



Filling the Gap

Technology and Infrastructure for Corridor Development

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ChargePoint at a Glance



- + Founded in **2007**
- + Headquartered in Silicon Valley
- + **800+** employees worldwide, including **200+** engineering staff

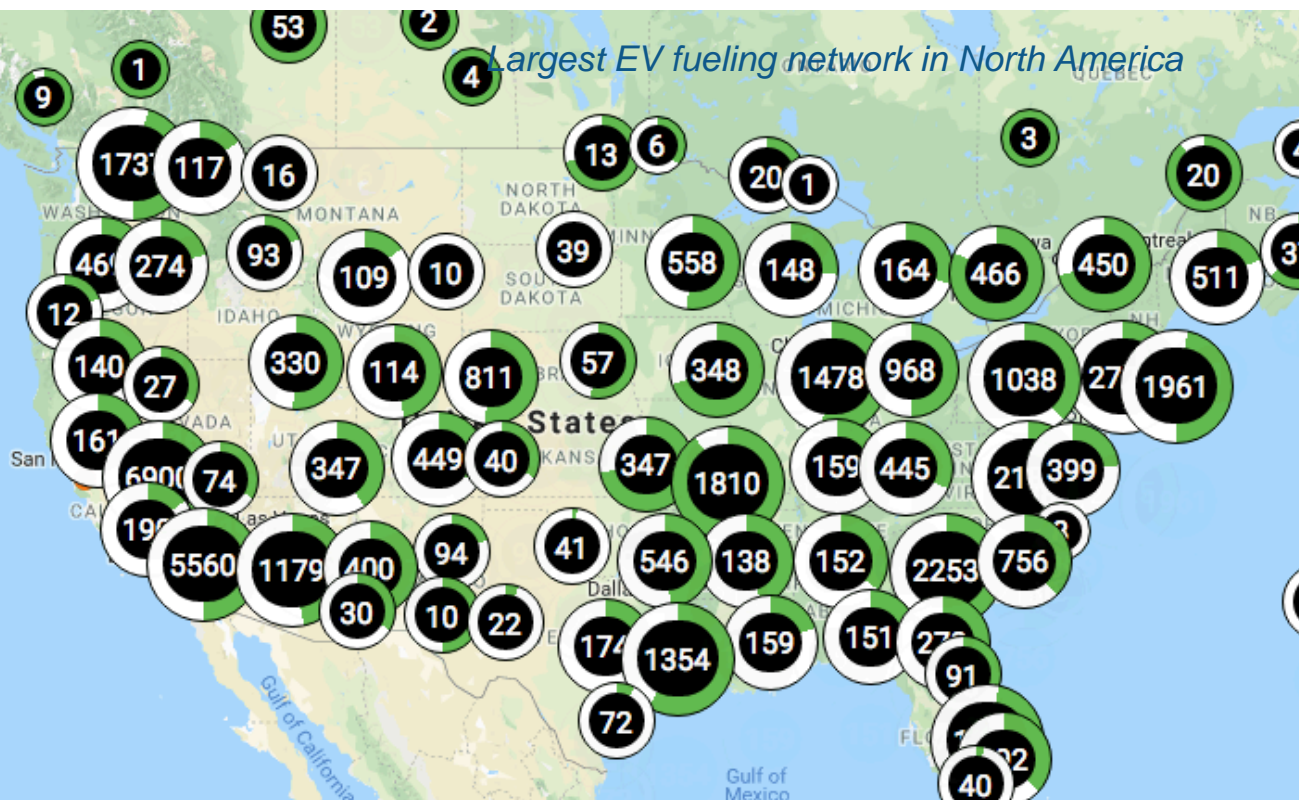
Unrivaled Fueling Network

62%

of 2019 **Fortune Top 50** companies use ChargePoint

60%

of 2019 **Fortune 100 Best Companies to Work For**[®] use ChargePoint



103,600+ ChargePoint spots

Includes 1,600+ DCFC spots

Deploying DCFC Across the Country

ChargePoint Role:

- ✓ Flexible business model
 - ✓ Vendor, EVSP, or prime contractor
- ✓ Turnkey Services
 - ✓ Site acquisition
 - ✓ Site assessments
 - ✓ Project management
- ✓ Ongoing Service Support
 - ✓ Nationwide network of O&M partners
 - ✓ 24/7 driver support in multiple languages
 - ✓ Assure w/ 98% uptime guarantee



Deploying EV Infrastructure in Intermountain West

Opportunities

+ Grants!

- ~ \$33M in grants from Volkswagen Appendix D and other sources

+ Different approaches to corridor deployment – no one size fits all!

- Competitive versus first come, first-served

Challenges

+ Coordination

- Gaps likely to remain after funding is gone

+ Site host selection

- Limited options and long ROI

+ Utility coordination

- Connection costs (connection fee, transformer, conduit/trenching)
- Demand charges