

## REQUEST FOR INFORMATION (RFI) from the Florida Dept. of Transportation

This RFI is being issued by the Florida Department of Transportation (FDOT) to solicit feedback and recommendations for the planning, coordination, and development of electric vehicle charging infrastructure within the State of Florida. The FDOT is currently developing a *Statewide EV Infrastructure Deployment Plan*, which is in response to the recent The National Electric Vehicle Infrastructure (NEVI) Formula Program Guidance authorized under the Bipartisan Infrastructure Law (BIL). As such, the purpose of this RFI is to collect input from potential market participants across varying sectors to obtain information on how to best support the deployment for direct current fast charge (DCFC) electric vehicle supply equipment (EVSE).

### Background

According to Federal Highway Administration (FHWA) guidance for the NEVI formula program under the BIL, Florida can expect to receive \$198 million in federal funding between 2022-2026. While formula funds are essentially guaranteed for each state, the BIL requires each state DOT to submit an EV Infrastructure Deployment Plan which details how the NEVI formula funds will be utilized consistent with FHWA guidance on developing charging networks along designated alternative fuel corridors (AFC's). Responses from this RFI will be used to inform FDOT's *Statewide EV Infrastructure Deployment Plan* as well as future competitive solicitations.

Respondents are requested to not provide proposals or marketing material and should instead focus on providing detailed answers to the questions in this RFI. Respondents may also choose to abstain from answering questions that may not be relevant to them. Furthermore, the purpose of this RFI is for information-gathering purposes only; FDOT will not select a vendor for DCFC EVSE deployment based on responses to this RFI. No contracts will result from this RFI.

### Information Requested:

#### General

1. Please describe your organization's involvement and experience with DCFC infrastructure. What are your long-term EV plans? How many chargers and/or charging stations are you able to build, install, and/or maintain on an annual basis?

**GoSpace transitioned from an Alternative Energy / Solar company to one dedicated to EV Charging in 2009 at the advent of the DOE's Grant to promote EVSE Infrastructure. Shortly thereafter, we were named as the exclusive preferred partner for AAA in addressing EV Charging across the United States. We were also a major part of Nissan's nationwide program to place DCFC's in strategic locations. Further, we were one of just a few chosen by Electrify America for Site Acquisition and Validation.**

**GoSpace plans to be an integral part of the EVSE build-out from the Biden Infrastructure Law (BIL) and beyond.**

**Regarding quantities, we are only limited by outside constraints such as supply chain and manufacturer issues.**

2. Where does your organization see the biggest opportunities for the utilization of NEVI funds? This could be in terms of innovative technology solutions, partnerships, and/or targeting geographic locations.

**Addressing Resiliency by incorporating sufficient battery storage along with efficient use of solar components. Providing a 'Redbox' solution for placement of EV Chargers to address the underserved areas of the state.**

3. What are the biggest challenges or barriers that should be addressed to expedite reaching the goals of the NEVI program?

**Site acquisition, limitations of available parking at targeted zones. Legislation / incentives for commercial landlords to allow (not hinder) and encourage their tenants to adopt EV Charging.**

### **Site Location**

4. Please describe what you believe makes an ideal DCFC location including amenities as well as any risk factors that should be considered. How would you rank the relative importance of these factors?

**Mutually beneficial placement, matching the time to charge with the retail activity provided. Example – We represent Inspire Brands for EV Charging and this includes Dunkin locations – across the country, we have seen positive upticks of new customers at the locations along with many happy EV drivers getting a charge for both themselves and their cars! The principal challenge is having available parking spaces.**

**Sense of satisfaction for the EV driver – no wasted downtime. Increased sales for the host. Win-win situation.**

5. Please describe your process, including market research, land use requirements, and business development opportunities for determining a DCFC site location.

**Details provided upon acceptance. Needless to say, various 'heat' maps, traffic counts, projected building developments, and the like are used. GoSpace also works closely with major REITs and other developers for consideration of optimal placement.**

6. What do you think the DCFC site of the future looks like? Will location to amenities be as important or will micromobility be used to get to the amenities? What innovations/disrupters are coming?

**With the exponential rise in electric vehicles, the DCFC site of the future will surely expand and evolve as retailers and amenities increasingly recognize the**

attraction of this offer to their customer base. It is likely there will be a mix of designated DCFC garages or sites, which will also have accessible micromobility to and from, in addition to a growing number of preferential DCFC spots at key retail locations.

Electrification is considered a fundamental enabler to drive change towards a more sustainable future with integrated mobility solutions. This combination of both increased DCFC spots and micromobility capabilities is crucial to achieving CO2 emission reduction targets. The development of the vehicle to the grid with bidirectional charging will enable EV drivers to transfer surplus power back to the grid, potentially earning money back. Electric grids will be required to expand capacity to assure it will cover the new demand for electric mobility.

### **Partnerships and Business Models**

7. Please explain any previous partnerships regarding EV infrastructure your organization has had including which parties initiated the outreach and what, if any, contracting mechanisms were used. These should include public and private entities as well as utility owners.

**As previously mentioned, we have partnered directly with auto manufacturers Nissan and Volkswagen. GoSpace has worked with most all EV Charger manufacturers, with factory-level relationships with Enel X Way, Blink, EVmode, BTCPower, and Tritium. Our corporate portfolio includes 93 entities highlighted by AAA and Inspire Brands.**

**Various contracting mechanisms have been incorporated.**

8. Describe what makes a successful business model and partnership. Also, please describe threats that can lead to a business and partnership's failure. These can be examples from current and/or previous partnerships.

