

# EU Managed Electrification Scope & Terms

Managed Electrification is a portfolio of best-in-class professional services specifically designed to ease the transition to electric mobility. From route planning and energy modeling to design, contractor procurement, and construction project management, we work with you to make informed charging decisions every step of the way.

Our in-house experts create a customized solution designed for your charging infrastructure needs – whether you need standalone expertise or full management. From design to deployment, we’ve got you covered. The following professional services are available:

| Phase              | Service                                                |
|--------------------|--------------------------------------------------------|
| <b>Consultancy</b> | Depot Electrification Analysis                         |
| <b>Design</b>      | Fleet & Energy Route Modeling                          |
|                    | Desktop Assessment                                     |
|                    | Site Layout                                            |
|                    | Utility Application Support                            |
|                    | On-Site Technical Assessment                           |
|                    | Pre-Engineering Design                                 |
| <b>Selection</b>   | Budget Estimate                                        |
|                    | Contractor Procurement                                 |
| <b>Deployment</b>  | Engineering Design Review                              |
|                    | Construction Project Management – Limited offer for EU |

The table below describes the details of the scope of work, deliverables, timeline, and customer responsibilities for each professional service in the Managed Electrification portfolio.

| Service                        | Scope & Terms                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
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| <b>Consultancy</b>             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Depot Electrification Analysis | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|                                | <ul style="list-style-type: none"> <li><b>Summary:</b> The assessment identifies energy requirements to model and optimize charging infrastructure as well as provides the customer an informed document that can be used to size and inform vehicle procurement strategies based on operational fleet plans, battery sizes and capacity, operational considerations. It is using data provided by the customer to reflect its own use cases.</li> </ul> <p><b>Report Content (Typical)</b></p> <p><b>Energy calculations (informing the CAPEX &amp; OPEX considerations)</b></p> <ul style="list-style-type: none"> <li>An overview for the construction requirements</li> <li>Energy calculations informing the <i>size</i> of the supply required to run the operation. <ul style="list-style-type: none"> <li>Sample energy calculations</li> <li>Bus energy requirements (based on the OEMs mentioned)</li> <li>Minimum continuous power required per bus/route</li> <li>Site energy requirements</li> <li>Maneuvering / wash / pre-heat time</li> <li>Additional charging requirements (opportunity charging)</li> </ul> </li> </ul> <p><b>Charging solution function considerations (informing CAPEX &amp; OPEX)</b></p> <ul style="list-style-type: none"> <li>Charge station management</li> <li>Realtime information <ul style="list-style-type: none"> <li>Actions</li> </ul> </li> </ul> |

