

**Form C**

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



Company Name: Zeco Systems Inc DBA Greenlots

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		No exceptions	

Proposer's Signature: *[Signature]* Date: 05/09/2017

Review and Approved:  
*[Signature]* 7/20/17  
NJPA Legal Department

**NJPA's clarification on exceptions listed above:**

Contract Award  
RFP #051017

FORM D



Formal Offering of Proposal  
(To be completed only by the Proposer)

|ELECTRIC VEHICLE SUPPLY EQUIPMENT AND RELATED SERVICES |


In compliance with the Request for Proposal (RFP) for |ELECTRIC VEHICLE SUPPLY EQUIPMENT AND RELATED SERVICES, |the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: ZECO SYSTEMS INC. D/B/A GREENLOTS Date: 05/09/2017

Company Address: 925 N LA BREA AVE

City: LOS ANGELES State: CA Zip: 90038

Contact Person: LIN KHOO Title: SENIOR VICE - PRESIDENT

Authorized Signature:  LIN-ZHUANG KHOO  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 051017-ZSI

Proposer's full legal name: Zeco Systems Inc. dba Greenlots

**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be July 25, 2017 and will expire on July 25, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette  
(NAME PRINTED OR TYPED)

Awarded on July 24, 2017

NJPA Contract # 051017-ZSI

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Zeco Systems Inc., DBA Greenlots

Authorized Signatory's Title Senior Vice President

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Lin-Zhuang Khoo  
(NAME PRINTED OR TYPED)

Executed on July 24, 2017

NJPA Contract # 051017-ZSI

**PROPOSER ASSURANCE OF COMPLIANCE**



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: ZECO SYSTEMS INC. DBA GREENLOTS

Address: 925 N LA BREA AVE

City/State/Zip: LOS ANGELES, CA 90038

Telephone Number: (415) 539-3881

E-mail Address: info@greenlots.com

Authorized Signature: 

Authorized Name (printed): LIN-ZHUANG KHOO

Title: SENIOR VICE-PRESIDENT

Date: 05/09/2017

**Notarized**

**SEE ATTACHED  
NOTARIAL CERTIFICATE**

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_

Notary Public in and for the County of \_\_\_\_\_ State of \_\_\_\_\_

My commission expires: \_\_\_\_\_

Signature: \_\_\_\_\_

# JURAT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of Los Angeles

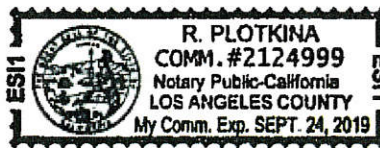
Subscribed and sworn to (or affirmed) before me on this 9th day of May,  
2017 by Lin-Zhuang Khoo

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

R. Plotkina

Signature

(Seal)



## OPTIONAL INFORMATION

## INSTRUCTIONS

### DESCRIPTION OF THE ATTACHED DOCUMENT

Proposer's Affidavit

(Title or description of attached document)

(Title or description of attached document continued)

Number of Pages 2 Document Date 5/9/2017

Additional information

The wording of all Jurats completed in California after January 1, 2015 must be in the form as set forth within this Jurat. There are no exceptions. If a Jurat to be completed does not follow this form, the notary must correct the verbiage by using a jurat stamp containing the correct wording or attaching a separate jurat form such as this one with does contain the proper wording. In addition, the notary must require an oath or affirmation from the document signer regarding the truthfulness of the contents of the document. The document must be signed AFTER the oath or affirmation. If the document was previously signed, it must be re-signed in front of the notary public during the jurat process.

- State and county information must be the state and county where the document signer(s) personally appeared before the notary public.
- Date of notarization must be the date the signer(s) personally appeared which must also be the same date the jurat process is completed.
- Print the name(s) of the document signer(s) who personally appear at the time of notarization.
- Signature of the notary public must match the signature on file with the office of the county clerk.
- The notary seal impression must be clear and photographically reproducible. Impression must not cover text or lines. If seal impression smudges, re-seal if a sufficient area permits, otherwise complete a different jurat form.
  - ❖ Additional information is not required but could help to ensure this jurat is not misused or attached to a different document.
  - ❖ Indicate title or type of attached document, number of pages and date.
- Securely attach this document to the signed document with a staple.



