Canada efficiently. Our relationships with industry leaders like Rexel, CED, and ChargePoint, combined with our ability to integrate with diverse EV charging systems, ensure that members receive consistent, high-quality support regardless of location or infrastructure complexity.</p> <p>Commitment to Sourcewell Members</p> <p>EVready Energy's customer service program is built on responsiveness, expertise, and scalability. Our warranty covers hardware and software issues for the duration of the term, with optional out-of-warranty break/fix support available at competitive rates. By combining advanced technology, a dedicated service team, and a robust partner ecosystem, we ensure Sourcewell members experience minimal downtime, optimized energy management, and a frictionless support journey, delivering measurable value from installation through long-term operation.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	EVready Energy is an active and established company with employees, partners and customers throughout the US. We are willing and able to support Sourcewell members in the US.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	EVready Energy is well positioned and experienced delivering products and services across the border and are actively in the process of implementing a retailer program with Volvo Cars NA. We are able and willing to provide EVready Simplify services across Canada's 10 provinces and 3 territories.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We will be serving ALL geographic areas of the USA and Canada..	*
34	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.	There are no account types of Participating Entities which will not have full access to our Solutions.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no restrictions that would apply to participating entities in HI and AK and in US Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, nonprofit entities will also be served with our EVready Simplify offering.	*



**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
37	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>EVready Energy is poised to execute a dynamic and targeted marketing strategy to promote our Sourcewell award, ensuring maximum visibility and engagement with Sourcewell members. Our multifaceted approach leverages advanced digital tools, tailored content, and strategic outreach to highlight the value of EVready Simplify for governmental and educational entities.</p> <p>Social Media Campaigns: We will launch targeted campaigns on LinkedIn and Twitter/X, utilizing promoted posts and thought leadership content to reach public sector decision-makers. These campaigns will showcase case studies, cost-saving benefits, and testimonials, driving traffic to our Sourcewell-specific resources.</p> <p>Custom Landing Pages: A dedicated landing page on our website, optimized for SEO, will serve as a hub for Sourcewell members. It will detail the award, outline Simplify's benefits, and include a call-to-action for free consultations, ensuring a seamless user experience tailored to municipal and educational audiences.</p> <p>Custom Marketing Materials: We have developed brochures, one-pagers, and digital fact sheets tailored to Sourcewell members, emphasizing simplified procurement and energy optimization. These materials, designed for both digital and print distribution, are included in the document upload section of our response.</p> <p>Outbound MQL Plan: Our outbound marketing-qualified lead (MQL) strategy will leverage HubSpot for email nurturing campaigns and LinkedIn Sales Navigator for precision targeting of fleet managers, facility directors, and procurement officers within Sourcewell's network. Advanced analytics will refine our audience segmentation, ensuring personalized outreach that highlights relevant pain points and solutions. We'll track engagement to prioritize high-potential leads for follow-up consultations.</p> <p>Podcast Promotion: Our podcast series, focused on EV charging challenges and solutions, will feature episodes dedicated to the Sourcewell award. These will include interviews with industry experts and discussions on how Simplify addresses public sector needs, broadening our reach to engaged listeners across governmental and educational sectors.</p> <p>By integrating these channels, EVready Energy will amplify awareness, foster trust, and drive adoption of our Sourcewell contract. Representative samples of our marketing materials, including brochures and digital assets, have been uploaded in the document upload section to illustrate our approach.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>EVready Energy strategically employs technology and digital data to amplify our marketing effectiveness and connect with Sourcewell members. We leverage advanced search engine optimization (SEO) tools to enhance the visibility of our online content, ensuring that governmental and educational entities searching for EV charging solutions easily find EVready Simplify. Our team analyzes metadata to refine content performance, optimizing engagement with key audiences.</p> <p>We craft customized messaging tailored to the unique needs of each audience segment, such as fleet managers, municipal planners, and educational administrators, addressing their specific pain points—like energy cost management and operational efficiency. This targeted approach is amplified through social media campaigns on platforms like LinkedIn and Twitter/X, where we share thought leadership and case studies to build trust and awareness.</p> <p>Additionally, EVready Energy hosts a podcast series that explores common challenges in EV charging infrastructure, such as cost volatility and system interoperability. This platform reaches diverse audiences, including public sector leaders, by offering actionable insights and fostering dialogue about electrification solutions. We complement these efforts with customer relationship management (CRM) tools to track interactions and deliver data-driven, personalized proposals, ensuring alignment with client priorities.</p>
39	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>The executive team at EVready Energy is very familiar with Sourcewell, its members and generally how they leverage Sourcewell awards for procurement. EVready would be excited to partner with Sourcewell to promote an award and the value of EVready Simplify via webinars, co-leading events or other acceptable activities. That said, EVready Energy fully expects to be able to leverage its existing marketing tools and practices in conjunction with partnerships to promote a Sourcewell award. Through these practices EVready Energy will connect with customers, educate them about the benefits of Simplify and guide them through successful order implementation.</p>
40	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.	<p>Due to the configurable nature of Simplify, e-procurement is not currently available. However, EVready Energy does employ a webstore platform for the sale of other products and could imagine the potential for Simplify to be made available here for more streamlined ordering.</p>



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

Line Item	Question	Response *
41	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>EVready Energy is committed to empowering Sourcewell participating entities with comprehensive training programs to ensure seamless adoption and optimal use of our EVready Simplify solution. Our training is designed to equip operators and facility managers with the knowledge and tools needed to maximize energy efficiency and operational performance. All training is provided by our in-house team of EV charging and smart building experts, ensuring high-quality, tailored instruction. Below are the key training components offered:</p> <p>Quarterly Infrastructure Optimization Training: As part of our ongoing support, we provide standard quarterly training sessions to review site-specific electrification performance and recommendations. These sessions, delivered virtually or in-person by our specialists, educate customers on their infrastructure's current state, cost-saving opportunities, and strategies for future scalability. This training is included at no additional cost, ensuring Sourcewell members stay informed and proactive in managing their EV charging systems.</p> <p>Software Configuration and Operation Training: Upon installation of our solution, we offer a standard, one-time training session to guide operators in configuring and navigating our software dashboard. Conducted by our technical experts, this training covers real-time load management, data visualization, and system oversight, enabling users to monitor and optimize energy use effectively. While many customers opt for hands-off automation post-training, we provide optional follow-up sessions for those seeking deeper engagement with trends and analytics, available at no extra charge within the first year.</p> <p>Support and Issue Resolution Training: To ensure rapid and effective use of our concierge support services, we include a standard onboarding training session for all customers. Led by our experienced team, this training provides detailed guidance and documentation on how to engage our support resources for diagnostics and issue resolution. This equips Sourcewell members to leverage our expertise efficiently, minimizing downtime. This training is provided at no cost as part of the initial setup.</p> <p>All training programs are standard components of the EVready Simplify offering, included in the contract price to deliver maximum value to Sourcewell members. Optional follow-up training or customized sessions can be arranged based on specific needs, with costs determined on a case-by-case basis in collaboration with the customer. Our goal is to ensure that every participating entity is fully equipped to operate and maintain their EV charging infrastructure with confidence and ease.</p>