**Possibly too much to include here, but obviously common goals and complementary services are essential. Threats take place when numbers replace relationships.**

9. Please provide your organization's viewpoints on contracting methods for DCFC infrastructure, including leasing and/or revenue sharing agreements. Have you implemented any cost/revenue sharing models for the operation of DCFC EVSE? If yes, please share what you can about the terms of those partnerships.

**Detailed processes disclosed upon acceptance. Suffice it to say that we have tested and used most every model out there including Charging as a Service (CaaS), leasing parking spaces, standard revenue sharing based on various hybrid programs dictated by who funds the Chargers and Installation.**

10. Does Florida have the workforce required to operate and maintain DCFC EVSE charging sites? If not, please describe what you think is required to develop it.

**From our experience, putting aside Covid-related workforce issues, we believe Florida is adequately equipped regarding the workforce. Additional training should be supported. Example: In California, many of our Electricians/Technicians are required to be 'Electric Vehicle Infrastructure Training Program' (EVITP) – Certified.**

### **Equipment**

11. On average, how long does it take to install a DCFC from start to finish? This includes site determination, design, permitting, site preparation, utilities, and installation.

**Three to four months with the outliers being drawn-out contractual redlines and supply issues.**

12. Are you currently able to meet the requirements of Buy America for DCFC infrastructure projects? If not, please explain your plans to meet the requirements and any potential issues.

**Absolutely – yes.**

13. Are there any components required for DCFC infrastructure that are in short supply that could delay the goals of the NEVI program? Please describe what steps you have taken or what processes you have implemented to ensure the continuity of your supply chain.

**Across the board, DCFC manufacturers are not only experiencing the obvious electronic component shortages but are also in the process of upgrading and/or building new factories. These upgrades will ease the issue considerably over time. However, although we have access to limited numbers of inventoried DCFCs, currently, most have a 6 to 8-month window for delivery.**

14. Please describe how your organization mitigates cybersecurity vulnerabilities. Is this consistent with industry standards? If not, where are the differences? Do you follow national cybersecurity standards including National Institute of Standards and Technology (NIST) Cybersecurity Framework? Do you comply with Florida's 60GG-2 for ensuring the security of your infrastructure? What other technologies do you offer for an end-to-end secured operation?

**Protocols are in place, however, detailed processes will be disclosed upon acceptance.**

### **Operation, Maintenance and Data Sharing**

15. What are your current or planned fee structures (time-based, energy-based, power-based, etc.) and what payment mechanism do you accept? Please explain any issues you have encountered or identified.

**Most DCFC units are charged per kWh. All major e-type payments, credit cards, and RFID are accepted. No outstanding issues encountered, other than drivers finding the toll-free numbers to call if problems.**

16. Describe the typical maintenance for your organization's EVSE infrastructure as well as the maintenance schedule including any required hardware and software updates. Please include the typical lifecycle for your DCFC and what performance measurements are monitored.

**Yearly PM Service provides optimal results. Software updates are ongoing. Currently, we monitor 50kW DCFCs that have been in the field for over 8 years with the main problems being screen and rust related, otherwise still functioning to industry standards.**

17. How would your EVSE share data to a FDOT sponsored central data repository? What type(s) of data can you provide?

**For all past grants, GoSpace along with the network providers have readily given all pertinent information and data to the host that would include enhanced session data.**

18. What should FDOT do to ensure the end-users of EVSE infrastructure have the most convenient and reliable charging experience? Please include how emergency evacuations and power outages should be addressed.

**As might be expected, ingress and egress issues would be addressed. Clearly defined toll-free numbers to call if problems or to report outages are also essential.**

### **Strategies for Low Utilization**

19. FDOT is looking to provide DCFC in rural and disadvantaged communities that may have a lower return on investment and is interested in how to make these projects more desirable to potential applications. What strategies can FDOT utilize to encourage deployment of DCFC EVSE into rural, underserved, or disadvantaged communities? When answering please include information on driving factors.
- a. Guaranteed number of projects for economies of scale
  - b. Short term operation and maintenance agreements (5 years or less)
  - c. Long term operation and maintenance agreements (longer than 5 years)
  - d. Any others?

**GoSpace has a ‘Redbox’ strategy that we would gladly detail upon acceptance or further discussions. It involves a number of our well-placed partners within disadvantaged and underserved communities.**

20. To increase utilization rates to rural, underserved, or disadvantages communities what considerations or innovation solutions should be considered?

**Obviously, EV adoption rates and safety concerns are paramount. Well-lit, positive-theme wrapped chargers will enhance the locations. Creative fee structures and incentives will assist in creating traffic habits that would include such sites.**

### **Specific Information Requested**

Interested vendors may respond to some or all the following topics, based on their proposed role in the creation of a DCFC EVSE network:

**GoSpace welcomes the opportunity to provide full details on the six topics of the Specific Information Requested if invited to do so.**

#### *1. Summary of Experience*

FDOT is interested in a summary that describes your organization’s experience with DCFC EVSE.

#### *2. System Block Diagram*

FDOT is interested in a high-level system block diagram that illustrates all components and connections required to create the proposed system.

#### *3. Hardware Information*

FDOT is interested in datasheets and technical specifications for components included and required to create a typical DCFC system.

#### *4. Software Information*

FDOT is interested in information on software components included and needed to create a typical DCFC system.

#### *5. Maintenance Plan*

FDOT is interested to know about the maintenance services and typical maintenance schedule for DCFC infrastructure.

#### *6. Project Approach*

FDOT is interested in the approach that your organization would take to deliver the DCFC EVSE.

**GoSpace would welcome the opportunity to discuss this in greater detail upon request. Our core is sustainability, thus we are very active in USF's Global Sustainability intern program, with several interns working with us now. Sustainability solutions should be available for all to access and promote. We look forward to further discussions and thank you for your time.**