



**Date:** September 27, 2016  
**To:** THE TRUSTEES  
**From:** THE PRESIDENT and CHIEF EXECUTIVE OFFICER  
**Subject:** **Procurement (Services) Contract –  
Energy Efficiency Program – Electric Vehicle  
Supply Equipment – Contract Award**

**SUMMARY**

The Trustees are requested to authorize the award of a 5-year contract to EV Connect Inc. (“EV Connect”) of Los Angeles, CA to provide Electric Vehicle Supply Equipment (“EVSE” or “charging stations”), including optional installation and networking services, for an amount not to exceed \$4 million. The contract will be used under the Authority’s existing Energy Efficiency Program for projects in support of the Governor’s Charge NY Initiative (the “EVSE Projects”). The Charge NY Initiative aims to create a statewide network of up to 3,000 EVSE in New York State by 2018.

These EVSE Projects will be implemented under the Energy Efficiency Program using funds previously approved by the Trustees. Project costs will be recovered directly from the participants.

**BACKGROUND**

Section 2879 of the Public Authorities Law and the Authority’s Guidelines for Procurement Contracts require the Trustees’ approval for procurement contracts involving services to be rendered for a period in excess of one year. In accordance with the Authority’s Expenditure Authorization Procedures, the award of non-personal services or equipment contracts in excess of \$3 million require the Trustees’ approval.

The Energy Efficiency Program provides energy efficiency, clean energy technologies and sustainability services to customers meeting the eligibility criteria under Public Authorities Law, Section 1005. Energy efficiency services include audits, design, engineering, procurement, and installation services related to a wide variety of energy technologies and renewables, including the installation of EVSE.

**DISCUSSION**

A request for proposals (“RFP”) was advertised in the New York State *Contract Reporter* on June 30, 2016 and posted on the Authority’s Procurement website on July 1, 2016, for the design, fabrication, delivery, installation, start-up, and service of EVSE at various locations throughout New York State. In response to the RFP, four proposals were received by the July 26, 2016 deadline. Two Addenda were issued in response to prospective bidder questions and requests for clarifications.

A committee with representatives from Energy Services Implementation, Integrated Grid and Procurement evaluated the proposals. The proposals were evaluated based on the following technical criteria as well as compliance to the commercial terms and conditions of the RFP:

- Experience managing similar EVSE projects
- Knowledge of EVSE technologies and best practices
- Compliance with industry standards issued by the Society of Automotive Engineers (SAE) and Underwriters Laboratories (UL)
- Compliance with NYPA's networking data requirements
- Costs for EVSE equipment, design, installation labor, networking and extended warranty

Upon evaluation of the proposals, the committee reached the conclusion that EV Connect was the lowest qualified bidder and the most compliant to NYPA's specifications and commercial requirements.

### FISCAL INFORMATION

No increase in fiscal authorization is being requested for the Energy Efficiency Program at this time. The funding for the EVSE Projects will be provided from the Authority's operating funds and/or from the proceeds of the Authority's Commercial Paper Notes or other financing instruments, as deemed appropriate. All Authority costs, including overheads and the costs of advancing the funds, will be recovered.

A value contract in the sum not to exceed \$4 million with a term of five years is recommended based on an estimated installation of 300 (ten percent of the state's goal) networked EVSE with full installation services. Given that some customers will opt for non-networked EVSE and to self-install the equipment, the total contract value may be lower. The total contract price will be determined after NYPA has executed agreements with customers for the EVSE projects.

### RECOMMENDATION

The Executive Vice President and Chief Commercial Officer, the Senior Vice President – Economic Development and Energy Efficiency, the Vice President – Procurement, and the Vice President – Integrated Grid recommend that a contract award be made to EV Connect, Inc., in an amount not to exceed \$4 million, and a term of five years, to provide Electric Vehicle Supply Equipment (“EVSE” or “charging stations”) in support of the Charge NY initiative.

For the reasons stated, I recommend the approval of the above-requested action by adoption of the resolution below.

Gil C. Quiniones  
President and Chief Executive Officer

## RESOLUTION

RESOLVED, that pursuant to the Guidelines for Procurement Contracts adopted by the Authority and the Authority's Expenditure Authorization Procedures, approval is hereby granted to award a five-year contract to EV Connect, Inc. in an amount not to exceed \$4 million, to provide Electric Vehicle Supply Equipment ("EVSE" or "charging stations") at various locations throughout New York State in support of the Governor's Charge NY initiative:

**Contractor**

**EV Connect, Inc.  
Los Angeles, CA**

**Q16-6086MH**

**Contract Approval**

**5 years**

**\$4 million (aggregate)**

AND BE IT FURTHER RESOLVED, That the Trustees hereby authorize the President and Chief Executive Officer, the Chief Commercial Officer, the Senior Vice President – Economic Development and Energy Efficiency, the Vice President – Integrated Grid, and/or such officer designated by the President and Chief Executive Officer to execute agreements and other documents by the Authority and the Energy Efficiency Program participants, to execute agreements and other documents with contractors, these agreements having such terms and conditions as the executing officer may approve, subject to the approval of the form thereof by the Executive Vice President and General Counsel, to facilitate the implementation of projects under the Energy Efficiency Program that support the Governor's Charge NY Initiative ("EVSE Projects"); and be it further

RESOLVED, That the Authority's Commercial Paper Notes, Series 1, Series 2, and Series 3, and Operating Fund monies may be used, as appropriate, to finance the EVSE Projects; and be it further

RESOLVED, That the Chairman, the Vice Chairman, the President and Chief Executive Officer, the Chief Commercial Officer and all other officers of the Authority are, and each of them hereby authorized on behalf of the Authority to do any all things, take any and all actions and execute and deliver any and all agreements, certificates and other documents to effectuate the foregoing resolution, subject to the approval of the form thereof by the Executive Vice President and General Counsel.