42	Describe any technological advances that your proposed solution(s) offer.	<p>EVready Simplify is a groundbreaking solution that redefines energy optimization for EV charging infrastructure and smart building systems. Designed to empower Sourcewell members with unparalleled expertise, efficiency and scalability, Simplify integrates three distinct components EVready Playbook, Guardian, and Manage—delivering a holistic, industry-leading approach unmatched in the market. Each pillar leverages advanced technology to transform how organizations manage the complexities of electrification, as outlined below:</p> <p><b>EVready Playbook: Strategic Intelligence for Electrification</b>  Harnessing the expertise of our world-class team, EVready Playbook delivers sophisticated, data-driven analysis of existing EV charging and smart building infrastructure. Drawing on deep knowledge of EV ecosystems, solar integration, and smart building technologies, Playbook provides actionable recommendations to minimize costs, future-proof investments, and incorporate complementary systems to offset EV charging demands. This forward-thinking tool equips Sourcewell members with a roadmap to optimize energy use and achieve long-term sustainability and EV growth goals.</p> <p><b>EVready Guardian: A Unified Energy Management Hub</b>  EVready Guardian revolutionizes site-level control by serving as an advanced Building and Energy Management System. Our proprietary software seamlessly integrates with any OCPP-compliant EV charging station, enabling centralized management through a single, intuitive dashboard. This flexibility preserves prior infrastructure investments while unlocking innovative features like dynamic load control and active demand response. Paired with the EVready Node—a state-of-the-art hardware device—Guardian captures real-time building power data and connects effortlessly to HVAC, lighting, and other systems via MODbus (TCP, RTU), BACnet (IP, MS/TP), and MQTT protocols. This interoperability ensures Guardian scales with future smart building upgrades, such as lighting retrofits or HVAC modernizations, positioning sites for sustained efficiency and adaptability.</p> <p><b>EVready Manage: Expert Support at Your Fingertips</b>  EVready Manage brings decades of specialized expertise directly to Sourcewell members, offering real-time diagnostics and rapid issue resolution. Staffed by seasoned professionals from industry giants like Tesla, ChargePoint, and Lutron, our team excels in hardware, software, and engineering solutions. Manage acts as an extension of your operations, proactively addressing system challenges to ensure uninterrupted performance and optimized energy use, saving time and resources.</p> <p>What sets EVready Simplify apart is its unique integration of these three pillars into a cohesive solution. While other products may offer isolated EV charging, building management, or consulting features, none combine strategic analysis, unified system control, and expert support to deliver comprehensive energy optimization. This transformative approach empowers Sourcewell members to navigate the complexities of EV adoption with confidence, reducing costs, enhancing operational resilience, and paving the way for a sustainable future. EVready Simplify isn't just a solution—it's a game-changer for electrification.</p>
43	If applicable, describe how your solution(s) leverage artificial intelligence (AI) to enhance the functionality and efficiency of smart infrastructure.	<p>EVready Guardian software platform includes AI functionality in its next release scheduled for Fall of 2025. This includes:</p> <p><b>Fault Detection Diagnostics (FDD):</b></p> <p><b>Automated Deficiency Identification:</b> Leverage system operation data to autonomously pinpoint inefficiencies</p> <p><b>Optimized Fault Resolution:</b> Streamline resolution by distinguishing primary causes (e.g., fan malfunction) from secondary effects (e.g., temperatures deviating from setpoint), and intelligently linking cause-and-effect related faults to prioritize necessary actions</p> <p><b>System Optimization (SO):</b></p> <p><b>Data-Driven Optimizations:</b> Utilize self-generating modeling of systems and equipment performance to drive continuous system improvements</p> <p><b>Autonomous Identification and Application:</b> Leverage mechanical system configuration info to independently identify and implement optimizations that both enhance operational performance and energy efficiency of systems</p> <p><b>Asset Management (AM):</b></p> <p><b>Asset Enrichment:</b> Enrich basic nameplate information (e.g., manufacturer, model, serial) with metadata - including specifications, features, and performance levels (e.g., filter/belt size, CoP, expected useful life) - through AI-powered optical character recognition (OCR) of OEM-published manuals and specifications</p> <p><b>Lifecycle Tracking &amp; Depreciation:</b> Pair installation dates with expected useful life to autonomously calculate asset depreciation, supporting proactive budgeting and data-driven capital planning</p>

Our robust AI features will make our current industry leading application even more capable of optimization, detecting issues and proactive planning for capital improvements and cost optimization.

EVready realizes that AI can be an incredible tool and should be considered in most software platforms roadmap and release plan. EVready today utilizes in-house built tools that are being evaluated to a Large Language Model to allow for AI to assist with analyzing further. This will allow The EVready Playbook to become smarter, more automated, more cost effective and provide more value for Sourcewell Members as features are released. We have also scoped out integration of an AI based support system to be able to automate EVready Guardian, EVready Node and systems connected to both EVready platforms so that support triage and resolution under EVready Manage can be further expedited with our integrated technology partners. Beyond the AI enhancements already planned for EVready Guardian, there is no question AI will continue to show promise in other areas of Simplify. Here are a few other areas we expect AI to show up over time

EVready Playbook:  
Within EVready Playbook, our EVready Simplify solution provides over a dozen custom analyses surrounding energy and charging optimization. Today, because most of the data is disparate and difficult to compare this is done with technology assistance but not AI. In the face of changing variables, which can be the case for some customers, rerunning optimization can still take days. In future iterations of EVready Playbook AI will bring to bear optimization modeling that will accelerate and accurize this, accommodating changes real-time.

EVready Guardian:  
Similar to the above, integration of AI will continue to be layered in to the energy management capabilities of EVready Guardian consistently, making configuration changes tied to changing variables happen dynamically.

EVready Manage:  
As EVready Energy's technical support complement, EVready Manage also has much to gain with the emergence of AI. Things like fault prediction, automated maintenance scheduling and autonomous communication with other vendor support systems will all be possible in time.

In total, EVready's robust solution today allows for us to provide analysis without relying on AI, but we expect that AI will further allow us to not only find efficiencies in our solution, but to provide additional value and deliverables to our customers over time. Since our service is a subscription, customers will gain these benefits as they are rolled out to our various systems as part of their ongoing subscription.

