



2019
**MIDWEST GREEN TRANSPORTATION
FORUM & EXPO**

Breakout 3: Electrification Track

EV Charging Showcase: Options for Site Hosts

EVSE One-Pagers Packet

**Franklin Ballroom
Friday, September 20th
9:00 – 10:15 AM**

Please contact Clean Fuels Ohio if you have any questions on the materials of this packet.

Phone: 614-884-7336

The Largest Owner/Operator of EV Charging Stations



15,000
CHARGING
STATIONS

155,000+
BLINK
MEMBERS

The Blink Advantage

Blink Designs, Manufactures, Sells, and Deploys the Fastest Networked Level 2 EV Charging Stations

- We own, operate, and maintain the Blink network of EV charging stations under long-term, exclusive agreements with our host locations
- Revenue is generated by charging EV drivers fees to power their cars, and sharing revenues to our partners
- On screen ads can be displayed on the charging station's LCD daylight readable touch screen
- Blink offers the opportunity to create a custom charging station wrap highlighting your brand or message
- Blink promotes your EV charging stations to our network of 155,000+ registered members
- Your EV charging stations are located on Google Maps, the Blink mobile app, and open source EV driver apps and websites
- Flexible business models allows for custom fee structures and solutions on a leading EV charging network
- With 10 years of experience owning, operating, and installing competitors' charging stations (ChargePoint, SemaConnect, and GE), we fully understand the needs of our partners and of EV drivers
- Various business models offer flexibility for all property owners and third-party management groups alike (including customized agreements to service specific needs of our partners)



Level 2 IQ 200 Units Available

Wall Mount
Single Pedestal
Dual Pedestal
Triangle Pedestal
Kiosk with Smart Stations

Blink Works with Smart Businesses & Property Owners

Be at the forefront of the green energy revolution by installing EV charging stations that attract EV drivers and support sustainability, making your location EV-friendly. To get started, Blink offers several different business models for EV charging stations powered by our robust, cloud-based Blink charging network. We work with our host locations to design a program that fits each specific locations' needs while providing much needed infrastructure for the growing EV driver demand.



Blink is the only EV service provider that is vertically integrated from manufacturing to connectivity to ownership!

Blink manufactures charging stations, connects them via the Blink network, and partners with host locations to operate them. Blink offers various business models that can be tailored to clients' specific needs.

Business Models

Host Owned

Perfect for service locations, host owned is for those who want to be the owner and operator of the EV charging stations.

Hybrid Owned

Share costs and revenue with Blink, the hybrid share model allows your location to provide the charging station to customers while Blink provides the equipment, operations, and administration.

Blink IQ 200 Highlights

- Fastest networked Level 2 charging available: up to 80A (19.2 kWh rated output power)
- Multiple Charging Unit Configurations: Advanced (fast stand-alone unit), Kiosk (unit operating other Smart stations), and Smart (multiple fast cost-effective units operated by a kiosk)
- The Blink IQ 200 is designed to be future-proof, reducing the need to upgrade equipment as demand and EV technology advances
- Smart design allows for simple swap out should repairs be required

Fleet Charging Solutions

Reduce Fuel Costs and Simplify
Electric Vehicle (EV) Fleet Operations



ChargePoint, the world's largest and most open EV charging network, simplifies EV charging for your fleet. We make it easy and hassle-free to deploy EV charging, operate your fleet and save money.

Simplify Your Operations with Smart, Networked Charging Stations

Our smart, networked charging stations are designed to make your operations easy to manage. You can get real-time charging station information and generate detailed reports on energy use, greenhouse gas emissions avoided, fuel savings and more, all from a single dashboard. We also continuously deliver automatic, over-the-air software updates, so you never have to wait for the latest features and improvements.

Maximize Cost Savings with Power Management

Our advanced power management tools can lower your total cost of ownership. With smart, networked charging stations, you can reduce installation costs and remotely shift charging to times when electricity rates are the cheapest.

Keep Your Operations Running Smoothly with ChargePoint's World-Class Support and Services

Vehicle availability is critical to your business, which is why we offer comprehensive support. Our world-class support team is standing by to help your drivers and station managers. We also have your stations covered with ChargePoint® Assure, our industry-leading parts and on-site labor maintenance program.






Why ChargePoint for Fleets?

ChargePoint is the leader in EV charging solutions. We make it fast and easy to get EV charging, and our fleet management tools save you energy, time and money.

