
















LA County Pricing Schedule & Supporting Procurement Documentation

Product Picture	Product Name	Mounting Format	Comm. & Hardware Features	Siemens Number	Material	Siemens Catalog Number	Mfr List Price (HW)	Extended Warranty	Included ChargePoint Software Services	Mfr List Price (HW & Softw.)	LA County	LA County	LA County	LA County	LA County	LA County	LA County	
											(1-9)	MSRP	(25-49)	MSRP	(100-249)	MSRP	(250+)	MSRP
											(10-24)	% Discount	(50-99)	% Discount	(100-249)	% Discount	(250+)	% Discount
	Community Level II	WALL	GPRS, Zigbee, CCR, LOCK	77951200268 (Gateway) * 1 per radio group (see radio group definition)	8EM1114-1DC04-0AA0 (GPRS Version)	\$4,595	2 YR	\$600	Without Software (software plan required) Dependent on Application	\$4,595	\$4,400	4.24%	\$4,325	5.88%	\$4,200	8.60%	\$3,999	12.97%
							3 YR	\$896	Commercial	\$4,825	\$4,630	4.04%	\$4,555	5.60%	\$4,430	8.19%	\$4,229	12.35%
							5 YR	\$1,872	Service Provider	\$5,185	\$4,990	3.76%	\$4,915	5.21%	\$4,790	7.62%	\$4,589	11.49%
	Community Level II	WALL	Zigbee CCR, LOCK	77951200260 (Non-Gateway)	8EM1114-1DA04-0AA0	\$3,895	2 YR	\$512	Without Software (software plan required) Dependent on Application	\$3,895	\$3,750	3.72%	\$3,700	5.01%	\$3,600	7.57%	\$3,424	12.09%
							3 YR	\$760	Commercial	\$4,125	\$3,980	3.52%	\$3,930	4.73%	\$3,830	7.15%	\$3,654	11.42%
							5 YR	\$1,480	Service Provider	\$4,485	\$4,340	3.23%	\$4,290	4.35%	\$4,190	6.58%	\$4,014	10.50%
	Community Level II	BOLLARD	GPRS, Zigbee, CCR, LOCK	77951200012 (Gateway) * 1 per radio group (see radio group definition)	8EM1114-1BC04-0AA0 (GPRS Version)	\$4,595	2 YR	\$600	Without Software (software plan required) Dependent on Application	\$4,595	\$4,400	4.24%	\$4,325	5.88%	\$4,200	8.60%	\$3,999	12.97%
							3 YR	\$896	Commercial	\$4,825	\$4,630	4.04%	\$4,555	5.60%	\$4,430	8.19%	\$4,229	12.35%
							5 YR	\$1,872	Service Provider	\$5,185	\$4,990	3.76%	\$4,915	5.21%	\$4,790	7.62%	\$4,589	11.49%
	Community Level II	BOLLARD	Zigbee CCR, LOCK	77951200004 (Non-Gateway)	8EM1114-1BA04-0AA0	\$3,895	2 YR	\$512	Without Software (software plan required) Dependent on Application	\$3,895	\$3,750	3.72%	\$3,700	5.01%	\$3,600	7.57%	\$3,424	12.09%
							3 YR	\$760	Commercial	\$4,125	\$3,980	3.52%	\$3,930	4.73%	\$3,830	7.15%	\$3,654	11.42%
							5 YR	\$1,480	Service Provider	\$4,485	\$4,340	3.23%	\$4,290	4.35%	\$4,190	6.58%	\$4,014	10.50%
	Community Multi-Level	WALL	GPRS, Zigbee, CCR, LOCK	77951210268 (Gateway) * 1 per radio group (see radio group definition)	8EM1115-2DC04-0AA0 (GPRS Version)	\$5,295	2 YR	\$688	Without Software (software plan required) Dependent on Application	5,295.00	\$5,095	3.78%	\$4,970	6.14%	\$4,820	8.97%	\$4,620	12.75%