44	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>EVready is a sustainability technology company and as such we look for every opportunity to reduce waste, improve efficiency and generally act as stewards of the environment. EVready's core focus is in driving transportation electrification and helping to build a cleaner, more resilient electric grid to support that. As more and more customers adopt EVs, EVready is here to support the shift towards a greener mode of transportation.</p> <p>What we've seen is that this comes at a cost - burdening EV Charging Station customers with the high costs of station procurement, installation services and increased energy costs. Municipalities, Universities and other non-profit entities elect to install EV Charging Stations to help promote their mission, sustainability goals and support local EV drivers, but that can come at a cost, both financially, and an impact on the local electric grid.</p> <p>EVready Simplify helps solve these problems in a number of ways. Our Playbook provides expert guidance to create a strategy around EV Charging deployment - aligning current and future expectations against installation costs, futureproofing, and integration with other systems.</p> <p>EVready Guardian allows for real-time dynamic power management, allowing customers to deploy charging stations and using real-time energy monitoring and third party integrations to balance the additional EV charging load, reduce costs and provide a better load profile to the utility.</p> <p>These two solutions make EVready Simplify a valuable tool to help encourage the Sourcewell network to enable the transition to electric vehicles and utilize solar, batteries, live energy management and more to ensure it can scale without impacting the utility grid.</p> <p>Furthermore, Our EVready Manage platform helps increase up-time by providing expert product support. Our team focuses on reducing the time to resolution of devices connected to our EVready Manage plan, allowing for the green investments customers have made to have a stronger impact and better uptime.</p> <p>Our customers have used the EVready node and Guardian software platform towards applying and achieving green building energy standards such as LEED, Fitwel, WELL, RESET, and GRESB.</p>	*
45	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p> <p>The EVready Node has FCC compliance and our Node and Guardian software platform has received REBNY Best in Showcase for Building Operations &amp; Wellness</p> <p>EVready's Guardian software is well equipped to support a site's verification process towards EnergyStar Recognition by integrating our solution with EnergyStar's Energy-Saving Measures that can be found here: <a href="https://www.energystar.gov/buildings/save-energy-commercial-buildings/ways-save/checklists">https://www.energystar.gov/buildings/save-energy-commercial-buildings/ways-save/checklists</a></p> <p>EVready Guardian provides real-time energy monitoring, giving customers visibility into their energy consumption throughout each day, month and year. Our Node can be paired with multiple sub meters to allow for metering of specific loads - allowing for the tracking of consumption of larger pieces of equipment like HVAC and lighting systems.</p> <p>Best of all, our system not only monitors these loads, but can provide control of HVAC, Lighting and other loads. Our solution integrates with HVAC through smart thermostats and targets lighting systems to allow for scheduling, demand response triggers and even more advanced integration like setting back HVAC loads when rooms become unoccupied.</p> <p>So while our solution has not received a specific rating or certification, we integrate as an add-on component allowing for further integration with other building systems to provide expanded control and savings.</p>	*
46	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>The Problem</p> <p>Transportation electrification is progressing rapidly. In the public sector specifically, fleet electrification is accelerating due to vehicle improvements such as longer ranges, reduced costs and more vehicle options. In most cases fleet vehicles require on-site charging where previously liquid fueling was done offsite at public fuel stations. Consumer electrification is also soaring and public sector entities are also making investments in public and workplace charging infrastructure to support the EV transition for their employees and residents.</p> <p>As they deploy more infrastructure that is charging more vehicles, their energy costs will rise quickly. Not only due to volume but also due to a component of most commercial electricity</p>	

rates called Demand Charges. Demand charges are tied to the maximum amount of power a facility (including charging) requires at any 15 minute interval in a month. The higher the peak, the more you pay throughout the following month (at least). Some rates (also referred to as tariffs) will set this rate for longer periods of time. Depending on the utility company these rates can account for 70%+ of a commercial electricity bill. Reducing these peaks can result in significant electricity savings. However, doing this requires the ability to manage charging station load not independently but in conjunction with holistic building load (where the utility meter is). This first becomes challenging because electricity meters provided by most electric utility companies are not able to be monitored by the customer in real time. Static usage is available at the end of a given month on the customer's electricity bill only. So trying to compare charging to building in real time requires some other way of measuring all electricity being consumed by the building.

Energy management tied to charging becomes even more complicated if the customer has multiple charging networks on site (e.g. ChargePoint, Blink, EVconnect, etc). In practice, this is actually pretty common because most customers take a phased approach to EV charging deployment. As they expand sites or deploy charging at new sites they will often introduce new vendors and products, making the entirety of their charging "system" disparate and difficult to manage, even for trivial things such as usage reporting. The customer needs to log into multiple different web portals to measure or control the charging stations tied to that software.

In short, managing holistic energy costs becomes impossible without a solution to integrate multiple charging networks, then manage them collectively in conjunction with the total energy consumption tied to a utility meter.

It is true that energy management is not new and other energy management systems (EMSs) do exist. You might say, "well why is another EMS needed?", great question! Most traditional Building Management Systems (BMS) and Energy Management System (EMS) offer tools to manage traditional building loads such as Heating, Ventilation and Air Conditioning (HVAC) and Lighting. Generally, they are automating the operation of these systems to reduce waste or enhance convenience. Optimizing EV charging is very different and more difficult because of the operational impacts that can arise from improperly managing charge rate. In a simple example, if the charge rate of a fleet EV charger is blindly reduced by half during periods of high electricity costs, the vehicle connected may not be able to perform its job the following day. Managing energy costs tied to charging presents a very different problem set as compared to traditional building energy management. It requires a deep understanding of the charging patterns of specific EVs and customer use cases. Put simply, this is not a core competency of any other EMS or BMS system.

Additionally, when multiple charging providers exist on a single site they cannot be natively "linked" and managed in unison. Traditional EMS and BMS systems use BACnet and Modbus communication standards to connect and control HVAC and Lighting systems. EV charging systems use charge management software (CMS) often provided by or in conjunction with the hardware provider (like ChargePoint and Blink). Controlling two or more CMS systems requires unique API integration with those providers individually. Traditional EMS and BMS systems do not support this. Finally, once you've solved the integration and optimization logic problems there is the topic of EV specific rates and incentives. Put simply, many electric utility companies (there are 3000 in the US) offer special electricity rates and/or financial incentives for the nuanced deployment and management of EV charging infrastructure. Determining the most beneficial energy management solution for the customer requires deep knowledge of these rates and incentives, their prerequisites, triggers and associated benefits. Finally, at some point it is likely that it will benefit customers to explore ways to offset the time and amount of energy they consume from their electric utility altogether. This is possible by use of technologies such as solar and battery storage. As with EV charging, traditional BMS and EMS systems are not equipped to optimally manage these technologies.

So to summarize the problem, as members deploy more charging infrastructure in more places they will want to manage these systems optimally. A number of barriers currently exist to prevent this:

- EV charging has the potential to drive significant energy cost increases
- Managing these costs requires a holistic view and control construct including multiple charging networks, traditional building loads, electricity utility meters, available electricity rates, incentives and new technologies (batteries/solar)
- Charging networks are not currently interoperable with each other making management across them difficult or impossible
- Charging networks and utility meters are not currently interoperable with each other either
- There are many electric utilities, meters, rates(tariffs) and incentives across the US&Canada. Most customers can't keep up with or compare them.
- Managing EV charging is nuanced and if done incorrectly can result in operational failures and bad customer experiences
- Traditional BMS and EMS systems don't solve these problems

The result of this is today Sourcewell members are wasting money, time and most likely not

enjoying their EV transition. We exist to solve these problems.