When you choose ChargePoint, you get:

- + Smart, networked charging stations
- + Expert guidance to select the right charging stations and services for you
- + A single dashboard to manage your fleet vehicles and charging stations
- + In-depth data and analytics to help you make informed decisions
- + Energy management tools that lower your total cost of ownership by cutting capital and operating expenses
- + 24/7 phone support for your drivers
- + A dedicated, expert support team to assist your station managers and you
- + ChargePoint Assure protection to keep your charging stations operating at their best
- + A mobile app that offers drivers features like station availability, Notify Me, Waitlist and Valet as well as ability to track energy use.

Contact Us:

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-  Call +1.408.705.1992
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CLIPPERCREEK, INC.

INNOVATIVE INFRASTRUCTURE FOR ELECTRIC AND HYBRID VEHICLES



11850 Kemper Road Suite #E • Auburn, CA 95603 • (530) 887-1674 • Fax (530) 887-8527

www.clippercreek.com

ClipperCreek, Inc. Company Profile

Founded in 2006, ClipperCreek is a worldwide leader in Electric Vehicle Supply Equipment (EVSE) manufacturing and distribution. ClipperCreek offers a wide range of products designed to be the safest, and most innovative, EV charging stations on the market. ClipperCreek's product offerings cover the full power range of the SAE-J1772 charging standard for Level 1 and Level 2 charging, and can be paired with many innovative solutions to provide additional functionality like access control, energy usage tracking, load management, and payment collection. This wide and robust product offering allows ClipperCreek to provide the most flexible solutions for available power and required functionality. The industry pioneers at ClipperCreek build more than 25 years of real world EV charging expertise into every EVSE manufactured. ClipperCreek products are proudly manufactured in Auburn, CA USA and are regarded as the gold standard in quality and reliability. ClipperCreek strives to and delivers industry leading value with every product delivered. Features like long cable length, fully sealed enclosures and simple innovative application specific solutions provide users with value through the full product lifespan, from purchase to installation and through ongoing operations and maintenance.

ClipperCreek participates in three key market segments which include commercial, direct to vehicle OEM, and direct to consumer. The commercial market covers public charging, workplace charging, MUD, fleets and utility programs. ClipperCreek is a market leader in commercial EVSE deployments for all use cases including fleet, workplace, public amenity charging, and utility connected charging. ClipperCreek has been delivering products into the commercial market since production began in late 2008. The commercial team at ClipperCreek provides guidance and recommendations to companies looking to add plug in vehicle charging infrastructure to their facility. The team at ClipperCreek has a wide knowledge base on innovative and cost effective solutions to meet the current and anticipated needs of charging infrastructure deployments at commercial facilities. In the direct to vehicle OEM market ClipperCreek is a supplier of Level 1 EVSE technology for GM and Ford plug in vehicle programs worldwide. The stringent automaker quality requirements ClipperCreek must achieve for the direct to vehicle OEM market segment flows down into all of ClipperCreek's product offerings. The ClipperCreek direct to consumer team focuses on educating customers on the function and key features of the EV charging experience, rebates and incentives that may be available to residential customers and provide general guidance to customers on navigating the appliance purchase and installation process.

ClipperCreek has a long track record of industry participation in creating and evolving relevant EVSE standards. ClipperCreek has participated in the standards committees for both safety and communications around EVSE technology dating back to the mid 1990's. ClipperCreek is a contributing or voting member for the National Electric Code, CANENA, NEMA, UL and SAE standards committees around plug in vehicle charging standards.

ClipperCreek, Inc. Mission Statement:

ClipperCreek is dedicated to improving our environment for current and future generations through the promotion of the plug-in electric vehicle industry. We see this as a critical element in the fight against global warming and reducing the world's dependence on fossil fuels. We provide the highest quality products and superior customer service for every one of our customers, aiming to make each experience they have with ClipperCreek an enjoyable one. We operate with the utmost integrity and provide an excellent workplace for our employees, valuing fair compensation, room to grow, training, a healthy, creative work environment, and respect for diversity. All our long-term strategies and short-term actions will be molded by this set of core values that are shared by each and every employee.



Electric Vehicle Charging Solutions

See how FLO can help you lead the way toward electric mobility and benefit from developing electric vehicle (EV) charging infrastructure.

Who is FLO?

FLO operates Canada's largest EV charging network and the second largest in North America. For close to a decade*, we have built a reputation on quality and reliability that has defined us as an industry leader in the development of EV infrastructure in Canada and the US, and a preferred choice for utilities, cities, employers and EV drivers.

**FLO is a subsidiary company of AddEnergie*



Comprehensive Solutions

FLO provides custom end-to-end solutions for all market segments and parking areas of any size.



