2022 PBS Customer Forum

Day 2 Session 2

FOCUS FOR the FUTURE

F3 PBS CUSTOMER FORUM

2022
EVSE Essentials
Electric Vehicle Supply Equipment
Our Speakers

Host
Eric Fulton
National Program Manager
Communications and Customer Outreach
Office of Portfolio Management and
Customer Engagement
GSA-Public Building Service

Speakers

William Sonenberg
Program Director
EV Infrastructure PMO
Office of Facilities Management
GSA-Public Buildings Service

Jesse Cohen
Program Manager
Acquisition Policy & Program Division
Office of Acquisition Management
GSA-Public Buildings Service

Caitlin Dorame
Program Analyst
Zero-Emission Vehicle Team
Office of Fleet Management
GSA-Federal Acquisition Service
GSA Electrification Priorities & Benefits

E.O. 14057: Catalyzing Clean Energy Industries and Jobs Through Federal Sustainability

- President’s agenda for 100 percent zero-emission light-duty vehicle acquisitions by 2027 and 100 percent zero-emission vehicle acquisitions by 2035
- Positive impact to our environment & economy
- Reducing carbon emissions and greenhouse gases, reducing fuel costs and shifting consumption away from imported oil to more locally produced clean energy sources
- Creating jobs for many in the technology, manufacturing, consulting, design and construction industries.
- Complete governmentwide infrastructure solutions
How The GSA Process Works

- Customer requests typically routed to PBS for EV Design & Construction
- GSA controlled facilities:
  - Owned - Utilize D-B IDIQ
  - Delegated - based on delegation agreement; GSA should always be involved since it’s our asset
  - Lease - work with Leasing Acquisition Manager/Leasing CO or LCS in conjunction with the lessor
How The GSA Process Works con’t

● Non-GSA controlled facility (customer owned):
  ○ BPA for charging stations
  ○ Utilize customer contractor or use D-B IDIQ

● A Reimbursable Work Authorization (RWA), a financial agreement in which the customer reimburses PBS for their services, is required to initiate a project

● Submit a Work Request (WR) through the external RWA Entry and Tracking Application (eRETA)
  ○ eRETA is a web Based application to automate and manage the WR
  ○ Required for all customers
The Benefits

● A complete EV solution
● Close collaboration between PBS & FAS - “One GSA”
● Contracting vehicles with full service option; allows for a one stop shop
  ○ FAS BPA - charging stations and other services
  ○ PBS IDIQ - site assessment, design, construction, installation
● Ability for D-B IDIQ contractors to order charging stations off of the FAS BPA
Our Greatest Challenges

● Electrical capacity in our facilities
● Need to upgrade electrical equipment
● Need to upgrade electrical services
● Funding
● Coordination & Cultural Change
● Supply chain disruptions plaguing the automotive industry
  ○ Microchip shortages
  ○ Raw material shortages/in control of non-U.S. players
  ○ Labor shortages
  ○ Shipping delays
  ○ EV demand exceeding supply
What Actions Are GSA Taking

- Contracting for Site Assessments in approximately 165 GSA owned buildings
- Starting to engage with Electric Utility companies
- Obtaining customer agency plans to change out vehicles to EVs over the coming years
- GSA Fleet onboarding new electric vehicle models to mirror commercial availability
- Providing financing opportunities for electric vehicles
- Sharing information on GSA’s new governmentwide EVSE BPAs
- Awarding complimentary D-B IDIQ Installation Contracts
General Construction with Design/Build Capabilities to Support Electric Vehicle Supply Equipment (EVSE) Installation
IDIQ Objectives

- Support EVSE installation at Federal locations nationwide
- For use by GSA and Other Federal Agencies
- Streamlined procurement process
- Small business opportunities
- Part of “One-GSA” complimentary contract solutions
IDIQ Details

Geographic Zones

$500 Million Ceiling
(Per Geographic Zone)

$50k-$4 million
(Estimated Task Order amount)

