Networked vs. Non-Networked Summary

Capability	Networked Chargers	Non-Networked Chargers
Offer electricity	✓	✓
Visibility to drivers (through mobile app, in-dash navigation)	✓	✗
Ability to charge and recover cost (by kWh, hours of usage, time of use, etc.)	✓	✗
Access control (employees only, public, loyalty rewards)	✓	✗
Remote access and maintenance (check status, availability, etc.)	✓	✗
Analytics (usage, # of unique drivers, charging behavior, utilization, revenue, and costs)	✓	✗
Sustainability reporting (GHG savings, fuel savings)	✓	✗

FORESEESON EV CHARGERS

CHARGEPOINT PREMIER PARTNER

chargepoint

Five Year Total Cost of Ownership Comparison

	ChargePoint Smart L2	Dumb L2	Description
Number of Stations	10	10	Maximum of 10 ports needed to charge 10 vehicles
Service Upgrade	$0	$13,076	Electrical infrastructure upgrades are necessary for dumb L2 because additional capacity is needed for 10 ports. No new capacity is needed for smart stations with energy management (assuming existing capacity for 3 chargers)
5-year Energy Costs [1] • Peak: $0.12/kWh • Off-peak: $0.08/kWh	$12,576	$18,864	All vehicles plug-in at same time, but energy management shifts load to off-peak period. Vehicles require 12 kWh/day
5-year Demand Charge [1] • $6.00/kW	$0	$21,600	By moving charging to off-peak period, no demand charges are incurred. Vehicles charge at 6kW, adding 60kW to peak
5-year EVSE Cost (with Cloud Services)	$23,200	$5,000	CPF25 and Fleet Cloud Services compared to basic Dumb L2 with no Cloud Services
5-year O&M Cost [2]	$11,250	$6,000	5 years of Assure compared to reasonably expected dumb L2 O&M Costs
Total Cost over 5 years	**$47,026**	**$64,540**	**Approx. 30% savings vs. Dumb L2 (in this example)**

[1] *Energy costs and demand charges vary significantly throughout the country. These are aggregate estimates based on EIA data.*
[2] *References for O&M Costs: MIT (Kearney, 2009); UCLA Luskin Center for Innovation (Chang et. al., 2012); RMI (Agenbroad & Holland, 2014)*