**Form P**

**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: Zeco Systems Inc DBA Greenlots

Questionnaire completed by: Lin-Zhuang Khoo

**Payment Terms and Financing Options**

1) What are your payment terms (e.g., net 10, net 30)?  
Net 30. Late payments incur a 1.5% interest per month.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.

Yes, we do on a case by case basis. Factors such as order size and potential for future revenues from charging or shared savings from reduced energy cost are considered when assessing suitability for leasing or financing.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

Greenlots will process all orders from NJPA Members. Our partner network will provide assistance in the form of marketing and product education, but orders from NJPA Members will be placed directly with Greenlots.

NJPA members would work closely with a Greenlots or Greenlots partner's sales associate to select the appropriate EVSE hardware unit, EVSE configurations, software, and data with quoted pricing based on the pricing sheet submitted with this RFP. The member will need to submit an authorized and signed Purchase Order to Greenlots for the desired products. Once received, Greenlots will process the Purchase Order and place hardware and installation orders with corresponding manufacturers or subcontractors.

The sales associate will work with Greenlots' operations team to ensure product delivery, installation, and commissioning onto the Greenlots SKY Network. Greenlots tracks each order by using accounting software and an internal Sales Order process. Each NJPA Purchase Order corresponds to an internal Greenlots Sales Order number, so reporting detailed quarterly sales data to NJPA is easily done.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Greenlots does not currently support P-card procurement.

**Warranty**

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Greenlots provides back-to-back warranties from the manufacturer of charging equipment. A copy of each product's warranty is provided as separate attachments to this RFP. Greenlots coordinates the warranty claim and repair / return process with the manufacturer for all products sold by Greenlots.

- Do your warranties cover all products, parts, and labor?

Warranties cover all products, parts and labor but does not cover the cost of inspecting, returning the product or repairing the product on-site.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

No

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

No, travel time and labor for technicians to repair is separately billed and depending on the manufacturer.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?

No, all regions of the United States and Canada are covered. Travel costs will vary depending on location and distance from the nearest certified technician.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

Warranties are typically passed on to the original equipment manufacturer.

- What are your proposed exchange and return programs and policies?

Any products delivered that are not as described or do not function as described will be exchanged without cost to the customer. After delivery, products cannot be returned for a refund.

6) Describe any service contract options for the items included in your proposal.

#### Charging Software as a Service

The Greenlots charging network software, SKY is provided as a Software-as-a-service (SaaS) license contract for 1, 3 and 5 years or more. The standard license is applicable for public, multi-unit dwelling or workplace charging and includes payment collection and 24x7 driver support. The SKY license is also available as a fleet-use only module, which enables vehicle-based reporting needed by fleet managers, but does not offer payment collection and has support during business hours.

The license is paid upfront for the term and is not refundable if cancelled. In exchange, a lower per year price is offered for multi-year term commitments.

#### Maintenance of EVSE

While preventive and corrective maintenance is not offered as a standard line item in the catalog, Greenlots would be willing to work with NJPA members to have a maintenance contract in place for their charging stations, if needed. The scope, effort and cost of maintenance varies according to location, charger type and application and this makes it difficult to provide standard pricing to NJPA members without knowing their location and application. There is a possibility of pooling maintenance resources among members if they are located within the same geographic area, which helps lower the cost of maintenance.

#### Design, Engineering, Construction & Installation

We have provided example pricing for common installation scope as a reference as part of our pricelist. This is not meant to be an accurate estimate as the actual installation cost is heavily influenced by site conditions such as distance of service from charger installation point, surface cover material, available electrical capacity, access restrictions, and many others.

If NJPA members would like to source for design, engineering, construction and/or installation services from Greenlots, we can provide it as an "open market" item where we would provide a quote to the member for the specific job.



**Pricing, Delivery, Audits, and Administrative Fee**

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Greenlots offers a full suite of OCPP compliant EVSE hardware and software products and services to meet the needs of all NJPA members. Included in our offering are networked Level 2 EVSE, 25kW-50kW DC fast chargers for public, workplace, multi-unit dwellings, and fleet applications, along with Greenlots SKY software to manage data collection, station monitoring and payment collection. Through its national and local partners, Greenlots also provides subcontracted installation services. Greenlots is committed to providing excellent service and support for each component of our full suite turnkey charging solutions. Greenlots manages contract project work to provide Tier 1 and Tier 2 customer support, which is included in the SKY software license.