EVready Energy's Unique Approach

EVready Energy is a Boston-based company specializing in electric vehicle (EV) charging infrastructure, procurement, and strategic energy solutions. Formally incorporated in May 2023, EVready Energy is led by a team of industry veterans with unparalleled expertise in EV technology, EV charging deployment and energy cost management. Our core team brings over 30 years experience from Tesla, ChargePoint, National Grid and Lutron. The collection of these experiences led to the creation of EVready Simplify, a first-of-its-kind technology offering that addresses a range of challenges related to EV infrastructure operation and energy management. Issues that, until now, have not been collectively tackled in the marketplace. Originally EVready Simplify began with the automotive industry, with a focus on automotive dealerships. This decision was driven by the opportunity to address a set of challenges identical to those described above. In the case of car dealerships, their challenges were created by the rapid transition to increased sales and service of EVs. Our success in this sector has established EVready Energy as a trusted partner, delivering measurable value through reduced energy cost exposure and enhanced operational efficiency.

However, these challenges—and the opportunities they present—are not exclusive to dealerships. Any site where EV charging significantly impacts overall energy consumption, such as public sector facilities like fleet depots, administrative offices, and municipal parking areas, stands to benefit from EVready Simplify. As EV adoption grows and charging infrastructure expands, public sector customers are likely to deploy a variety of hardware and software solutions that will drive electricity costs but lack interoperability with each other or existing building loads, BMSs or EMSs. EVready Simplify is purpose-built to address these issues, integrating seamlessly to optimize energy use, reduce costs, and simplify the ongoing EV transition for Sourcewell members.

EVready Energy knows that Sourcewell already offers contracts for the procurement of vehicles, charging infrastructure, design and installation services. EVready Simplify is the perfect complement to any initial investments made under these existing contracts. For example, under Sourcewell Section #042221 ChargePoint, Blink, EV Connect, InCharge and Siemens products are all already integrated into EVready Simplify directly or indirectly. EVready Simplify provides an additional layer of visibility and optimization designed to make the most out of previous Sourcewell member investments. For more information on how EVready Energy works closely with many of those contract holders today, review our response to question 27.

What is EVready Simplify

EVready Simplify is a first-of-its-kind, holistic, adaptive electrification management solution designed to protect investments, reduce costs, and improve operational efficiency. It is made up of three complementary elements, EVready Playbook, EVready Guardian and EVready Manage.

EVready Playbook is site specific, future-looking, digital guide that evaluates virtually every opportunity to reduce costs, improve operational performance or monetize investments tied to EV charging. Playbook takes in current data such as existing charging specifications, facility electrical infrastructure, EV operational needs, available electricity supply and delivery rates, incentives, new technologies, etc and delivers to the customer an optimized go-forward recommendation on how to save money, time and headaches. This living digital guide is refreshed and presented quarterly as many of these conditions shift over time. As a significant portion of the cost-saving opportunity is tied to the ability to manage the energy consumption of charging assets, a new take on EMS is required. EVready Guardian is that tool.

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EVready Guardian is an innovative new hardware/software solution that integrates existing building and EV charging assets so electricity costs can be optimized while meeting operational demands of all systems. Guardian becomes a site's Building Energy Management hub. Our software allows for virtually any charging station that is OCPP compliant to be managed and controlled from one dashboard. This gives customers the flexibility to utilize any previous EV charging station investments they have made and combine that with new features like dynamic load control and active demand response. Guardian software pairs with the EVready Node - a physical piece of hardware that measures real-time building power. Node can connect to a variety of other building systems such as HVAC, Lighting, and other systems that use MODbus (TCP, RTU), BACnet (IP, MS/TP) and MQTT, allowing EVready Guardian to integrate with existing smart building systems easily, or scale as smart-building projects occur down the road. Upon being deployed and optimized, most customers are not qualified or interested in managing the technical support that comes with this. In fact, even



		<p>without tools like Playbook and Guardian, the EV charging industry is currently plagued by reports of poor reliability and technical support experience. EVready Energy recognizes this gap and closes it with EVready Manage.</p> <hr/>
		<p>EVready Manage can best be described as a technical support concierge for any Guardian connected device inclusive of charging stations or other facility systems such as lighting or HVAC.. Built on decades of experience in the EV charging industry, we were inspired to build an offer EVready Manage as a bridge between the technical support services and entitlements already included with these building systems and the needs and capabilities of our average customer, such as an operations manager of a car dealership or City or Town Manager. Unlike very large commercial facilities, public entities may not have dedicated or full-time Energy or IT Managers with technical training and job responsibility to oversee these systems. Even if they do exist, they often have many competing priorities and cannot give these systems the attention required. On the other side, charging station manufacturers and other facility equipment manufacturers offer strong warranty entitlements for their products but their communication practices don't make it easy enough for busy customers. This gap often leads to unnecessary site visits, extensive back and forth communication and ultimately upset customers. It causes simple issues to become long, drawn out outages with unnecessary restoration costs. With EVready Manage, EVready Energy becomes the customer's energy ecosystem manager. By leveraging deep expertise in EV and energy technology, we have purpose-built tools and workflows, to not only take the oversight of these systems off our customers hands, eliminating distractions, but more efficiently address problems. Ultimately this greatly improves customer experience, reduces downtime and increases overall system performance. Again, EVready Manage is a complement to any existing warranty or maintenance entitlement already purchased.</p> <p>By developing and weaving together these three elements, EVready is able to offer customers the very first, adaptable, scalable energy management solution designed for electrification, making it truly unique. Please allow us provide this value to Soucewell members everywhere.</p>

**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
47	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.		<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
48		Minority Business Enterprise (MBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
49		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
50		Disabled-Owned Business Enterprise (DOBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
51		Veteran-Owned Business Enterprise (VBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
52		Service-Disabled Veteran-Owned Business (SDVOB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
53		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
54		Small Disadvantaged Business (SDB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*
55		Women-Owned Small Business (WOSB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	While EVready Energy does not qualify for this certification, this is made available to Sourcwell members who procure through a distribution partner or Value Added Resell partner who qualifies	*

**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 *	
56	Describe your payment terms and accepted payment methods.	EVready Energy offers flexible payment terms tailored to meet the needs of Sourcwell members, typically structured as net 30 days following invoice issuance, with adjustments available based on project scope and agreement. We accept all commonly used payment methods for public entities, including electronic funds transfer (EFT), credit card payments (Visa, Mastercard, American Express), P-cards, purchase orders, and checks, ensuring seamless and convenient transactions for all members.	*

