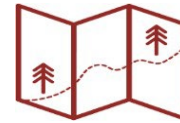


PORTFOLIO TITLE: [EV Charging Stations \(06/01/2024- 05/31/2029\)](#)
LEAD STATE: Maryland

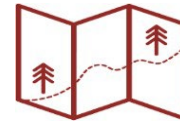
<u>OVERVIEW:</u> The Master Agreements in this portfolio offer discount off pricing for EV Charging Stations, Equipment, and Services.	<u>TERM:</u> June 1, 2024, - May 31, 2029 <u>INITIAL TERM:</u> 3-years, (June 1, 2024 - May 31, 2027) <u>RENEWALS:</u> Two 1-year renewals <u>TOTAL TERM POSSIBLE:</u> 5 Years
<u>PRODUCT CATEGORIES:</u> Category 1: Level 2 – EV Chargers (Value Add Items: Hardware/Software/Support Services) Category 2: Level 3 – DC Fast Chargers (Value Add Items: Hardware/Software/Support Services) A note about Value Add Items: - Value-Add items may include but are not limited to: all hardware (inclusive of original equipment purchases and replacement parts), software, and support services (i.e., training, repair, professional services, consulting services, project development, etc.) to develop, install, maintain, and repair the applicable Level 2 or 3 charging station. - All suppliers provide a base discount they will offer to Purchasing Entities which will be located on their landing page.	
<u>SUPPLIERS AVAILABLE:</u> ✓ ABM (Awarded Categories 1 and 2) ✓ Autoflex (Awarded Categories 1 and 2) ✓ Blink (Awarded Categories 1 and 2) ✓ Connected Kerb (Awarded Category 1) ✓ District Fleet (Awarded Categories 1 and 2) ✓ EO Charging (Awarded Categories 1 and 2) ✓ EZ Voltz (Awarded Categories 1 and 2) ✓ InCharge Energy (Awarded Categories 1 and 2) ✓ IoTecha (Awarded Category 1) ✓ National Car Charging (Awarded Categories 1 and 2) ✓ OpConnect (Awarded Categories 1 and 2)	<u>KEY BENEFITS:</u> The following key benefits were derived from the procurement of this portfolio: - Comprehensive coverage for all EV needs including all Level 2 and Level 3 DC Fast Charge options; - Wide array of supplier, manufacturer, and product options; - Value Add services include installation, maintenance, repair, training, software support. - Allows for addition of new technology, devices, charging stations as long as they are substantially within the Scope of work

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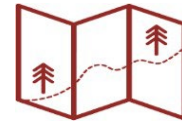
✓ Winn Marrion (Awarded Categories 1 and 2) ✓ Zef Energy (Awarded Categories 1 and 2) 	
<u>PRICING:</u> The Master Agreements offer discount off line-item pricing on EV Charging Stations, Equipment, and Services. See the supplier's current pricing on their NASPO ValuePoint website supplier page.	
<u>PROCUREMENT BACKGROUND:</u> This is the first iteration of this portfolio and was selected through our Emerging Markets initiative. In July of 2023, the Lead State of Maryland, in conjunction with NASPO, publicly posted this solicitation. In November and December of 2023, NASPO sought and was granted approval of the award by the NASPO Executive Council, thus establishing this portfolio.	
<u>STATES ON SOURCING TEAM:</u>  Maryland (Lead)  Colorado  Iowa  Minnesota - Rhode Island 	<u>SOLICITATION INFORMATION:</u> Type: Request for Proposal (RFP) Solicitation Number: BPM037964 Date Released: July 14, 2023 Pre-Bid Conference: July 31, 2023 Date Closed: September 13, 2023
<u>PUBLIC POSTING OF SOLICITATION:</u> Solicitation was Publicly Advertised from July 14, 2023 to September 13, 2023. - Website Posted On: eMaryland Marketplace Advantage (eMMA) - Posting Link: Maryland Solicitation #BPM037964 - Number of Days Solicitation was Publicly Posted: 61 - Number of Amendments Posted: 2	<u>PUBLIC OPENING</u> Sealed responses were publicly opened in virtual meetings that took place from 9/27/2023 – 10/3/2023. 

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<u>VENDOR RESPONSES:</u> • Number of Vendor Responses Received: 52 • Number of Non-Responsive Vendor Responses: 13 • Number of Vendor Responses Evaluated: 39	<u>EVALUATIONS:</u> Responses were evaluated by the members of the Sourcing Team during the week of September 27, with final scoring provided by the evaluation team on October 6, 2023.
<u>EVALUATION CRITERIA:</u> Responses were evaluated based on the following Evaluation Criteria (1000 Total Points (technical + cost)): Technical Criteria (700 Points): 1. Experience and Qualifications (150) 2. Physical and IT Security (150) 3. Dealer/Distribution/Partner Network (100) 4. Sustainability (100) 5. Ability to Meet Scope of Work (100) 6. Warranties and Service (75) 7. Promotion of the NASPO ValuePoint Master Agreement (25)  Cost (300 Points): 1. Market Basket Cost (150) 2. Discount Percentage (150)	
<u>SCORING:</u> Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Maryland as identified on this portfolio’s NASPO ValuePoint website.	
<u>AWARD:</u> The RFP allowed for multiple vendor awards based on a natural break. The sourcing team comprised members from Maryland, Colorado, Iowa, Rhode Island, and Minnesota, all unanimously agreed that awarding all Offerors in both c best interest of NASPO members to provide adequate delivery, service, availability, and product compatibility, which is consistent with the language identified in the solicitation as a condition of the Natural Break. The Procurement Officer agreed with the committee's decision.	
<u>PUBLIC POSTING OF AWARD:</u> Award Posting Start: Award Posting End:	<u>NOT AWARDED VENDORS:</u>

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Posting Link: [EV Charging Maryland](#)

[Procurement Site](#)

Total Days Posted: 61

Vendors Awarded: 14

Protests Received: 0

- Assetworks Inc.
- Blue Whale EV
- BT2
- Charge, LLC
- EV Tech
- EvGateway
- Facilities Solutions Group
- Ford Motor Company
- Forefront Power, LLC
- Fulcrum Energy Solutions
- JF Acquisition
- LilyPad EV
- Livingston Energy Group
- Maxari
- North Coast Electric
- Nova Charge
- One Source Distributors
- PlugIn Stations Online, LLC
- Power Flex Systems, Inc
- Red E Charge
- RIFE International
- Smart City Capital
- Smart Energy Water
- The Mobility House
- Verdek, LLC

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