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Please see the attached pricing sheet which shows list price along with the proposed discount tiers for NJPA members.

9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The discounts provided range from no discount off MSRP to 20% off MSRP or typical selling price in market.

10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

Greenlots has been working closely with Electrify America (Volkswagen) to expand EV infrastructure across and will look to leverage this funding where possible for NJPA members. The following Metro areas will be the focus for Electrify America's funding efforts:

- Seattle
- Portland
- Sacramento
- San Francisco
- San Jose
- Los Angeles
- San Diego
- Denver
- Houston
- Chicago
- Miami

- Raleigh
- Washington DC
- Philadelphia
- New York
- Boston

Greenlots will provide the follow quantity discount tiers for EVSE hardware: 1-9 units, 10-24 units, 24-49 units, 50+ unit

Software tiers are provided in 1, 3, and 5 year pricing.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.

Greenlots plans to provide design, engineering, construction and installation services as "open market" items and as energy management services as "nonstandard options". For "open market" items, Greenlots will work with its partner, Burns & McDonnell or source a contractor able to provide those services locally and provide a quote for each request. For energy management services, Greenlots needs to first perform an energy study of the project and provide a quote based on the results of that study.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Greenlots has included all hardware, shipping, software, commissioning, cell data, installation (sample), and warranty pricing in the proposed pricing sheet.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

The products being offered are drop-shipped to the NJPA member's desired location.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Shipping costs provided in this proposal applies only to the lower 48 states. Cost can vary for Alaska, Hawaii and Canada and will be quoted individually.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Products offered are typically fulfilled directly from the manufacturer and drop-shipped to the customer's or installation location. We can support shipping to a customer's location of choice, if it is not the final installation point.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

We plan to track all NJPA Contract related sales within our accounting system by requiring all POs that make use of the Contract pricing to have a reference to the Contract #. At the end of every quarter, our finance department will generate a report of total sales activity with that reference number. This report will be provided to NJPA along with a statement detailing the administrative fee due to NJPA.

To ensure NJPA Members obtain the proper and latest pricing, we will provide a quote to each member with the latest pricing before accepting a PO.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Greenlots proposes to pay NJPA an administrative fee of 2.0% of gross sales, based on total annual sales to NJPA Members using the Contract, paid at the end of the year.

### **Industry-Specific Questions**

19) Identify the subcategory or subcategories that best describe your solution: hardware manufacturer or distributor, network service provider, or both. If the subcategory that best describes your solutions is not identified, provide the subcategory title(s) that best describes what you are offering in your response.

Greenlots is categorized as a network service provider and hardware distributor.

20) Describe the features of your proposed solution(s) that address serviceability (maintenance, repairs, support, etc.) and which you believe are "vendor differentiators."

Greenlots operates a US-based 24x7 call center for Tier 1 support to drivers and site hosts. Tier 2 support which consists of access to software engineers for the software / network and engineers from EVSE manufacturers is available during business hours. If a problem is reported to the call center that needs to be escalated to Tier 2, this is logged in a case and tracked until resolution.

Greenlots has a staff of Customer Success Associates that are the primary point of contact for customers and installers. They are available to train customers on how to use the network dashboard, procedures of Demand Response and billing as well as answer any questions. They also work closely with installers to ensure consistent commissioning and SKY network onboarding. The SKY Network management platform allows our Customer Success Associates (CSA) to see the real-time status of all chargers on our network. If a malfunction occurs that leads to a communication or networking issue, they are able to immediately identify that and begin issue resolution.

The Greenlots 24-hour call center also provides malfunction detection. The dedicated staff is trained to triage issues across all hardware brands. These agents field report problems by users and troubleshoot issues to better identify the root cause. In many cases the issue is resolved at the end of the call. Where further escalation is required, a ticket is submitted to the Greenlots Service Management Platform. A liaison associate investigates the issue further and coordinates with the manufacturer to obtain higher levels of technical data that may lead to issue resolution. If the issue is still not able to be resolved at this time, the trouble ticket is escalated to the manufacturer where, as per our SLA, they dispatch a technician to resolve the issue on-site. Once these steps have been followed and proper due diligence conducted by all parties and the issue has not been resolved, we coordinate with the manufacturer to honor their warranty and replace the equipment.