Highly Durable Infrastructure

All of our products are made from 100% aluminum and certified to operate in any climate condition.



Industry-Leading Reliability

Our operation services include real-time station monitoring, remote troubleshooting and 24/7 EV driver support.



Full Control Over the Service

Our software allows you to remotely manage all stations and consult detailed usage reports.

Smart Solutions For All Your Needs

FLO offers comprehensive EV charging solutions.

A yearly subscription to our Global Management Services includes everything you need to provide seamless charging for drivers, giving you total peace of mind.

Our services include:



24/7 toll-free bilingual (English/French) support line for EV drivers using your stations



PCI compliant billing for secure and reliable payment processing



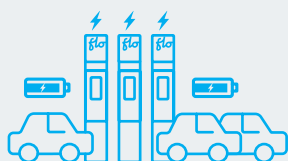
Access to a dedicated web portal for station management and usage tracking



Real-time station status available to EV drivers via the FLO website, mobile app and third-party platforms



Proactive station monitoring to ensure service quality and resolve potential issues in real-time



Custom Stations for All Locations

For Commercial Applications



SmartDC

Universal fast charger designed for the harshest environments

Key Features

- NEMA 3R aluminum casing
- Equipped with both CHAdeMO and SAE Combo connectors
- RFID card or mobile app authentication/payment
- Modular design to facilitate maintenance
- Optional cable management system

For use in: Rest areas, gas stations, retail stores, shopping centres, commercial properties, restaurants, fleet parking lots



SmartTWO-BSR

Dual Level 2 charging station with a small footprint and sleek design

Key Features

- Patented locking mechanism to protect the connector
- NEMA 3R aluminum casing
- Built-in cable management system
- RFID card or mobile app authentication/payment
- Can charge two vehicles at the same time

For use in: curbside on city streets, retail stores, shopping centres, restaurants



Made in
Canada



CSA
certified



Compatible
with all EVs



SmartTWO

Rugged Level 2 charging station with securely locked connector

Key Features

- Patented locking mechanism to protect the connector
- NEMA 3R aluminum casing
- Wall-mounted or pedestal configuration
- RFID card or mobile app authentication/payment

For use in: retail, restaurants, hotels, commercial properties, cities, public buildings



CoRe+

Versatile Level 2 charging station ideal for parking areas of any size

Key Features

- NEMA 4X aluminum casing
- Wall-mounted or pedestal configuration
- RFID card or mobile app authentication/payment
- Built-in energy management features
- Optional cascading kit

For use in: multi-unit residential buildings, workplaces, commercial properties, fleet parking lots

For Single-Family Homes



FLO Home

Robust and elegant charging station for residential application.

Key Features

- NEMA 4X aluminum casing
- 25-foot flexible cable
- Built-in connector and cable holder
- Available in connected (X5) and non-connected (G5) models
- Can be used by utilities for demand response programs



See How FLO Can Support You for Any Infrastructure Project



Public and Curbside

The FLO family of companies has extensive experience designing and operating charging stations for urban and public areas, including our unique dual curbside charging stations. Our comprehensive solutions allow partners to deploy and operate their own public charging networks, with easy payment setup, full EV driver support and real-time network monitoring.



Workplace and Fleet

FLO delivers custom solutions for companies to offer charging to employees or electrify fleets. Our solutions allow site owner to manage electricity consumption and reduce energy costs by taking advantage of off-peak rates while still providing adequate charge to electric vehicles. Access to the stations can be controlled through a secure online portal.



Residential and Multiresidential

FLO provides custom infrastructure for residential EV charging in both single-family homes and multi-unit dwellings. Our connected products enable utilities to issue demand response commands to control the impact of home charging on the grid and allows FLO to provide real-time station monitoring and comprehensive data reports.

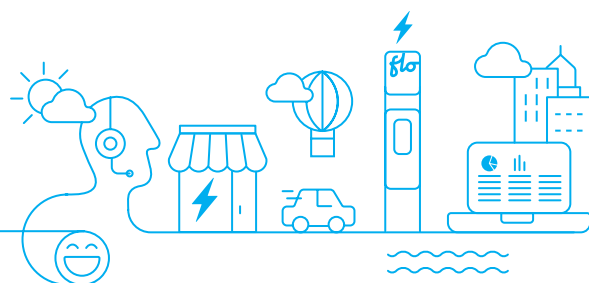


For More Information

✉ info@flo.com

☎ 1-855-543-8356

🌐 flo.com



Founded in **2008**
with over a decade of
experience



Headquartered in
Los Angeles,
California



Global footprint with
offices throughout the US
and in Canada, India,
Singapore, and Southeast
Asia



