

**CRITERIA FOR  
SOLE SOURCE / BRAND PROCUREMENT**

**"SOLE SOURCE JUSTIFICATION FORM"**

Please address by specific reference each question listed below ( 1 – 5 ) in your justification.  
Failure to respond to any of the questions may result in the rejection of your request.  
( When answering questions use separate sheets of paper as needed )

**1. Why was the particular product and / or vendor selected?**

Electric Vehicle Charging Solutions (EVCS) was selected based on their unique and innovative business model that is tailored to public sector client needs and requirements. EVCS offers no-cost planning, construction, maintenance and operation of Direct Current Fast Chargers (DCFC), provided that they are able to use, build and operate on County property. In addition, EVCS offers a profit-sharing model providing \$0.07/kWh. Total revenue potential is estimated to be \$7,000 per DCFC per year. EVCS will be applying for project funding from the California Energy Commission for upwards of 20 DCFC units. Furthermore, EVCS will ensure that all local, state, and federal eligible funding sources are utilized by preparing and submitting funding applications. EVCS will also be responsible for all reporting required for said funding programs for the full term of our agreement.

**2. What are the unique performance factors of the selected product / service?  
Provide detailed specifications and descriptions.**

EVCS owns and operates the largest publicly-accessible DCFC network on the West Coast, with 898 DCFC and 971 Level 2 chargers. EVCS maintains one of the highest reliability ratings in the industry ("charger uptime") and guarantees 97% uptime for DCFC units (the current average in the Bay Area is significantly lower with over 25% of DCFC units not operational at any given time). The service model is what really sets EVCS apart from other providers, given that they provide a zero-cost, revenue-positive project implementation model for public sector customers. EVCS absorbs all capital and construction costs, and manages projects from concept to activation. As mentioned previously, EVCS will ensure that all eligible funding programs are leveraged. Furthermore, EVCS offers an innovative and unique charging subscription model that will allow County fleet vehicles (with high mileage demands) to pay a flat rate for unlimited DCFC charging.

**3. Why are these specific factors required?**

Working with EVCS and their unique service model, the County will not need to hire in-house expertise to operate and maintain these DCFC units. A partnership with EVCS means that the County can more readily take advantage of lucrative funding opportunities and can more quickly and efficiently advance County goals on fleet electrification and community access to clean and affordable transportation resources.

**4. What other products / services have been examined and rejected?**

The County currently has ChargePoint EV chargers deployed at various County facilities. ChargePoint has been examined as a potential partner but does not offer the same project development support, design/build services nor funding application management. Staff has also considered another Vendor (Flo) who the County is working with on current level 2 charging projects. Flo does not provide a turn-key service a kin to EVCS and has not expressed interest in applying for funding on the County's behalf. Additionally, staff met with or researched the following vendors and determined that their services fall short of the turn-key service offered by EVCS. These vendors include: FreeWire, Blink, EVgo, Volta and

Electrify America.

5. Why are other sources providing like goods or services unacceptable?  
Full explanation needed.

No other vendor was found to provide the same package of services as EVCS. Furthermore, EVCS has committed to provide these services within the deadlines/due dates of critical project funding programs.

I HEREBY CERTIFY THAT:

- 1) I am an approved County department representative. I understand the County's requirements for competitive bidding, as well as the criteria for justification for sole source.
  
- 2) I have researched the required technical information and have made a good faith effort to review comparable and / or equal equipment / product / services.

I certify to the best of my knowledge the validity of the information contained herein.

Department / Division / Office name Public Works, Capital Projects, 40 Muir Rd

Department representative name Brendan Havenar-Daughton  
( print name )

Department representative signature   
( sign name )

Date: 1/31/23

**GSD PURCHASING DIVISION USE ONLY:**

Cynthia L. Shehorn, CPPB  
Public Works Division  
Purchasing Department  
Contra Costa County

BUYER: \_\_\_\_\_ PURCHASING AGENT / DESIGNEE: 

APPROVED:  NOT APPROVED: \_\_\_\_\_ DATE: 2/1/2023

COMMENTS:

*THANK YOU BRENDAN!*