The uptime for the Greenlots network is 99.99%, and our standard response time in case of system outages is within 2 hours, with a fix within 8 hours.

### **Maintenance**

While corrective and preventative maintenance stations is not offered as a standard line item. Greenlots can subcontract with regional and local partners to provide support and maintenance coverage. A separate maintenance contract would be put in place between Greenlots and the NJPA member. Additionally, SLAs with hardware manufacturers are in place prior to the deployment of any equipment in the field that ensure our hardware providers are ready to provide service and warranty support to their hardware when needed. Preventative maintenance includes a scheduled check of the main items and a predictive maintenance approach of the devices subjected wear and tear. The main scheduled activities are listed below:

- Housekeeping of the site: accessibility and equipment washing (if required).
- Performance monitoring: weekly or monthly download of the data acquired by the on- site met station (energy consumed, alarms, faults, etc.).
- Inspection of the main equipment:
- Connector: visual check of handle and locking mechanism.
- Transformer and electrical panels:
- Visual check of the devices including the connection box and network. Check for presence of water and dust;
  - Electrical check: measurement of voltage. Check of the main switches and safety devices (C/B's);
  - Noise: check of abnormal sounds.
  - Cabling and Wiring: visual checks for frays and connection to EVSE.

All maintenance activities will be performed by qualified personnel. Notably, most maintenance can be performed without shutting down the entire system, and can be scheduled during off hours.

21) Hardware providers, respond to a., b., c., and d. below:

a. Identify the product(s)/services being proposed by placing an "X" in the applicable box or boxes.

	Installation	Mount Type		Hardware		Port	
		Wall	Pedestal	Non-Network	Network	Single	Dual +
Level 1							
Level 2	X	X	X		X	X	X
DC Fast Charge	X	X	X		X	X	X

b. If applicable, describe your process for site assessment, site prep, and installation and describe your installation network.

Greenlots selects and works closely with local installer networks, and when possible subcontracts with diverse, minority, women, and veteran owned companies. Greenlots also works with a national level installer, Burns & McDonnell to provide design, engineering and construction services across the country. Burns & McDonnell is a 119 year old 100% employee owned construction and engineering firm with more than 5700 professionals. They are headquartered in Kansas City Missouri and have more than 40 offices Worldwide.

Greenlots' regional project managers will work with assigned installation subcontractors to ensure compliance with all permitting requirements. One of the first actions our team takes is to perform an investigation into the site's zoning and permitting requirements. This is done by contacting the planning and building officials with the local Authorities Having Jurisdiction (AHJ). The project is described in detail and the approval processes for the project are documented. All applications, fee schedules and timelines are determined at this point. Additionally, after a review of the local codes and ordinances, it is determined if the plan requires any adjustments to achieve AHJ approval without timely resubmittals.

#### Zoning

Depending on the AHJ, most sites will fall into two categories pertaining to the zoning process required. First: there is no zoning approval required prior to filing for the permits. Second: an administrative process is required prior to filing for a permit. This zoning process may require an application, design plans and possibly, a boundary survey. We will work intensely with the AHJ through the zoning process and deliver all documents, as needed, to expedite the review.

#### Permitting

Building and electrical permits must be obtained prior to starting construction. As a critical path often out of our direct control, permitting is taken seriously. We are accustomed to rolling out national programs with little advance notice. We've learned the importance of treating the review authority as a fellow professional, in effect, a team member. The AHJ is contacted day one of the process and conditioned to the timing, urgency and content of the design package they will receive at the conclusion of the design phase. This conversation vets local code enforcement, determines all reviewing entities and determines the timeframe and challenges we may face. Permitting will be expedited through this relationship based communication methodology. When necessary, a permit expeditor will be utilized to drive the permitting process to a successful completion ensuring that our permit review documents remain front and center with the AHJ review team.

c. Is your equipment Open Charge Point Protocol (OCPP) compliant at the charger level?

Yes. All hardware we offer must support OCPP natively at the charger level, and not through a cloud-to-cloud solution.