Over **150**
Employees
and contractors
worldwide



Working with
utilities, cities,
automakers and C&I
customers across the US
and the world



Acquired by **Shell**
in February 2019



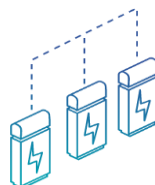
Greenlots is powering the future of electric transportation with industry-leading EV charging software and services



greenlots
A Member of the Shell Group

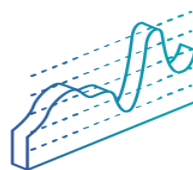
EV Charging Network Software

Operate & monitor your
network of charging
stations



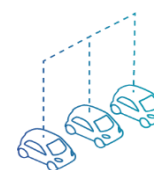
Smart Charging Optimization

Get more power usage from
your facility and easily manage
energy bills



Digital Mobility Solutions

Digital platforms for fleets and
auto OEMs to expand their
emobility offering

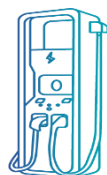


Grid Balancing Services

Aggregate and leverage
EV load to maintain grid
reliability and efficiency



Our turnkey approach to charging infrastructure



Choice of
hardware



Program management



Engineering & Commissioning



Software & Mobile
App



Customer Support and
O&M



Who is Greenspot?

Greenspot is an award winning smart mobility company focusing on deploying comprehensive EV charging projects with both the public and private sector.

Greenspot's work lays the framework for EV adoption today, and is future-proofed for increased EV adoption in years to come.

What is the Greenspot Experience?

Greenspot uses a using a proprietary process focused on simplicity and end-user experience:

1. Partnership with public or private sector
2. Feasibility study to determine optimal locations for stations:
Where do people live, work and play?
3. Simplified procurement and installation process
4. Hands-off management of charging stations and mobility program through Greenspot App
 - a. Optimized charging experience focused on the end-user
 - b. EV charging as a lifestyle
 - c. Shared mobility solutions

What Are We Offering Municipalities and Private Developments?

1. Ability to achieve sustainable/emissions reductions goals and targets through affordable and optimized transportation solutions
2. Comprehensive solution to encourage EV adoption
3. Healthier communities with decreased greenhouse gas emissions
4. Optimized solution for viable and affordable EV charging

Greenspot's e-Mobility solutions extend beyond publicly available electric vehicle charging stations and include e-Bikes, e-Scooters, and electric cars available to the public for rental.



Download the Greenspot App
JoinGreenspot.com

NEW TO ALTERNATIVE FUELS? WE CAN HELP.

25 +

YEARS

of fleet fueling
experience

200 +

FACILITIES

nationwide dispensing
clean fuel

100 +

MILLION DGE

of clean fuel
delivered per year

65 +

PUBLIC-ACCESS

fueling facilities (Trillium &
Love's)

150 +

EMPLOYEES

growing the clean
fuel market

100 +

MECHANICS

in-house to perform
proactive maintenance

TRILLIUM IS BACKED BY THE LOVE'S FAMILY OF COMPANIES.



