### LA County Pricing Schedule & Supporting Procurement Documentation

**Release 12/21/2011**

#### Product Picture
- [Image](72x55 to 121x78)
- [Image](130x55 to 179x78)
- [Image](250x44 to 299x86)
- [Image](313x50 to 361x85)
- [Image](375x497)
- [Image](432x43 to 483x86)

### 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.

- **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.**

### Product Details

<table>
<thead>
<tr>
<th>Product Name</th>
<th>Mounting Format</th>
<th>Color Code &amp; Hardware Features</th>
<th>Catalog Number</th>
<th>Material Number</th>
<th>Ext Warranty</th>
<th>Mfr List Price (HW)</th>
<th>MSRP (25-49)</th>
<th>% Discount</th>
<th>MSRP (50-99)</th>
<th>% Discount</th>
<th>MSRP (100+)</th>
<th>% Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Community Level II</strong></td>
<td>WALL</td>
<td>GPRS, Zigbee, CCR, LOCK</td>
<td>77961200098E</td>
<td>4EM111A-004-A04 (GPRS)</td>
<td>2 YR</td>
<td>$630</td>
<td>$4,095</td>
<td>4.24%</td>
<td>$3,925</td>
<td>5.88%</td>
<td>$3,750</td>
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<tr>
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<td>3 YR</td>
<td>$686</td>
<td>$4,050</td>
<td>4.04%</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5 YR</td>
<td>$1,872</td>
<td>$4,000</td>
<td>2.76%</td>
<td>$3,830</td>
<td>5.41%</td>
<td>$3,680</td>
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</tbody>
</table>

**Note:**
- Without Software (software plan required) Dependent on Application.
- 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.

- **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.**

### Software Services
- 2 YR $600
- 3 YR $896
- 5 YR $2,240

### Without Software
- 2 YR $512
- 3 YR $760
- 5 YR $1,480

### Without Software (software plan required) Dependent on Application
- 2 YR $500
- 3 YR $790
- 5 YR $1,480

### GPRS (only)

**Gateway**

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### 8 EM 1114-1DA04-0AA0

<table>
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<tr>
<th>Product Picture</th>
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<th>Mfr List Price (HW &amp; Soft)</th>
<th>MSRP (25-49)</th>
<th>% Discount</th>
<th>MSRP (50-99)</th>
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<td>[Image](72x55 to 121x78)</td>
<td><strong>Multi-Level</strong></td>
<td>WALL</td>
<td>GPRS, Zigbee, CCR, LOCK</td>
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### 8 EM 1115-2DA04-0AA0

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<th>Product Name</th>
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<tr>
<th>Service Plan</th>
<th>Software Application(s) Included</th>
<th>Major Features</th>
<th>Availability</th>
<th>Price</th>
</tr>
</thead>
</table>
| **Corporate**     | Station Manager                  | • 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. |
| **Commercial**    | Station Manager                  | • 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. |
|                   | Flex Billing Manager             | • Provision stations to connect 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          | 1 Year – $590  
                            2 Year – $1,060  
                            5 Year – $2,350  
                            Each service plan is billed per level II port. |
|                   | Service Manager                  | • 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          | 1 Year – $590  
                            2 Year – $1,060  
                            5 Year – $2,350  
                            Each service plan is billed per level II port. |
|                   | Network Manager                  | • 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. |
|                   | Fleet Manager                    | • Determines 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:**

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

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.

<table>
<thead>
<tr>
<th>Product Family</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Level 2</td>
<td>2 Year Extended Warranty</td>
<td>Gateway Option - $600</td>
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<tr>
<td></td>
<td>Non Gateway</td>
<td>$512</td>
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<tr>
<td></td>
<td>3 Year Extended Warranty</td>
<td>Gateway Option - $896</td>
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<td></td>
<td>Non Gateway</td>
<td>$760</td>
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<td></td>
<td>5 Year Extended Warranty</td>
<td>Gateway Option - $1872</td>
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<td>Non Gateway</td>
<td>$1480</td>
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<tr>
<td>Community Multi Level 1 &amp; 2</td>
<td>2 Year Extended Warranty</td>
<td>Gateway Option - $688</td>
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<td>Non Gateway</td>
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<td>3 Year Extended Warranty</td>
<td>Gateway Option - $1040</td>
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<td>Community Dual Level 2</td>
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</tbody>
</table>
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 hardwire-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.