- d. Describe the ability of your hardware solutions to be integrated with network service providers and identify those network service providers with which your hardware solutions integrate.

All networked hardware provided by Greenlots is OCPP compliant and will work with Greenlots as well as other OCPP compliant network providers.

22) Network service providers, respond to a., b., c., d., and e. below:

- a. identify the products and/or services being proposed by placing an "X" in the applicable box or boxes.

Network Service Providers	Communication Type			Station Access			
	Cellular	Wi-Fi	Ethernet	RFID	App Based	Credit Card	On-Site Keypad
Level 2	X	X	X	X	X	X	X
DC Fast Charge	X		X	X	X	X	X

- b. Describe your data security practices for payment processing and user information.

All transactions are handled by a prominent, industry-leading, PCI-compliant processor that manages all credit card and payment information (certificates of security compliance are available on request). Discover, Mastercard, American Express and Visa cards are accepted for payment. For additional security, no payment information is stored on the servers of the operator or Greenlots. We also do not share any personally identifiable information of users outside of the system.

- c. Describe the ability of your proposed solution to accommodate multiple user groups (e.g., fleet, public, employees, etc.) as related to access control and pricing structures.

Greenlots SKY is built to serve the needs of various types of user groups. Public and workplace functionality such as payment collection, charging fee configuration and 24x7 driver support comes standard, while fleet user functionality like vehicle based reporting is a stand-alone or an add-on module to the standard license in case of mixed use applications. Further description of these features are detailed below:

Flexible pricing engine:

The operator has the ability to set different pricing based on a time-of-use schedule for peak, mid-peak or off-peak hours, weekdays and weekends. Pricing can be set based on the cost of electricity, on time (in per minute resolution) or a flat-fee per session. A minimum or maximum fee per session can also be set.

There is also the ability of adding a penalty fee after charging is complete but the user's vehicle remains plugged in after a configurable grace period. A graduated price structure (i.e.: free or fixed price for the initial "x" minutes followed by variable kWh or time based pricing) is in development.

Access and pricing control:

Open access can be set to any unique group of individuals and set with discounts or pricing restrictions to others. System can be setup to provide incentive or discounted price for certain sets of users. For example, OG&E customers could be set up to receive a 50% discount, but all site host employees could have free access.

Remote control:

The operator may remotely start or stop a charge session, or enable or disable the EVSE remotely.

Tiered access:

Access can be set at either administrator level, with full access to charge session reports and remote functions, or a more restricted, view-only operator level.

Fleet management:

Instead of user or station-based reporting, a fleet manager is concerned with a vehicle's charging history and charge readiness. Greenlots SKY's fleet functionality allows charging and odometer data to be collected from each vehicle when it is plugged into a Greenlots connected charging station. This information is then easily accessed by the fleet manager on SKY's web portal. It is also easy to tell when a vehicle being charged is full and ready for use from the dashboard. Greenlots can also export charging data for fleets in AssetWorks friendly format.

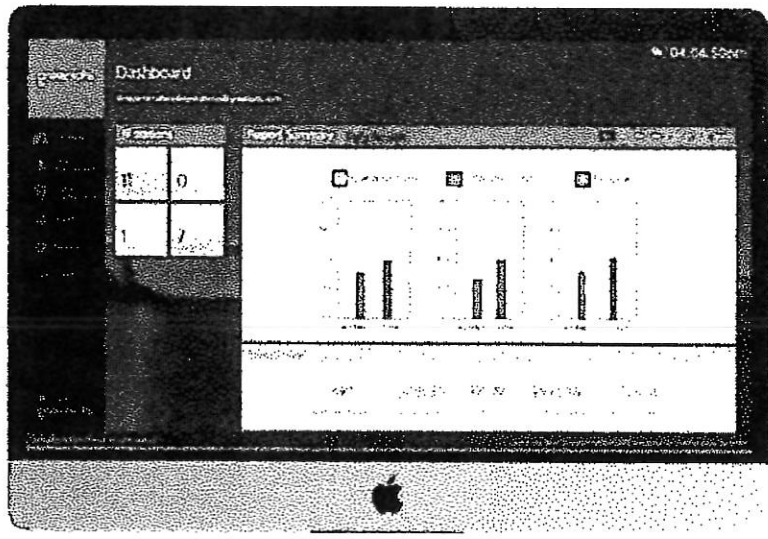
- d. Describe the reporting capabilities of your proposed solution, including the types of data collected, methods of user access to reports, and report customization options. Provide a sample report from your proposed solution demonstrating its data collection capabilities.