GEMINI



MUSKET



50+

YEARS

of heavy-duty vehicle
fueling experience

23,000 +

EMPLOYEES

committed to excellent
customer service

765+

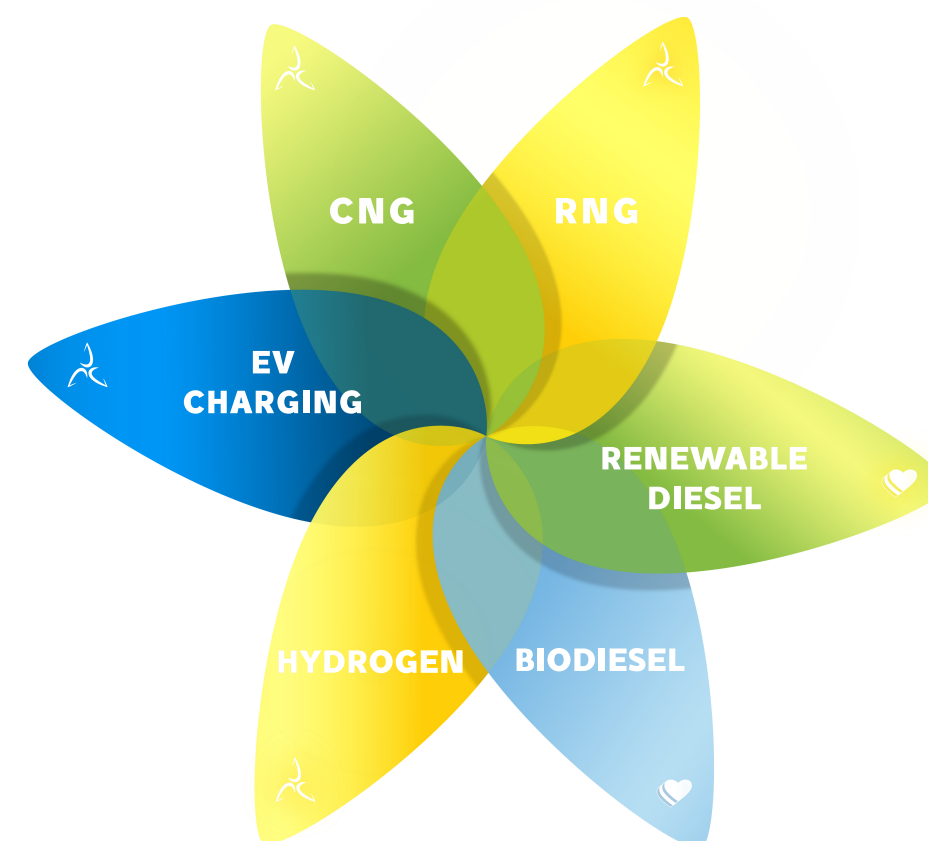
VEHICLES

owned and operated (through
Gemini Motor Transport)



ONE PARTNER, ANY FUEL. IT REALLY CAN BE THAT SIMPLE.

Through our Love's Family of Companies, Trillium can supply your station with any alternative fuel as your fleet's needs evolve and grow.



TRILLIUM OFFERS A CUSTOMER-CENTERED APPROACH TO CLEAN FUEL STATION DEVELOPMENT.

No matter what fuel you need, Trillium can partner with you at any stage of your project development to help you maximize efficiency, cost savings, and operating performance.

Our core goal is to ensure customers have access to a steady supply of clean fuel at predictable prices, and that they avoid paying unnecessary charges related to transmission, distribution, or demand.



Trillium’s 24/7 service model has helped us achieve the highest customer satisfaction in the industry and 99.9% uptime for our stations.



STRATEGIC DEVELOPMENT

Trillium partners with fleets to plan, design, finance and build customized fueling solutions.

Analyze

Trillium starts by understanding the customer’s operations and objectives, which we then use to develop projected CapEx, deployment timelines, annual fuel cost savings, and emission reductions.

Source

Trillium identifies the clean fuel and power supply sources that work best for a customer’s fuel station—balancing cost, reliability, deployment timelines, sustainability goals, location, and scale.

Design

Trillium manages necessary infrastructure upgrades with the local utility, secures required site permits, and coordinates with permitting authorities (e.g., AHJs).

Finance

Trillium offers flexible financing solutions to offset CapEx, and fleets can help secure grant funding and take advantage of lucrative RIN and LCFS credits.

Build

Trillium builds stations to handle heavy-duty fueling by conducting rigorous performance tests.



MAINTAIN & OPTIMIZE

Trillium takes a proactive approach to station monitoring, repair and maintenance.

Operate

Trillium’s proprietary and proven smart controls optimize fueling, balance equipment loads, and decrease wear on equipment. Trillium stations typically operate 10% –20% more efficiently than our competitors’ stations.

Maintain

Trillium implements a strict maintenance schedule for every station component, maximizing uptime and reliability. Our 100+ mechanics are certified by major component suppliers and engage in continuing education.

Repair

Trillium’s 24/7 service center boasts impressive availability and has an average response time of 15 seconds. For critical service calls, our local teams are onsite within two hours.

Monitor

Trillium’s service center is comprised of highly trained staff members that visually monitor equipment, respond immediately to issues, and work with local service teams to diagnose and repair issues.



ADAPT & GROW

Trillium meets with customers quarterly to evaluate their evolving fueling needs and adjust equipment and energy supply, as needed.

Track

Trillium offers account-based payment cards that enable customers to track individual driver fueling transactions, easily add or remove drivers, and monitor costs via an online reporting tool.

Evaluate

Trillium holds quarterly check-in meetings with customers to review existing services, discuss needed updates, and map out plans for future growth based on upcoming vehicle deployments.

Scale

Trillium can readily add or upgrade generators and battery storage to match operational demand. This “grow as you go” approach avoids potential “overbuilding” associated with a utility upgrade.