							3 YR	\$1,040	Commercial	5,525.00	\$5,325	3.62%	\$5,200	5.88%	\$5,050	8.60%	\$4,850	12.22%
							5 YR	\$2,080	Service Provider	5,885.00	\$5,685	3.40%	\$5,560	5.52%	\$5,410	8.07%	\$5,210	11.47%
	Community Multi-Level	WALL	Zigbee CCR, LOCK	77951210260 (Non-Gateway)	8EM1115-2DA04-0AA0	\$4,595	2 YR	\$560	Without Software (software plan required) Dependent on Application	4,595.00	\$4,445	3.26%	\$4,345	5.44%	\$4,220	8.16%	\$4,045	11.97%
							3 YR	\$840	Commercial	4,825.00	\$4,675	3.11%	\$4,575	5.18%	\$4,450	7.77%	\$4,275	11.40%
							5 YR	\$1,680	Service Provider	5,185.00	\$5,035	2.89%	\$4,935	4.82%	\$4,810	7.23%	\$4,635	10.61%
	Community Multi-Level	BOLLARD	GPRS, Zigbee, CCR, LOCK	77951210012 (Gateway) * 1 per radio group (see radio group definition)	8EM1115-2BC04-0AA0 (GPRS Version)	\$5,295	2 YR	\$688	Without Software (software plan required) Dependent on Application	5,295.00	\$5,095	3.78%	\$4,970	6.14%	\$4,820	8.97%	\$4,620	12.75%
							3 YR	\$1,040	Commercial	5,525.00	\$5,325	3.62%	\$5,200	5.88%	\$5,050	8.60%	\$4,850	12.22%
							5 YR	\$2,080	Service Provider	5,885.00	\$5,685	3.40%	\$5,560	5.52%	\$5,410	8.07%	\$5,210	11.47%
	Community Multi-Level	BOLLARD	Zigbee CCR, LOCK	77951210004 (Non-Gateway)	8EM1115-2BA04-0AA0	\$4,595	2 YR	\$560	Without Software (software plan required) Dependent on Application	4,595.00	\$4,445	3.26%	\$4,345	5.44%	\$4,220	8.16%	\$4,045	11.97%
							3 YR	\$840	Commercial	4,825.00	\$4,675	3.11%	\$4,575	5.18%	\$4,450	7.77%	\$4,275	11.40%
							5 YR	\$1,680	Service Provider	5,185.00	\$5,035	2.89%	\$4,935	4.82%	\$4,810	7.23%	\$4,635	10.61%
	Community Dual Level II	BOLLARD (Only)	GPRS, Zigbee, CCR, LOCK	77951220012 (Gateway) * 1 per radio group (see radio group definition)	8EM1114-2BC04-0AA0 (GPRS Version)	\$6,795	2 YR	\$880	Without Software (software plan required) dependent on application	\$6,795	\$6,680	1.69%	\$6,565	3.38%	\$6,400	5.81%	\$6,200	8.76%
							3 YR	\$1,328	Commercial	\$7,255	\$7,140	1.59%	\$7,025	3.17%	\$6,860	5.44%	\$6,660	8.20%
							5 YR	\$2,560	Service Provider	\$7,975	\$7,860	1.44%	\$7,745	2.88%	\$7,580	4.95%	\$7,380	7.46%
	Community Dual Level II	BOLLARD (Only)	Zigbee CCR, LOCK	77951220004 (Non-Gateway)	8EM1114-2BA04-0AA0	\$6,095	2 YR	\$720	Without Software (software plan required) dependent on application	\$6,095	\$6,030	1.07%	\$5,940	2.54%	\$5,800	4.84%	\$5,625	7.71%
							3 YR	\$1,184	Commercial	\$6,555	\$6,490	0.99%	\$6,400	2.36%	\$6,260	4.50%	\$6,085	7.17%
							5 YR	\$2,240	Service Provider	\$7,275	\$7,210	0.89%	\$7,120	2.13%	\$6,980	4.05%	\$6,805	6.46%

Considerations for Installation Costs:

In addition to the hardware and software costs of the charging stations, the following installation costs are variable and can't be determined prior to installation.

