



**Response to State of Iowa RFP
1119005053 for Electric Vehicle
Charging Stations – Cost Proposal**

**Quote Number: OC20107
August 12, 2019**

Revision Reason: N/A
Title: Response to State of Iowa RFP 1119005053 for Electric Vehicle Charging Stations – Cost Proposal

Representative: Dexter Turner
OpConnect
(503) 553-9106
dturner@opconnect.com

Customer: **RFP Number: RFP1119005053**
RFP Title: Electric Vehicle Charging Stations
Nancy Wheelock
Iowa Department of Administrative Services
Central Procurement Bureau
Hoover Building, Floor 3
1305 E. Walnut Street
Des Moines, IA 50319

Shipping Address: TBD

References: 1. **RFP Number: RFP1119005053**

Cost Proposal

Respondent’s Cost Proposal shall include an all-inclusive, itemized, total cost in U.S. Dollars (including all travel, expenses, etc. in prices). All pricing to be FOB Destination, freight cost and all expenses included; and based on Net 60 Days Payment Terms. The following template is an example of the information that should be provided in Contractor’s Cost Proposal.

Notes:

- 1. *OpConnect is proposing multiple EV Chargers to meet the varying needs of your State organizations so one table is completed for each charging station model proposed*
- 2. *The Total Price is the price of the charger, and license fee, any applicable cloud network services fees and the maintenance service agreement for networked chargers. The maintenance plan can also be applied to non-networked chargers if you wish. Optional items such as the cord management system are not included in the Total cost. Applicable sales taxes (which may not be applicable to state agencies) are also not included in the Total cost.*

Deliverable Item – HCS-40 (non-networked 40amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$572.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$64.83
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4’ high, single charger mounting	\$745.00
Dual charger mounting kit for 4’ high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$572.00

Quantity Discounts:
 1-20 Units: 0%

21 – 50 units: 2%
 51- 100 units: 4%
 101 or more units: 6%

Deliverable Item – HCS-50 (non-networked 50amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$642.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$72.75
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4’ high, single charger mounting	\$745.00
Dual charger mounting kit for 4’ high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$642.00

Quantity Discounts:
 1-20 Units: 0%
 21 – 50 units: 2%
 51- 100 units: 4%
 101 or more units: 6%

Deliverable Item – HCS-40-N-C (networked, Cellular, 40amp Level 2 Charger)	Firm US Dollars
---	------------------------

Electric Vehicle Charging Station (purchase) – Unit cost	\$1,875
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$212.49
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, HCS-C cellular connection (\$240/port/year) – price provided for 3 years of service	\$720/port
Maintenance service agreement, HCS-40 chargers : \$225/port/year – price provided for 3 years of service	\$675/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4' high, single charger mounting	\$745.00
Dual charger mounting kit for 4' high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$3,270

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – HCS-40-N-B (networked, Bluetooth, 40amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$1,458
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$165.24
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, HCS-C cellular connection (\$240/port/year) – price provided for 3 years of service	\$720/port
Maintenance service agreement, HCS-40 chargers : \$225/port/year – price provided for 3 years of service	\$675/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4’ high, single charger mounting	\$745.00
Dual charger mounting kit for 4’ high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$2,853

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – HCS-50-N-C (networked, Cellular, 50amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$1,215
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$137.70
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, HCS-C cellular connection (\$240/port/year) – price provided for 3 years of service	\$720/port
Maintenance service agreement, HCS-40 chargers : \$225/port/year – price provided for 3 years of service	\$675/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4' high, single charger mounting	\$745.00
Dual charger mounting kit for 4' high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$3,410

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – HCS-50-N-B (networked, Bluetooth, 50amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$1,557
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$176.46
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, HCS-C cellular connection (\$240/port/year) – price provided for 3 years of service	\$720/port
Maintenance service agreement, HCS-40 chargers : \$225/port/year – price provided for 3 years of service	\$675/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
HCS Pedestal, 4’ high, single charger mounting	\$745.00
Dual charger mounting kit for 4’ high HCS pedestal	\$178.00
HCS Wall-mounted cable management retractor (per port)	\$405.00
HCS cable management system, single port HCS Chargers, pedestal mounted	\$775.00
HCS cable management system, dual port HCS Chargers	\$1,045.00
TOTAL COST:	\$2,952

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – L2W-30-240-16 (Single Port wall-mount, Level 2 charger, 30 amps, credit card reader, 7” full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$3,491.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$720
Maintenance service agreement, EVP single port chargers : \$495/year – price provided for 3 years of service	\$1,485
Optional Items Depending Upon Whether Wall-mount of Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$5,696.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2W-30-240-15 (Dual Port wall-mount, Level 2 charger, 30 amps, credit card reader, 7” full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$4,293.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A

Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$1,440.00
Maintenance service agreement, EVP single port chargers : \$695/year – price provided for 3 years of service	\$2,085.00
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$7,818.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2P-30-240-16 (Single Port pedestal-mount, Level 2 charger, 30 amps, credit card reader, 7" full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$3,856.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$720
Maintenance service agreement, EVP single port chargers : \$495/year – price provided for 3 years of service	\$1,485
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	

L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$6,061.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2P-30-240-15 (Dual Port pedestal-mount, Level 2 charger, 30 amps, credit card reader, 7" full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$4,609.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$1,440.00
Maintenance service agreement, EVP single port chargers : \$695/year – price provided for 3 years of service	\$2,085.00
Optional Items Depending Upon Whether Wall-mount of Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$8,134.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2W-40-240-16 (Single Port wall-mount, Level 2 charger, 40 amps, credit card reader, 7” full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$4,293.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$720
Maintenance service agreement, EVP single port chargers : \$495/year – price provided for 3 years of service	\$1,485
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$6,498.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2W-40-240-15 (Dual Port wall-mount, Level 2 charger, 40 amps, credit card reader, 7” full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$4,774.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A

Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$1,440.00
Maintenance service agreement, EVP single port chargers : \$695/year – price provided for 3 years of service	\$2,085.00
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$8,299.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2P-40-240-16 (Single Port pedestal-mount, Level 2 charger, 40 amps, credit card reader, 7" full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$4,508.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$720
Maintenance service agreement, EVP single port chargers : \$495/year – price provided for 3 years of service	\$1,485
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	

L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$6,713.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L2P-40-240-15 (Dual Port pedestal-mount, Level 2 charger, 40 amps, credit card reader, 7" full color LCD)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$5,476.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, EVP single port charger (\$240/port/year) – price provided for 3 years of service	\$1,440.00
Maintenance service agreement, EVP single port chargers : \$695/year – price provided for 3 years of service	\$2,085.00
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
L2X charger dual port cable management system	\$844.00
TOTAL COST:	\$9,001.00

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – CS-100 (non-networked 100amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$2,095.00
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$237.42
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
CS Pedestal, 4' high, single charger mounting	\$745.00
Dual charger mounting kit for 4' high CS pedestal	\$178.00
CS Wall-mounted cable management retractor (per port)	\$405.00
CS cable management system, single port CS Chargers, pedestal mounted	\$775.00
CS cable management system, dual port CS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$2,095.00

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – CS-100-N-C (networked, Cellular, 100amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$3,853
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$436.68

Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, CS-C cellular connection (\$240/port/year) – price provided for 3 years of service	\$720/port
Maintenance service agreement, CS-100 chargers : \$375/port/year – price provided for 3 years of service	\$1,125/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
CS Pedestal, 4' high, single charger mounting	\$745.00
Dual charger mounting kit for 4' high CS pedestal	\$178.00
CS Wall-mounted cable management retractor (per port)	\$405.00
CS cable management system, single port CS Chargers, pedestal mounted	\$775.00
CS cable management system, dual port CS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$5,698

Quantity Discounts:

1-20 Units: 0%

21 – 50 units: 2%

51- 100 units: 4%

101 or more units: 6%

Deliverable Item – CS-100-N-B (networked, Bluetooth, 100amp Level 2 Charger)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$3,405

Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$385.89
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, CS-C cellular connection (\$140/port/year) – price provided for 3 years of service	\$420/port
Maintenance service agreement, CS-100 chargers : \$375/port/year – price provided for 3 years of service	\$1,125/port
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
CS Pedestal, 4' high, single charger mounting	\$745.00
Dual charger mounting kit for 4' high CS pedestal	\$178.00
CS Wall-mounted cable management retractor (per port)	\$405.00
CS cable management system, single port CS Chargers, pedestal mounted	\$775.00
CS cable management system, dual port CS Chargers, pedestal mounted	\$1,045.00
TOTAL COST:	\$4,950

Quantity Discounts:

1-20 Units: 0%
21 – 50 units: 2%
51- 100 units: 4%
101 or more units: 6%

Deliverable Item – L3R-50-480-01 (networked, cellular, 50kW DC Fast Charger, CHAdeMO & CCS1 couplers, 15" touchscreen LCS, credit card reader, cord retraction, regular cabinet)	Firm US Dollars
---	------------------------

Electric Vehicle Charging Station (purchase) – Unit cost	\$29,853
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, DC Fast Charger (\$450/year/charger) – price provided for 3 years of service	\$1,350/charger
Maintenance service agreement, L3 DC fast chargers : \$1,792/charger/year – price provided for 3 years of service	\$5,375/charger
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
TOTAL COST:	\$36,478

Quantity Discounts:

1-25 Units: 0%

26 – 100 units: 2%

101 or more units: 5%

Deliverable Item – L3S-50-480-01 (networked, cellular, 50kW DC Fast Charger, CHAdeMO & CCS1 couplers, 15” touchscreen LCS, credit card reader, cord retraction, slim-line cabinet)	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost	\$30,853
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
OpConnect EV Charger cloud network services, DC Fast Charger (\$450/year/charger) – price provided for 3 years of service	\$1,350/charger

Maintenance service agreement, L3 DC fast chargers : \$1,792/charger/year – price provided for 3 years of service	\$5,375/ charger
Optional Items Depending Upon Whether Wall-mount or Pedestal-mount	
TOTAL COST:	\$37,578

1-25 Units: 0%
26 – 100 units: 2%
101 or more units: 5%

Deliverable Item – High-Powered L4 Charger consisting of EVP-FC200 power enclosure and one or more EVDSP-FC-350 dispenser units	Firm US Dollars
Electric Vehicle Charging Station (purchase) – Unit cost One (1) EVP-FC200 power enclosure with 150kW of power modules and One (1) EVDSP-FC-350 dispenser EVP-FC200 (200kW) Power Enclosure: \$43,960 EVDSP-FC-350-001 (350kW rated dispenser): \$30,450	\$76,210
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	NA
Annual License Fee (if applicable). Cost must be provided annually for a three year period.	N/A
Additional Costs:	
Equipment onsite & back office provisioning, configuration, activation of network services, one-time fee	\$3,000/ charger
OpConnect EV Charger cloud network services, DC Fast Charger (\$450/year/dispenser) – price provided for 3 years of service	\$1,350/ charger
TOTAL COST:	\$80,560

Quantity Discounts:
1-25 Units: 0%
26 – 100 units: 2%
101 or more units: 5%