57	Describe any leasing or financing options available for use by educational or governmental entities.	EVready Energy is committed to providing flexible financial solutions to meet the budgetary needs of educational and governmental entities. For clients preferring an alternative to full upfront payment, we offer a monthly payment plan with a minimum term of one year. This option allows Sourcewell members to spread the cost of deploying EVready Simplify over time, ensuring accessibility while maintaining fiscal flexibility. Terms can be tailored to align with specific project requirements, and we welcome discussions to customize this offering to best serve the needs of each organization.	*
58	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.	With the purchase of EVready Simplify, the customer will execute a quote document with associated terms tied to payment and the shipment of required hardware. They will also execute a Master Services Agreement. Both of which are attached to our response.	*
59	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?	As we accept all major credit cards, we do indeed welcome and accept P-cards for payment.	*
60	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.	EVready Energy has provided line item pricing and associated proposed member discounts for EVready Simplify and its various sub components.	*
61	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.	Our response represents a 20% member discount from MSRP.	*
62	Describe any quantity or volume discounts or rebate programs that you offer.	We reserve the right to offer potential volume discounts for entities purchasing EVready Simplify for multiple locations (five or more), but the heavy majority of EVready Simplify implementations will be for individual locations.	*
63	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.	EVready Energy is not proposing any "open market items" at this time. We have worked with deployment partners to standardize such that any "open market items" required to perform the installation of required hardware are included in our pricing. Should market forces require us to change pricing at a later date, we will follow the price change protocols laid out by Sourcewell.	*
64	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.	All costs aside from freight and applicable taxes are included (though most Sourcewell members are tax exempt). Freight costs vary based upon project scope, location and customer urgency.	*
65	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	EVready includes all shipping costs (across North America) for the Node with the upfront pricing for the device. A pricing matrix has been provided.	*
66	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	EVready includes all shipping costs (across North America) for the Node with the upfront pricing for the device. A pricing matrix has been provided.	*
67	Describe any unique distribution and/or delivery methods or options offered in your proposal.	By virtue of the nature of the Simplify solution, much of the product is provided remotely via software. For those hardware items that need to be delivered and installed, EVready has worked closely with nationwide contracting firms to create standardized shipment and installation scopes and pricing. In time, EVready Energy also plans to create tools that can be used by customers to further reduce the need for site visits in the consultation process.	*

68	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>EVready Energy is committed to maintaining strict compliance with our proposed Sourcewell agreement, including ensuring that participating entities consistently receive the agreed-upon pricing. Leveraging our robust enterprise systems and a culture of accountability, we have developed a comprehensive self-audit program to uphold contract terms and deliver exceptional value to Sourcewell members. Our team, experienced with Sourcewell's processes, recognizes the critical importance of pricing accuracy and contractual adherence. Below are key components of our compliance and self-audit process:</p> <p>Sourcewell-Specific SKUs and Quoting Standards: We will establish dedicated product SKUs and standardized quoting procedures to guarantee that all Sourcewell members receive the correct contract pricing for EVready Simplify and related services.</p> <p>Salesforce Key Deal Identifier (KDI): Every Sourcewell-related opportunity and quote will be tracked using a unique KDI within our Salesforce platform, enabling precise monitoring and reporting.</p> <p>Monthly Compliance Reviews: Our team will conduct monthly meetings to review all Sourcewell opportunities, ensuring no discrepancies in pricing or terms and addressing any potential issues promptly.</p> <p>Internal Training Program: Relevant sales and operations personnel will undergo comprehensive training on the specifics of the Sourcewell contract. This will include awareness of their roles, responsibilities, and associated reporting tools to proactively identify and resolve compliance concerns.</p> <p>Channel Partner Processes: We will define detailed administrative processes for channel partners involved in the Sourcewell contract, ensuring alignment with our compliance standards.</p> <p>Partner Training and Oversight: All partners will receive targeted training on contract requirements, with clear guidelines for engagement, quoting, and service delivery to maintain consistency and accuracy.</p> <p>Quarterly Partner Audits: We will implement quarterly audits to evaluate partner activities, covering customer engagement, quoting, ordering, logistics, deployment, and follow-up, with a particular emphasis on verifying pricing compliance.</p> <p>EVready Energy is prepared to document these processes in detail and welcomes collaboration with Sourcewell to refine or amend them as needed to ensure full alignment with your expectations. Our proactive approach underscores our dedication to transparency, accountability, and delivering the promised value to Sourcewell members.</p>	*
69	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.	<p>Number of Members Pitched</p> <p>Total Closed Won Revenue</p> <p>Total Money Saved or Avoided by Members</p> <p>Member Satisfaction Score</p> <p># of Members sold</p> <p># of Sites connected</p> <p># of Stations connected</p>	*
70	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed 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.	2% of contract revenue	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
71	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Our response represents a 20% member discount from MSRP.

**Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Tables 7A through 7E)**

Line Item	Question	Response *
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72	Provide a detailed description of all the solutions offered, including used solutions if applicable, offered in the proposal.	<p>What is Simplify</p> <p>EVready Simplify is a first-of-its-kind, holistic, adaptive electrification management solution designed to protect investments, reduce costs, and improve operational efficiency. It is made up of three complementary elements, EVready Playbook, EVready Guardian and EVready Manage.</p> <p>EVready Playbook is site specific, future-looking, digital guide that evaluates virtually every opportunity to reduce costs, improve operational performance or monetize investments tied to EV charging. Playbook takes in current data such as existing charging specifications, facility electrical infrastructure, EV operational needs, available electricity supply and delivery rates, incentives, new technologies, etc and delivers to the customer an optimized go-forward recommendation on how to save money, time and headaches. This living digital guide is refreshed and presented quarterly as many of these conditions shift over time. As a significant portion of the cost-saving opportunity is tied to the ability to manage the energy consumption of charging assets, a new take on EMS is required. EVready Guardian is that tool.</p> <hr/> <p>EVready Guardian is an innovative new hardware/software solution that integrates existing building and EV charging assets so electricity costs can be optimized while meeting operational demands of all systems. Guardian becomes a site's Building Energy Management hub. Our software allows for virtually any charging station that is OCPP compliant to be managed and controlled from one dashboard. This gives customers the flexibility to utilize any previous EV charging station investments they have made and combine that with new features like dynamic load control and active demand response. Guardian software pairs with the EVready Node - a physical piece of hardware that measures real-time building power. Node can connect to a variety of other building systems such as HVAC, Lighting, and other systems that use MODbus (TCP, RTU), BACnet (IP, MS/TP) and MQTT, allowing EVready Guardian to integrate with existing smart building systems easily, or scale as smart-building projects occur down the road. Upon being deployed and optimized, most customers are not qualified or interested in managing the technical support that comes with this. In fact, even without tools like Playbook and Guardian, the EV charging industry is currently plagued by reports of poor reliability and technical support experience. EVready Energy recognizes this gap and closes it with Manage.</p> <hr/> <p>EVready Manage can best be described as a technical support concierge for any Guardian connected device inclusive of charging stations or other facility systems such as lighting or HVAC.. Built on decades of experience in the EV charging industry, we were inspired to build an offer 'Manage' as a bridge between the technical support services and entitlements already included with these building systems and the needs and capabilities of our average customer, such as an operations manager of a car dealership or City or Town Manager. Unlike very large commercial facilities, public entities may not have dedicated or full-time Energy or IT Managers with technical training and job responsibility to oversee these systems. Even if they do exist, they often have many competing priorities and cannot give these systems the attention required. On the other side, charging station manufacturers and other facility equipment manufacturers offer strong warranty entitlements for their products but their communication practices don't make it easy enough for busy customers. This gap often leads to unnecessary site visits, extensive back and forth communication and ultimately upset customers. It causes simple issues to become long, drawn out outages with unnecessary restoration costs. With Manage, EVready Energy becomes the customer's energy ecosystem manager. By leveraging deep expertise in EV and energy technology, we have purpose-built tools and workflows, to not only take the oversight of these systems off our customers hands, eliminating distractions, but more efficiently address problems. Ultimately this greatly improves customer experience, reduces downtime and increases overall system performance. Again, Manage is a complement to any existing warranty or maintenance entitlement already purchased.</p> <p>Pricing for EVready Simplify is customized based upon the quantity of items required and is site specific. Pricing for all items including line item discounts are included in our price sheets. Generally one variation of all items appear on a typical proposal.</p>
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73	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>EVready Simplify Primarily falls into section 7D - Network Components, Gateways, Controllers, Communication Modules or Specialized Platforms and likely touches upon every one of those items.</p> <p>EVready Node hardware unit is a networked device allowing for local building data to integrate with the EVready Guardian Cloud software. This allows for real-time measurement, visibility and control of building power and smart building systems and connected loads to the EVready software. The EVready Node also provides local and remote control of building systems including HVAC, Lighting, EV charging and more through local communication methods and cloud integrations. In this way, the Node is also a Cellular and Ethernet module that allows for communication to other systems via common building protocols like BACnet, Modbus and more. Finally, EVready Guardian is truly a specialized Building Management System focused on controlling Electric Vehicle Charging Loads and costs at its core.</p> <p>In Addition to Section 7D, We believe that the EVready Simplify solution also qualifies for Section 7B - Outdoor Sensors as our EVready Node device is an outdoor rated unit designed to connect to a building or site's utility meter that is most often mounted outdoors. In this way we are sensing the Voltage, Amperage and Power consumption using outdoor sensors. In addition, as EV charging becomes more prevalent on a site, the entire electrical system is often located outdoors with no electrical systems located in the interior of the building. In this way, our EVready Node senses an entire outdoor system.</p> <p>Finally, we qualify under Section 7E, Integration with Turnkey Services. Our focus at EVready is to make measurement, visibility and control of EV charging and building systems easy. Our solution includes a turnkey installation of the EVready node and configuration of the software. Many of our customers choose not to engage with the software on a regular basis, but rely on the EVready playbook reporting to help identify areas of savings and next steps for their site.</p>	*
74	Describe how your solutions ensure data privacy, security, and compliance.	<p>Data is encrypted in transit and at rest. Data between our cloud-hosted systems and in-field devices is encrypted over HTTPS using TLS 1.2. Data stored on our servers is protected using AES-256 encryption. Additionally, we use Amazon Web Services' Web Application Firewall (WAF) and Shield to minimize the effects of a DDoS attack. Both WAF and Shield allow us to permit or limit traffic through the use of custom security rules. We can also define additional WAF rules to pre-emptively block a wide range of malicious attacks.</p>	*
75	Describe how your solutions ensure interoperability with existing systems and future upgrades.	<p>The EVready Guardian Software and the EVready Node are designed to support seamless interoperability across diverse building systems and technologies, ensuring flexibility and scalability in complex environments.</p> <p>EVready Guardian enables interoperability at the software level through robust API integrations. It can connect with third-party platforms such as CMMS, BMS, utility portals, and analytics tools, allowing data to flow in and out of the system. This ensures EVready Guardian can both ingest external data and share insights with other systems, supporting unified workflows and enterprise-level visibility.</p> <p>The Node ensures interoperability at the hardware level by supporting open communication standards, such as BACnet, through ASHRAE 223P. This allows the Node to connect with a wide range of on-site equipment—including HVAC units, meters, lighting controllers, and more—regardless of manufacturer. By acting as a protocol-agnostic translator and data aggregator, the EVready Node facilitates secure, standardized communication between physical devices and our cloud-based solution, EVready Guardian.</p> <p>In addition, EVready Guardian integrates with almost every EV Charging model on the market through its API integrations with Blink, ChargePoint and EVconnect, and additional EV Charging software solutions are on our roadmap such as AmpUp, Tesla, Flo and more. What this allows for is a single solution to view a portfolio of EV Charging Solutions regardless of what brand a Sourcewell Member may have selected in the past, or may decide to choose in the future</p>	*



**Table 7B: Outdoor Sensors or Advanced Sensor-Integrated Luminaires**

Using the comments text box, answer the questions below if your proposal is offering **Outdoor Sensors or Advanced Sensor-Integrated Luminaires**.

☐ We will not be submitting for Table 7B: Outdoor Sensors or Advanced Sensor-Integrated Luminaires

Line Item	Category or Type	Comments *
76	Describe what communication protocols (e.g., API, DALI) are supported by your solution(s) to ensure compatibility with different systems.	<p>The EVready Node is a NEMA3R outdoor rated enclosure designed for real-time sensing of a building or property's electrical power. The Node includes a revenue grade metering system that can tie into exterior utility transformers, meters and panels allowing for visibility into the incoming power of a building. This data is passed to our IoT gateway, which uses cellular or ethernet connectivity to store data in the EVready Guardian cloud software platform.</p> <p>In addition to our own embedded energy sensing equipment, our EVready Guardian solution can tie into any system that Sourcewell has approved, or is considering as part of this RFP. The EVready Node utilizes common communication methods like Cloud-to-Cloud API integration, Modbus, BACnet, RS-485 and Contact Closure.</p> <p>Today's integrations include Lighting, HVAC, Contractors, EV Charging, battery integration, solar and more. Our solution uses industry standard protocols allowing us to quickly implement new system integrations - allowing customers to scale over time.</p>
77	Describe what transmission methods (e.g., wired, wireless) the sensors use, and how they ensure reliable communication.	<p>The EVready Node is our Gateway between our Cloud software platform and the local building devices. Our Node can support 4G LTE Cellular connectivity and can connect to all of the major US and Canadian carriers. For areas where cellular is not available, an Ethernet connection is available.</p> <p>From the Gateway, communication is hard wired to local systems. Our built-in energy meter connects via ethernet, and additional ethernet devices can be connected via BACnet/IP, allowing us to tie into industry leading Lighting, HVAC and other smart building systems.</p> <p>In addition, we support common low voltage wiring topologies like Modbus, BACnet MSTP, Contact Closure, RS-485 and more.</p> <p>Our EVready Guardian software has an alert feature allowing for users to opt-in to communication issues of connected systems. When a device is detected offline, an alert can be configured to automatically notify both local support staff and the EVready team so we can begin to initiate a support plan via the EVready Manage program.</p>
78	If applicable, describe how your proposed solution(s) ensure Zhaga compliance for the integration of LED modules, sensors, or communication devices to facilitate easy upgrades and interoperability.	<p>Our system integrates with LED systems via a system to system integration. If the lighting system utilizes Zhaga compliant components such as light engines, drivers and other products, the EVready node would be able to integrate so long as the external system communication uses common building protocols like Modbus, BACnet or a cloud-to-cloud API. As such, Zhaga would not apply directly to our solution, but we can integrate with Zhaga compliant solutions.</p>

**Table 7C: Physical Assets, Poles, and Mounting Structures**

Using the comments text box, answer the questions below if your proposal is offering **Physical Assets, Poles, and Mounting Structures**.