- For each Bollard Mounted Station:
 - o Three (3) J bolts with matching nuts and washers. Bolt length must be determined by local authorities having jurisdiction. See installation manual for additional details.
- For each Wall Mounted Station:
 - o Six (6) 1/4" x 1 1/2" lag screws
 - o Six (6) lag screw anchors
 - o See installation manual for additional details.

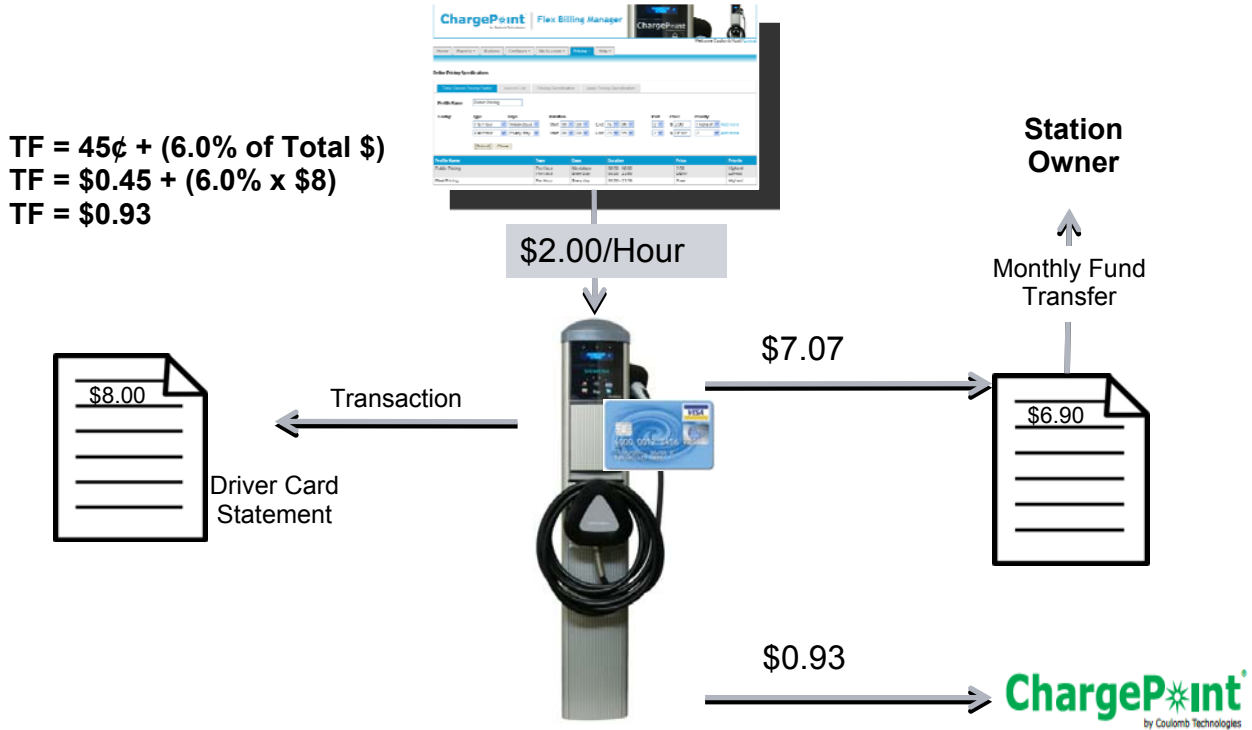
ChargePoint Software Service Plan Pricing				
Service Plan	Software Application(s) Included	Major Features	Availability	Price
Corporate	Station Manager 	<ul style="list-style-type: none"> Control charging station access Customize advertising display Track charging station usage Track charging station inventory 24/7/365 driver support Over the Air software updates 	Now	1 Year – \$170 2 Year – \$300 5 Year – \$670 Each service plan is billed per level II port.
	Station Manager Flex Billing Manager 	<ul style="list-style-type: none"> Includes all features listed above Establish charging station access fees Download pricing to station over the air Automatically process payments and collect revenue Set time-of-use pricing incentives Utilize station reservation control 	Now	1 Year – \$230* 2 Year – \$410* 5 Year – \$910* Each service plan is billed per level II port.
Commercial	Station Manager	<ul style="list-style-type: none"> Includes all features listed above 	Now	1 Year – \$590 2 Year – \$1,060 5 Year – \$2,350 Each service plan is billed per level II port.
	Flex Billing Manager	<ul style="list-style-type: none"> Includes all features listed above 	Now	
	Service Manager 	<ul style="list-style-type: none"> Provision stations to connect them to the ChargePoint Network Remotely control and diagnose station hardware View station alarms Replace damaged hardware without reprogramming the network Report inventory and usage 	Now	
	Network Manager 	<ul style="list-style-type: none"> A complete turnkey application service to manage all of your EVSE assets designed specifically for EVSE trials and production rollouts Provides branded driver portal pages for your customers Manage all of your residential, public, private charging stations Manage and track use patterns of all your customers (drivers) at any charging station on the ChargePoint Network Collect billing determinants from all of your customer charging sessions at any charging station on the ChargePoint Network View real-time load by station or region. Shed and restore power 	Now	
In addition to any of the above service plans	Fleet Manager 	<ul style="list-style-type: none"> Determine real-time fleet-wide EV charging status(which vehicles are ready to dispatch) Use alerts to ensure EV availability for every business day (charging reminders) Organize EV fleet Manage fleet costs, track fleet greenhouse gas (GHG) and fuel efficiency savings 	Now	1 Year – \$60 2 Year – \$108 5 Year – \$240 Each service plan is billed per vehicle.