SKY is a web-based network solution, which allows network operators to manage open standard based EVSE. Features include: real-time EVSE status, data collection, and a flexible pricing engine.

**REAL-TIME CHARGING AND STATION STATUS**

SKY displays the real-time status of all EVSEs on a user-friendly, secure, web-based interface. At a glance, the operator can see all EVSE under management as either: 'Available', 'In-Use', 'Faulted' or 'Unknown' (no network connection) status. Operators can be notified via text message or email when a 'Faulted' or 'Unknown' status continues for an extended period of time, or for critical faults.

Screenshot below displays the network operator landing page of SKY's web-based portal.

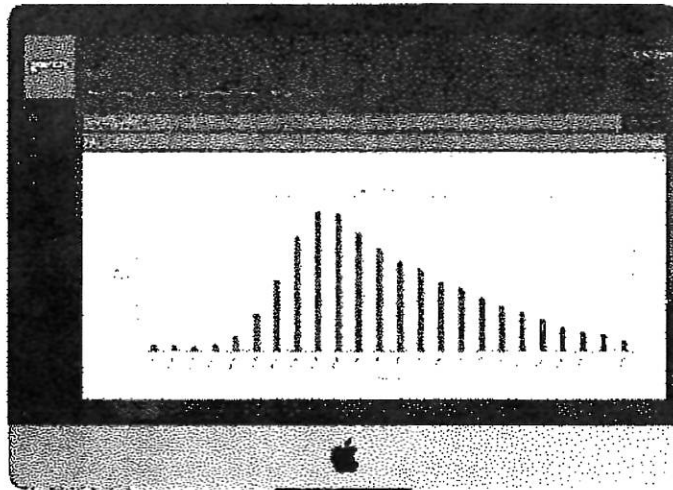


**TRANSACTION AND CHARGING DATA REPORTS**

The SKY platform tracks usage and meter data for every transaction that occurs at the EVSE station. The data collected includes:

- Total kWh per charge session
- Start- and end-charge timestamps

- Total fee per charge session
- Unique ID for each driver, via RFID, smartphone app or credit card
- Individual transaction ID for each plug-in, unplug or charging session
- Distinct ID per charging port
- Historical log of use including faults and errors



The SKY platform also tracks average number of users per day, average duration of charging and daily usage trends. All data can easily be exported from SKY into .csv or .pdf format.

April 08, 2015 22:49	April 08, 2015 22:50	SMUJDC0001	0.01	0.00 0.0	0.0	0.0 44	Credit Card	<input type="checkbox"/>
January 22, 2015 05:10	January 27, 2015 06:08	SMUJDC0001	14.62	0.00 0.0	0.0	120 57 50	RFID	<input type="checkbox"/>
October 21, 2015 21:00	October 21, 2015 21:00	Etacec CHAdoMD-Combo DCFC	0.00	0.00 0.0	0.0	0 0 30	RFID	<input type="checkbox"/>
October 21, 2015 21:25	October 21, 2015 21:28	Etacec CHAdoMD-Combo DCFC	0.01	0.00 0.0	0.0	0 2 47	RFID	<input type="checkbox"/>
October 21, 2015 21:29	October 22, 2015 01:33	Etacec CHAdoMD-Combo DCFC	0.50	0.00 0.0	0.0	4 8 47	RFID	<input type="checkbox"/>
April 10, 2015 08:20	April 10, 2015 08:25	SMUJDC0001	0.01	0.39 0.35	0.03	0 4 46	RFID	<input type="checkbox"/>
April 10, 2015 08:33	April 10, 2015 08:36	SMUJDC0001	0.01	0.39 0.35	0.03	0 3 11	Credit Card	<input type="checkbox"/>
April 10, 2015 08:42	April 10, 2015 08:44	SMUJDC0001	0.01	0.39 0.35	0.03	0 2 12	RFID	<input type="checkbox"/>
October 22, 2015 01:38	October 22, 2015 02:00	Etacec CHAdoMD-Combo DCFC	0.05	0.05 0.0	0.0	0 22 22	RFID	<input type="checkbox"/>
October 22, 2015 02:00	October 22, 2015 12:48	Etacec CHAdoMD-Combo DCFC	1.30	0.00 0.0	0.0	10 47 25	RFID	<input type="checkbox"/>

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### Example Charging Report



- e. If applicable, identify the other fleet and/or building management software programs with which your proposed solutions integrate, and describe your experiences with such integration.