1 year base period and
four 1-year options
IDIQ Services

General Construction Services

Design/Build Services

Feasibility Study and/or Site Assessment

Utility Coordination

Electrical Infrastructure Upgrades (e.g., conduit, switchgear)

EVSE Installation

Other site work (e.g., trenching, bollards)

Testing, Commissioning
Total Small Business Set Aside

- 4 Small Business Geographic Zones
- 24 Small Business Awards (Approx.)
- 6 IDIQ Contracts/Geographic Zones (Approx.)
Geographic Zones

Zone A
Connecticut • Maine • Massachusetts • New Hampshire • Rhode Island • Vermont • New Jersey • New York • Delaware • Maryland • Pennsylvania • Virginia • West Virginia • Washington D.C.

Zone B
Alabama • Florida • Georgia • Kentucky • Mississippi • North Carolina • South Carolina • Tennessee • Texas • Louisiana • Arkansas • Oklahoma • New Mexico • Puerto Rico

Zone C
Illinois • Indiana • Michigan • Minnesota • Ohio • Wisconsin • Iowa • Kansas • Missouri • Nebraska

Zone D
Colorado • Montana • North Dakota • South Dakota • Utah • Wyoming • Arizona • California • Hawaii • Nevada • Alaska • Idaho • Oregon • Washington
IDIQ Ordering Path Options

Ordering Path 1:
○ PBS awards and manages project
○ For buildings in or not in PBS’s Portfolio

Ordering Path 2:
○ Self-Service
○ Customer awards directly from IDIQ & manages project
○ For buildings not in PBS’s Portfolio

Ordering Path 3:
○ PBS Contract Support
○ For buildings not in PBS’s Portfolio
Estimated Timeline

- **October 2021**: Market Research/Industry Day
- **January 2022**: Draft RFP Posted
- **March 2022**: Request for Proposal
- **May 2022**: Proposals Due
- **Summer 2022**: PBS Governmentwide IDIQ Contracts Awarded
FAS EVSE Blank Purchase Agreements (BPAs)

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FAS EVSE BPA Award Highlights

- Includes hardware, software, O&M, make-ready/site assessment services & more!
- Contract Length: 60 Months
- 16 offerors were awarded, including 9 small businesses
- Over 30 EVSE brands and 1,165 line items
- Onboarding Opportunities
- PBS Contractors can buy from FAS BPA holders creating a 1 stop shop for stations & installation
- Networks & Networked Stations still undergoing IT Security review
- View all offerings, pricing and BPA-holder information at GSA.gov/EVSE
Who Can Access the EVSE BPA?

- Any agency or entity that can lease or purchase vehicles from GSA
- Tribes
- State, Local & Tribal Governments
  - Emergency/disaster preparation, response/major disaster recovery (Stafford Act (42 U.S.C. 5121-5207));
  - When expending Federal grant funds in response to Public Health Emergencies (42 USC § 247d);
  - Cooperative Purchasing Program
    - Procuring IT (networks and software)
    - Law enforcement and security solutions in support of everyday missions (40 U.S.C § 502 (c))
- PBS Contractors through FAR Subpart 51.1 Class Deviation CD-2022-04
Types of Facilities That Can Access EVSE BPAs

- **GSA-Owned and Operated Facilities**: Yes - GSA will handle.
- **GSA-Owned Delegated Facilities**: Yes
- **GSA-Leased Space**: Lessor can use BPAs for market research.
- **Customer/Agency Owned Facilities**: Yes
EV Charging Station Infrastructure

### Level-1 Charging
110V/120V
- J1772 is standard
- 4-6 miles per hour charge time
- $0-$3K

### Level-2 Charging
208V/240V
- J1772 is standard (Tesla’s come with adapter)
- 10-20 miles per hour charge time
- $500-$12,000

### DC Fast Charger
208V/480V
- Most vehicles use CCS (Tesla comes with adapter)
- Nissan Leaf uses CHAdeMO
- 50-90 miles in 30 minutes
- $32,000+