☒ We will not be submitting for Table 7C: Physical Assets, Poles, and Mounting Structures

Line Item	Category or Type	Comments *
79	Describe how your solution(s) ensure the durability and adaptability of mounting structures in varying environmental conditions.	

**Table 7D: Network Components, Gateways, Controllers, Communication Modules, or Specialized Platforms**

Using the comments text box, answer the questions below if your proposal is offering **Network Components, Gateways, Controllers,**

**Communication Modules, or Specialized Platforms.**

☐ We will not be submitting for Table 7D: Network Components, Gateways, Controllers, Communication Modules, or Specialized Platforms

Line Item	Category or Type	Comments *
80	Describe what redundancy features are built into your network components to ensure continuous operation.	<p>EVready Guardian's cloud infrastructure is built on redundant, load-balanced services across multiple availability zones. This minimizes the risk of downtime due to hardware failure or regional outages. Additionally, critical services (e.g., alerting, data ingestion, visualization) are automatically rerouted to backup services in the event of disruption. Lastly, we implement real-time replication of databases to ensure data integrity and availability.</p> <p>When the EVready Node is integrated with 3rd party systems, the software will resync with systems as they come back online - allowing for temporary outages to occur without impacting the data collection.</p> <p>Because EVready Simplify's solution is an add-on to other systems such as HVAC, Lighting and EV Charging, it allows each system to operate independently so that even with an outage of EVready Simplify, customers will still be able to charge their vehicles, HVAC schedules can still be triggered and lighting operation including life-safety egress lighting will continue to function during an outage of EVready Simplify.</p>
81	Describe what features your platform provides for monitoring, controlling, and managing smart infrastructure assets.	<p>The EVready Simplify solution was built to solve this issue at its core.</p> <p>Monitor:</p> <p>At its core, the EVready Node is installed adjacent to a site's Electric Utility meter to monitor incoming building power. This data is aggregated to the EVready Guardian software platform alongside integrated building systems like Lighting, HVAC, EV Charging and more.</p> <p>From there, the data can be analyzed using our EVready Playbook to create a robust plan to automate HVAC and Lighting while optimizing the EV charging solution to help reduce operational costs.</p> <p>Control and Manage:</p> <p>Once the analysis has been presented to the Sourcewell Member, EVready Guardian becomes the control &amp; manage platform allowing a singular dashboard and control point for the connected systems.</p> <p>In addition to its core features, EVready Guardian includes a growing library of optimizations and faults. These are enabled based on the capabilities of the integrated equipment at each Sourcewell Member's facility. They perform anything from setpoint resets to automated demand response. In addition to this, we support alerting, reporting, and portfolio-wide scheduling, which is important for organizations with typical sites or multiple buildings across a geographic region.</p>

82	<p>If applicable, describe how your platform supports multiple data sources and integrates them into a unified dashboard for real-time monitoring.</p>	<p>As discussed previously, EVready's Node provides localized visibility and control of building system data via integration with other systems like Lighting and HVAC and more. This can be done via common building protocols like BACnet, Modbus, and utilize RS-485, Ethernet and more as connectivity. It combines these data sets with real-time monitoring of building power, capturing voltage levels and amperage draws on single or three-phase building power systems including 240V Split phase, 208V 3-phase, 480V three phase (common to the United States) and 600V 3-phase (commonly found in Canada) Once integrated, the data is transmitted to the EVready Guardian cloud software platform.</p> <p>EVready Guardian also provides cloud-to-cloud API capabilities to add integrations with systems that generally do not provide a means of local control. The most common of these is EV charging systems. EV chargers generally utilize cellular connectivity since they are installed in parking areas that are not generally included in the Wifi coverage of a typical building. For this reason, EV chargers communicate directly with their respective cloud software through an industry common protocol called OCPP. EVready Simplify provides an OCPP capable charge management solution, or can pair with other Charge Management Systems that provide API connectivity to 3rd party systems like ChargePoint, Blink and others. The Cloud-to-Cloud integrations also allow EVready Guardian to integrate with Solar, Battery and other next-generation platforms allowing EVready Simplify to scale as technology changes and Sourcewell Members adopt new building systems.</p> <p>Sample Screen shots of EVready Guardian Data Points can be found in the attachments of our bid. The figure descriptions are included here for continuity</p> <p>Figure 1: Sample Dashboard showing Power Measurements of Various aspects of a Single Location. Notable statistics are kWh consumed, kW (demand) and Load Factor, all of which are utilized by Utility Tariff Schedules. Monitoring and controlling systems to optimize these metrics to reduce operational costs</p> <p>Figure 2: View of building subsystems to help pinpoint datasets. These data can be pulled from integration with smart building systems, or installation of submetering devices to isolate specific loads</p> <p>Figure 3: Customer view of portfolio of sites. A municipality could see multiple buildings in the EVready Guardian software; a College campus could see satellite campuses alongside the Main campus</p> <p>Figure 4: Schedules can be configured easily across multiple systems so that Lighting, HVAC, EVcharging and more can all be configured under one software view. This example shows a typical 2-8PM Demand Response Window or increased Time of Use Utility Rate</p> <p>Figure 5: Submetering can be used to track consumption of non-networked systems like Rooftop HVAC units to identify system inefficiencies and evaluate operational savings.</p>
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Table 7E: Integration with Turnkey Services

Using the comments text box, answer the questions below if your proposal is offering **Integration with Turnkey Services**.

