

## COST PROPOSAL

National Car Charging has achieved its position as the nation's largest privately-held specialty EVSE distributor by providing a great value combined with a high level of service.

In order to keep costs to our customers low, we accept EFT/ACH and State Warrants as our preferred payment methods. We have the ability to accept State Pcards, however due to our aggressive pricing, such payments necessitate a 3.5% cost recovery fee.

However, it is our policy to offer early payment discounts. For this proposal NCC would offer state buyers a 2% discount if payment is made within 15 days and 1% if payment is made within 30 days.

### ***Alternative Financing Mechanisms***

In addition to purchasing, we can offer two other options, ChargePoint As A Service (CPAAS) or traditional leasing.

With CPAAS, the cost is \$2,400/year for a 5-year term for a dual-port unit and includes everything needed for total station management. While ChargePoint technically retains title to the unit, the site host maintains all control, including how it is programmed and receives the revenue it would receive had it been purchased outright. In addition to the networking plan, CPAAS includes Assure during the entire length of the term and CPAAS also guarantees that there will be no product obsolescence. Should a hardware upgrade be necessary to continue to function, ChargePoint would replace the hardware at no extra charge during the term. At the end of 5 years, a variety of options will be offered (to be determined).

Alternatively, we can offer a traditional leasing scenario. Under the leasing plan, the site host can pick a term from 2 to 5 years and can buy out the equipment for \$1 at the end of the term. Up to 40% of the total cost can represent installation (in other words, hardware/software must represent at least 60% of the cost). Since every package is different, the best way to represent leasing is as follows:

- 2-years: \$52 in monthly lease payment for every \$1,000 financed.
- 3-years: \$36 in monthly lease payment for every \$1,000 financed.
- 4-years: \$29 in monthly lease payment for every \$1,000 financed.
- 5-years: \$24 in monthly lease payment for every \$1,000 financed.

<b>UNIT: ChargePoint CT4021-GW1 (dual bollard) with 3 years of Commercial networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$5,140	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$600/quarter	CPAAS 5-year term
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$540 (dual port)	\$1,359 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$1,849	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$8,068</b>	
Uncommon options:		
23' cable option:	\$700	CT4025-GW1
PowerShare option	\$45	CT4000-PMGMT
Concrete mounting kit option	\$85	CT4001-CCM
<b>See Attachment #5 Cover Page for Financing Options and Details</b>		

<b>UNIT: ChargePoint CT4023-GW1 (dual wal-mount) with 3 years of Commercial networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$4,740	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	\$600/quarter	CPAAS 5-year term
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$540 (dual port)	\$1,359 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$1,849	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$7,668</b>	
Uncommon options:		
23' cable option:	\$700	CT4027-GW1
PowerShare option	\$45	CT4000-PMGMT
<b>See Attachment #5 Cover Page for Financing Options and Details</b>		

<b>UNIT: ChargePoint CPE250 50kW DC Fast Charger with 3 years of Commercial networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$32,612	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	See Cover Page	No CPAAS for DC Fast Chargers yet
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$540 (dual port)	\$1,359 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$9,944	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$43,635</b>	
<b><i>See Attachment #5 Cover Page for Financing Options and Details</i></b>		

<b>UNIT: ChargePoint CPE250 62.5kW DC Fast Charger with 3 years of Enterprise networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$36,172	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	See Cover Page	No CPAAS for DC Fast Chargers yet
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$920 (dual port)	\$2370 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$9,944	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$47,575</b>	
<b><i>See Attachment #5 Cover Page for Financing Options and Details</i></b>		

<b>UNIT: ChargePoint CPF25-L18 (single wall-mount with 18' cables and NO cord management) with 3 years of Power networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$1,078	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	See Cover Page	No CPAAS for fleet units yet
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$180 (single port)	\$907 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$459	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$2,256</b>	
Potential options:		
Wall-mount with cord management	\$780	
Single pedestal without cord management	\$414	
23' cable	\$35	
<b>See Attachment #5 Cover Page for Financing Options and Details</b>		

<b>UNIT: ChargePoint CPF25-L18-CMK6-PD-DUAL (dual pedestal with 18' cables and cord management) with 3 years of Power networking and Assure</b>		
<b>Deliverable Item</b>	<b>Firm US Dollars</b>	<b>NOTES</b>
Electric Vehicle Charging Station (purchase) - Unit cost	\$3,372	Includes shipping
Electric Vehicle Charging Station (lease). Provide a cost per quarter for a lease, if available as an option.	See Cover Page	No CPAAS for fleet units yet
Annual License Fee (if applicable). Cost must be provided annually for a three year period	\$360 (dual port)	\$907 for all 3 years if paid up-front
Additional Costs	\$0	Activation
Additional Costs	\$539	OPTIONAL Site Validation (required for Assure)
Additional Costs	\$918	OPTIONAL Assure Program 3-year term
<b>TOTAL COST:</b>	<b>\$5,189</b>	
Potential options:		
Deduct cord management	(\$676)	
<b>See Attachment #5 Cover Page for Financing Options and Details</b>		