- Finding a charger plugshare.com or DOE Alternative Fueling Station Locator
- Sites like abetterrouteplanner.com help you plan for charging on trips
FAS EVSE Award Overview – Types and Networks

L2 Stations
- efacec
- EVOCHARGE
- juicobar
- blink
- enel x
- ClipperCreek
- ATOM
- F.A.T.N
- EATON
- BTCPower
- SemaConnect
- PowerCharge
- Loop

DC Fast
- TRITIUM
- AMPLY POWER
- efacec
- chargePoint
- Rhombus
- SemaConnect
- Loop

Networks
- SIEMENS
- chargePoint
- evoconnect
- EVgo
- SemaConnect
- EVGATEWAY

Solar/Portable
- ChargePoint
- BEAM
- FREEWIRE

Find all offerings, pricing and attributes & full list of BPA Holders on gsa.gov/evse
FAS EVSE Award Overview – Services & Charges

● Hourly Services Offered
  ○ Activation, Site Validation/prep, Commissioning, Permitting, Consulting, Basic Install, Site Assessment, Permitting, Site Prep, Utility Coordination, Wiring, etc.

● Charging as a Service (CaaS)*
  ○ Proactive Monitoring/Maintenance; Assembly & activation of the stations; Access control, unlimited station configuration & policy changes, software upgrades, ongoing operator & driver support, charging data & analytics, power management, valet services, au one-business-day response time; NO INSTALL at this time.

*More CaaS offerings being added.

Find all offerings, pricing and attributes & full list of BPA Holders on gsa.gov/evse
## Types of Assistance

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<thead>
<tr>
<th>Less Assistance (Less fees)</th>
<th>More Assistance (Generally Higher fees)</th>
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<tbody>
<tr>
<td><strong>Self-Service &amp; Agency Provides Installers</strong></td>
<td><strong>GSA Buys Stations Only</strong></td>
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<tr>
<td>● Purchase from GSA's EVSE BPAs</td>
<td>● Agency provides requirements</td>
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<tr>
<td>● Agency handles contracting for stations &amp; installation</td>
<td>● GSA purchases stations on behalf of agency for a fee</td>
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<tr>
<td>● Customer agency handles contracting for site assessment, design &amp; construction</td>
<td>● GSA install contractors can buy stations or customer agency can buy stations</td>
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<tr>
<td><strong>Design/Build Contracts Access (Agy CO needed)</strong></td>
<td><strong>GSA Awards Task Order &amp; Manages Project</strong></td>
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<td>● Agency provides requirements</td>
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<td>● GSA does site assessment, buys stations and installs</td>
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<td>● GSA controlled space, agency <strong>must</strong> come to GSA for full service (RWA fee structure)</td>
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<td>● Non-GSA controlled space, customer agency may utilize GSA to provide full service (RWA fee structure)</td>
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<td><strong>Charging as a Service</strong></td>
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Electrical Utility Company & EVSE Industry Perspectives

Moderator

Erin Lannon
Program Manager
Center for Emerging Building Technologies
GSA-Public Buildings Service

Panelists

Glenn Halliday
Director, Federal Partnerships
Southern Company

Eric Moberg
Manager, Customer Solutions
Pepco Holdings

Tim O’Neil
Electric Vehicle Onboarding
Pacific Gas & Electric Company

Sean Tully
Supervisor, Energy Efficiency
Eversource

Brandyn Bicknese
Product Portfolio Manager
Xcel Energy

Matt Bianco
President
FedWay Consulting, LLC
Panelist Reflections

1. What are the challenges facing EVSE infrastructure?

2. How are you working to improve grid infrastructure?

3. What programs, rebates, incentives, grants do you offer to your customers?
Q&A - EVSE Essentials
Our Forum Continues...

Use the same Zoom link from today to attend the rest of this week’s sessions.

Encourage a peer to register!

www.gsa.gov/pbsforums

10am-12:30pm eastern daily

Day 3 - Thursday June 16th

Project Management Tools

Building Diversity