☐ We will not be submitting for Table 7E: Integration with Turnkey Services

Line Item	Category or Type	Comments *
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83	<p>Describe what levels of service (e.g., technology/infrastructure only, turnkey, other) are being proposed.</p>	<p>EVready Simplify is a full Turnkey solution. Customers receive hardware, installation, support and consulting services under the EVready Simplify product.</p> <p><b>EVready Node</b> The EVready Node is a physical device installed in most applications. The Node allows for real-time monitoring of building energy consumption and relays that information to our cloud software platform. It can also integrate with any other smart building systems that exist or are going to be installed such as lighting, HVAC, Solar, Battery Storage and more. The node is sold with an included installation line item to make this a seamless install and integration from our nationwide installation partner.</p> <p>We pair the node with a turnkey installation of integrated offerings such as lighting control panels, thermostat replacements, battery storage, Electric Vehicle Charging Stations and more, allowing EVready to provide turnkey equipment and installation of systems connected to our EVready Guardian system, or integrate with existing infrastructure investments that a Sourcewell Partner has already invested in.</p> <p>For Support Services, EVready Manage provides support for both EVready products like the EVready node, and 3rd party connected devices. For EVready products like the EVready node, EVready is the site's primary point of contact for any hardware or software issues that arise between EVready guardian, EVready node, or any other future EVready product.</p> <p>With EVready Manage, the EVready team will help as a support concierge, working alongside the hardware and software providers who are integrated to the EVready software and hardware solutions. Our industry expertise allows us to help triage issues faster and come up with a resolution plan alongside these hardware and software providers.</p>
84	<p>Describe your proposed maintenance plans and schedules.</p> <p>Provide details on routine maintenance, emergency repairs, software updates, and any remote monitoring capabilities.</p> <p>Include pricing for such maintenance in your proposal.</p>	<p>The EVready Node does not require routine maintenance. Repairs for the unit are generally not considered emergency - life safety systems are handled outside of EVready's Node or Guardian software platform in all cases.</p> <p>Where non-emergency repairs are necessary, the Node will provide a system alert via EVready Guardian software platform. This could be that the node has stopped responding, or that the Node has identified a communication issue between itself and a connected system.</p> <p>EVready's installation network is also on contract to provide break/fix services, which can include both warranty replacements of any failed components, or out of warranty repairs.</p> <p>EVready gets notified for any outage alert and creates a support ticket to work on a resolution plan. Customers can reach out to support@evreadyenergy.com to initiate a ticket. As part of our support process, we will review system logs to understand if a software or hardware issue is discovered, and schedule a repair work order to send a technician to site with replacement parts in hand for any hardware issues that are discovered.</p> <p>As the EVready Node is a cloud-connected device, EVready periodically sends firmware updates automatically to the unit. These happen in the background with no user intervention and are thoroughly tested by our software and hardware team before public release. Our Guardian cloud software receives software upgrades which include bug fixes, feature releases, additional system integrations and more. These updates and upgrades are included as part of the EVready Simplify subscription plan and are all handled without customer intervention.</p> <p>Pricing has been included for our hardware warranty - EVready Care and EVready manage in the pricing matrix. Break/Fix pricing can be quoted from EVready Energy as needed, or a site is welcome to use their own installation labor to resolve out of warranty issues.</p>

85	Briefly describe one (1) project you have completed for another public agency and OUTLINE the deployment process.	<p>One of our most important installations to date involved a quite complex set of site conditions. This customer had four utility meters on their site and a vast building that had expanded with renovation projects and add-ons over time. The customer added 800kW of DC Fast EV chargers and had 14 Level 2 Chargers that ranged from 48-80A of output yielding a vast 1.5 Megawatts of EV charging onto their campus.</p> <p>We used EVready Simplify to focus on a few key areas:</p> <ul style="list-style-type: none"> <li>-Leverage Playbook and Guardian to reduce operational costs through utility rate optimization and integrated live demand response</li> <li>-Leverage Guardian to integrate facility energy use with numerous EV charging hardware and software sets into a single management tool (Guardian)</li> <li>-Leverage Playbook and Guardian to increase electrical resilience by remedying overloaded electrical systems and leveraging software to prevent future overloads</li> <li>-Leverage Guardian and Manage to improve support response and resolution times, reducing operations impact and customer reputational harm</li> </ul> <p>The first step for this customer involved a dedicated utility meter for their DCFC (DC Fast Charge) application. EVready performed a utility rate review as part of the EVready Playbook to compare the utility's dedicated EV rate alongside other commercial rates available. EVready installed the EVready Node to track energy consumption and integrate with the charge management systems (CMSs) onsite. This allowed us to offset utility costs through active demand control. By setting a peak kW level for the EV charging stations, tying in to available utility demand response programs and balancing electricity use against other loads on site, EVready was able to provide visibility, control and savings for their DC Fast Charging Application.</p> <p>The next area of concern was around an overloaded electrical system. The site had a number of Level 2 EV charging stations that drew too much power alongside other building systems. EVready formulated a plan via the EVready Playbook to install the EVready Node to monitor the building consumption and manage a specific electrical panel. Through active demand control, the site is able to throttle down EV charging output when large loads activate (e.g compressors, garage doors, lifts and other intermittent loads). We also evaluated the ROI of integrating HVAC and lighting control systems as part of our overall strategy for the site.</p> <p>This site was also an early EV charging adopter, which meant the need to integrate some previous EV charging investments. We evaluated their existing EVSE and came up with strategies to utilize as many of their existing stations as possible and replace legacy models that could not accommodate energy management. Through our evaluation, the site was able to keep the same number of charging ports and even add additional ports if needed without overloading the panel using our EVready Guardian.</p> <p>Finally, the site has utilized EVready Manage to help triage and diagnose complex issues surrounding their customer facing EV charging stations. Many sites that invest in public EV chargers often issue big announcements surrounding their commitment to sustainable transportation. When those stations are unreliable or unavailable due to failures, it creates a reputational issue. Municipalities will hear complaints from residents, local businesses and tax payers. Universities and non-profit organizations will hear concerns from employees and visitors who are unable to charge. In this case, the stations were the fastest DC Fast stations in the surrounding area and the site was getting phone calls complaining about them being broken. The EVready Manage process helped to diagnose the issues and escalate with the charging manufacturer for a faster response than their normal off-shore support process would have enabled.</p> <p>In general, the combination of the EVready Playbook to create a strategy, EVready Guardian &amp; EVready Node for real-time control and visibility, and EVready Manage to support issues, provided cost savings, operational efficiencies and enhanced up-time performance for this customer.</p>
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## Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

### 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](#) - EVready Energy Sourcewell Official Price List.pdf - Monday April 14, 2025 14:29:00
  - [Financial Strength and Stability](#) - EVready Energy Financial Strength and Stability.zip - Monday April 14, 2025 14:30:40
  - [Marketing Plan/Samples](#) - EVready Energy Sourcewell Marketing Upload.zip - Monday April 14, 2025 14:44:24
  - WMBE/MBE/SBE or Related Certificates (optional)
  - Standard Transaction Document Samples (optional)
  - [Requested Exceptions](#) - RFP\_041525\_Smart\_Infrastructure\_Master\_Agreement (1).docx - Monday April 14, 2025 14:48:33
  - [Upload Additional Document](#) - EVready Energy Sourcewell Misc.zip - Monday April 14, 2025 14:53:37



## 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. - Ben Oven, Sr. Director of Technology, EVready LLC, dba EVready Energy

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_7_Smart_Infrastructure_RFP041525 Fri April 4 2025 03:43 PM	<input checked="" type="checkbox"/>	1
Addendum_6_Smart_Infrastructure_RFP041525 Tue April 1 2025 04:19 PM	<input checked="" type="checkbox"/>	8
Addendum_5_Smart_Infrastructure_RFP041525 Thu March 27 2025 02:54 PM	<input checked="" type="checkbox"/>	1
Addendum_4_Smart_Infrastructure_RFP041525 Wed March 26 2025 04:07 PM	<input checked="" type="checkbox"/>	1
Addendum_3_Smart_Infrastructure_RFP041525 Tue March 25 2025 09:49 AM	<input checked="" type="checkbox"/>	2
Addendum_2_Smart_Infrastructure_RFP041525 Tue March 18 2025 08:15 AM	<input checked="" type="checkbox"/>	1
Addendum_1_Smart_Infrastructure_RFP041525 Wed March 12 2025 08:05 AM	<input checked="" type="checkbox"/>	1