Additional Services in Vehicle-Grid Integration & Storage Integration

Other than providing turn-key EVSE solutions, Greenlots also actively develops and provides solutions that allow greater vehicle-grid integration (VGI) and lower the cost and impact of supporting high penetration of electric vehicles on the grid. This is achieved by enabling demand response, smart charging and integrating battery storage alongside EV charging infrastructure.

Greenlots is a certified OpenADR2.0b provider and all charging infrastructure on the network can be controlled as addressable loads. While other providers can provide throttling control of EVSE, Greenlots takes the important extra step to notify and engage users of the charging stations to opt-in or out of the DR event.

Greenlots offers co-located battery storage systems with EVSE to offset demand charges, reduce service infrastructure upgrades and/or maximize the use of lower cost, lower emissions sourced electricity like solar. Greenlots provides a turnkey solution including the battery system, power converters, site controller and control software that is configurable to site conditions and performance.

Additional Services in Fleet

Should there be a need, Greenlots network is equipped to provide operators with detailed and specific reporting for fleet vehicles. Through use of its web-based SKY portal, the fleet's charging status can be viewed in real-time. The following features are also supported on Greenlots SKY's fleet module:

- The ability to create Fleets and Fleet Vehicles in the software
- Tracking and reporting charging data (frequency of charging, duration, electricity (kWh) charged, location) for each Fleet Vehicle and the Fleet as a whole
  - Obtaining report on a per vehicle basis, instead of a per charging station view
  - Reports can be integrated to push data directly to the fleet operator's asset tracking software
  - The ability to see the charging status of each Fleet Vehicle when plugged in
  - The ability to assign a user to each Fleet Vehicle
  - The ability for each Fleet Vehicle to charge at public Greenlots chargers, while paying for them through a central pool account
  - Export in AssetWorks data format

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

05/09/2017

AMENDMENT #1  
TO  
CONTRACT #051017-ZSI

THIS AMENDMENT is by and between **Sourcewell** and **Zeco Systems Inc., DBA Greenlots** (Vendor).

Vendor was awarded a Sourcewell Contract for Electric Vehicle Supply Equipment and Related Services effective July 25, 2017, through July 25, 2021, relating to the provision of products and services by Vendor to Sourcewell and its Members (Original Agreement).

The parties agree that certain terms within the Original Agreement will be updated and amended and only to the extent as hereunder provided.

IN CONSIDERATION OF the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.
2. Form P, Payment Terms and Financing Options, Question #3, is modified to amend and add the following underlined words to the first sentence:

**“Greenlots and/or an approved partner will process all orders from Sourcewell members.”**

3. Effective June 6, 2018, NJPA changed its name to Sourcewell. All references in these documents to NJPA should be read as being replaced with “Sourcewell.”

Except as amended by this Amendment, the Original Agreement remains in full force and effect.

**Sourcewell**

DocuSigned by:  
By: Jeremy Schwartz  
Authorized Signature C0FD2A139D06489...

Jeremy Schwartz  
Name – Printed

Title: Director of Operations & Procurement/CPO

Date: 7/29/2020 | 12:38 PM CDT

**Zeco Systems Inc., DBA Greenlots**

DocuSigned by:  
By: Scott Fisher  
Authorized Signature A24D0C23CA344BB...

Scott Fisher  
Name – Printed

Title: Vice President, Commercial

Date: 7/29/2020 | 11:45 AM EDT

**Sourcewell-APPROVED:**

DocuSigned by:  
By: Chad Coauette  
Authorized Signature 7E42B8F817A64CC...

Chad Coauette  
Name – Printed

Title: Executive Director/CEO

Date: 7/29/2020 | 12:40 PM CDT