* - Authorization and processing fees apply as outlined in the Fee Schedule for Flex Billing table on the following page

Flex Billing Fee Example:

By utilizing the flex billing manager as part of the commercial service plan, a revenue generation model can be developed for each charging station. An example of one such revenue model is detailed below. In addition to a credit card, a ChargePass card can also be used as an accepted payment method.

Credit Card Example:



Fee Schedule for Flex Billing	Transaction Volume	For Each Charging Session Using ChargePass Card (per Host)	For Each Charging Session Using Credit Card (per Host)
Session Authorization Fee	< 1,500 / month	\$0.40 per Session	\$0.45 per Session
	< 3,000 / month	\$0.35 per Session	\$0.40 per Session
	< 6,000 / month	\$0.30 per Session	\$0.35 per Session
	> 6,000 / month	\$0.25 per Session	\$0.30 per Session
Session Processing Fee	< 1,500 / month	5.0 % of Session Fees	6.0 % of Session Fees
	< 3,000 / month	4.5 % of Session Fees	5.5 % of Session Fees
	< 6,000 / month	3.5 % of Session Fees	4.0 % of Session Fees
	> 6,000 / month	3.0 % of Session Fees	3.5 % of Session Fees

Please reference Master Services agreement for complete details.

Siemens Community Charging Station Warranty

The warranty for Siemens charging stations is 18 months from date of shipment (Bill of Lading) or 12 months from date of provisioning onto the ChargePoint network; whichever event may occur first. Within the warranty period, labor to repair or replace the charging station's defective components on-site is included.

In addition to the standard warranty, Siemens offers extended warranties to cover station parts beyond the standard warranty. Extended warranties are available in three warranty periods, two (2) years, three (3) years, and five (5) years. See the table below for extended warranty pricing.

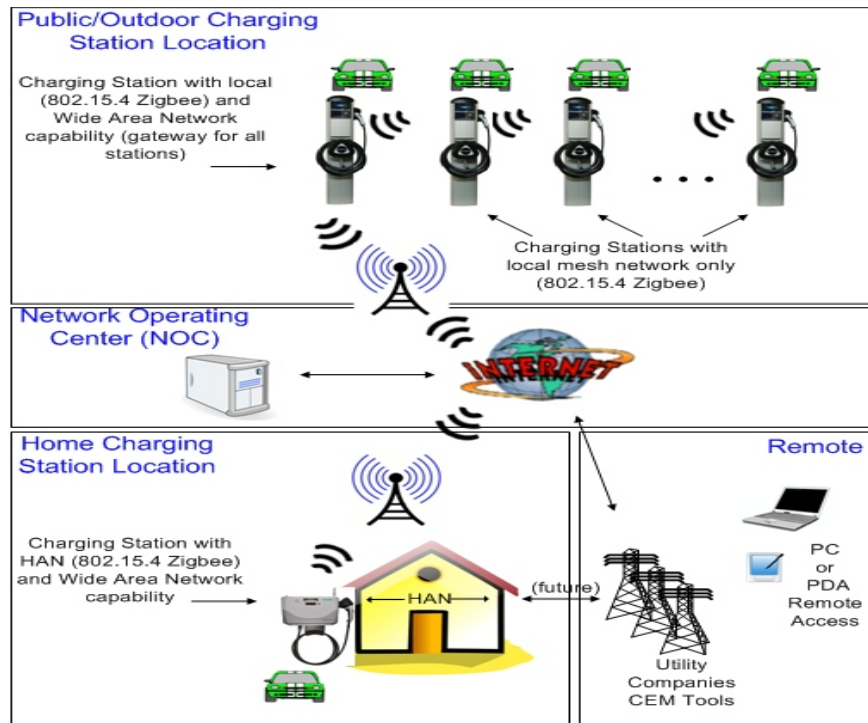
Please note, each extended warranty includes parts only and is inclusive of first year warranty.

Siemens Extended Warranty Pricing		
Product Family	Description	Price
Community Level 2	2 Year Extended Warranty	Gateway Option - \$600 Non Gateway - \$512
	3 Year Extended Warranty	Gateway Option - \$896 Non Gateway - \$760
	5 Year Extended Warranty	Gateway Option - \$1872 Non Gateway - \$1480
Community Multi Level 1 & 2	2 Year Extended Warranty	Gateway Option - \$688 Non Gateway - \$560
	3 Year Extended Warranty	Gateway Option - \$1040 Non Gateway - \$840
	5 Year Extended Warranty	Gateway Option - \$2080 Non Gateway - \$1680
Community Dual Level 2	2 Year Extended Warranty	Gateway Option - \$880 Non Gateway - \$720
	3 Year Extended Warranty	Gateway Option - \$1328 Non Gateway - \$1184
	5 Year Extended Warranty	Gateway Option - \$2560 Non Gateway - \$2240

Siemens Charging Station Radio Group Technology

Siemens EVSE solutions offer customers cost benefit options when installing multiple stations in a single location. A “Radio Group” is a group of charging stations that utilize a **single** gateway to communicate with the ChargePoint Network.

The radio group can consist of up to 24 charging stations where each station is within 150 feet line of sight, from at least one other station. This group of stations creates a wireless mesh network where each station can communicate with every other station in the group. By adding a cellular gateway option to just a single station, all stations within that radio group can communicate to the ChargePoint Network by means of that single cellular gateway.



The benefits to this type of installation include:

1. **Hardware cost savings:** Purchasing a single gateway unit for up to 24 charging stations greatly reduces the overall hardware cost to a customer.
2. **Reduced Installation Cost:** Simplifying the requirements at each site greatly reduces costs of installation. Because each radio group is based on wireless IEEE 802.15.4 standards, there are no extra conduit runs needed for Ethernet wires or other hardware-based communication lines. This cuts down on materials and complexity therefore reducing total installation costs.
3. **Shorter Installation Schedule:** Without the need for extra materials and more complex requirements, installation schedules can be significantly shorter.

The intelligence built into each Siemens Electric Vehicle charging station, offers an integrated, feature rich, and complete solution while reducing your total project cost.