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|  | <ul style="list-style-type: none"> <li>○ Smart charging</li> <li>○ Energy as a service</li> <li>○ Reports</li> <li>• Fleet operations depot management</li> <li>• Pre-conditioning</li> <li>• Energy as a service</li> <li>• Vehicle (Bus )Telematics</li> <li>• Examples of real time reporting</li> </ul> <p><b>Construction considerations (informing CAPEX &amp; OPEX)</b></p> <ul style="list-style-type: none"> <li>• Power quality management <ul style="list-style-type: none"> <li>○ Power quality monitoring</li> <li>○ Harmonics</li> </ul> </li> <li>• Indoor/ outdoor depot facilities</li> <li>• Operational service level agreement</li> <li>• Weather factors</li> <li>• Future proofing</li> <li>• Cost benefits</li> </ul> <p><b>Service Delivery Process:</b></p> <ul style="list-style-type: none"> <li>○ A pre-engagement meeting will be set up to review use cases &amp; confirm scope and pricing with the customer.</li> <li>○ Following order of the service (based upon pre-engagement scope), the consultant will contact the customer, confirm the data requirement and set up a kick-off to agree on timelines (First Draft/ Final Draft).</li> <li>○ Analysis is prepared by our consultant.</li> <li>○ After completion of assessment, a consultation will be planned to review the first draft of the report with the customer &amp; collect comments.</li> <li>○ A final report will be shared with the customer according to agreed timelines.</li> </ul> <ul style="list-style-type: none"> <li>• <b>Deliverable:</b> A report detailing considerations based on the above scope, or parts thereof selected by the customer informing the possible considerations to informing the likely feasibility of a charging solution based on ChargePoint experience and likely scenarios.</li> <li>• <b>Timeline:</b> Time to completion to be agreed with the customer and starts once the customer provides required documentation &amp; data under Customer Responsibilities. Work is considered complete once Deliverable is provided to the customer.</li> </ul> |
|  | <p><b>Specific Terms &amp; Conditions</b></p> <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b></li> </ul> <p>The minimum data requirements to complete the calculation tool include the following:</p> <ul style="list-style-type: none"> <li>• Time vehicle leaves the depot</li> <li>• Time vehicle returns to the depot</li> <li>• Distance of journey (mile/km)</li> <li>• Any multiple journeys with returns to the depot</li> </ul> <p>For a more accurate calculation, and to give further detailed results, following additional information from the customer is desirable-</p> <ul style="list-style-type: none"> <li>• Vehicle efficiency (kWh/km) <ul style="list-style-type: none"> <li>○ Summer value</li> <li>○ Winter value</li> </ul> </li> <li>• Vehicle battery capacity (kWh)</li> <li>• Site utility transformer capacity (KVA)</li> <li>• Site supply capacity (KVA)</li> </ul> <p>Data should be provided in Excel format whenever possible)</p> <ul style="list-style-type: none"> <li>• Provide ChargePoint with the necessary information needed to complete the report reasonably timely.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |

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|                                          | <ul style="list-style-type: none"> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Design</b>                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>Fleet &amp; Energy Route Modeling</b> | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|                                          | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Fleet logistics analysis service, identify energy requirements to model and optimize charging infrastructure. Priced per site as small, medium, large or bespoke.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Fleet Charging Needs Assessment:</b> Determine energy requirements based on the customer-provided fleet logistical data, accounting for buffer to support future growth.</li> <li>○ <b>Energy-optimized Charging Hardware:</b> Propose optimized charging hardware selection and design, accounting for utility service upgrade cost and timeline, as well as weighing capital cost vs. ability to delay charging to optimize utility costs.</li> <li>○ <b>Utility Cost Modeling and Optimization:</b> Recommend the best utility tariff for the chargers and summarize overall charging costs to support the fleet.</li> <li>○ <b>Consultation:</b> 1h virtual consultation after completion of assessments, modeling and optimization if requested by customer.</li> </ul> </li> <li>• <b>Deliverable:</b> document detailing our fleet and energy route modeling results, including summary of energy requirements, proposed optimized charging hardware, recommended utility rates and summary of overall costs.</li> <li>• <b>Timeline:</b> Time to completion can take 3-4 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once Deliverable is provided to the customer.</li> </ul> |
|                                          | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|                                          | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Provide current energy assessments, route data, vehicle data, battery data, 12 months of electric bills and 1 year of 15-minute interval data for the site, and any CO<sub>2</sub> abatement or corporate goals.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <b>Desktop Assessment</b>                | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|                                          | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Initial remote consultation to assess charging needs and electrical infrastructure to support development of a Site Layout. Priced per site.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Initial consultation:</b> Schedule a call with client to understand site objectives, use case and other considerations.</li> </ul> </li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

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|             | <ul style="list-style-type: none"> <li>○ <b>Charging Needs Assessment:</b> Size energy requirements and propose charger quantity and type, based on vehicle type/quantity/routes, vehicle consumption average and other data provided by the customer, as applicable.</li> <li>○ <b>Electrical Infrastructure Assessment:</b> based on charging needs assessment, size high-level electrical requirements and comparison to current utility service to determine any service upgrade needs.</li> <li>○ <b>Final Consultation:</b> 1h virtual consultation after completion of assessment, if requested by customer.</li> </ul> <ul style="list-style-type: none"> <li>• <b>Deliverable:</b> document summarizing proposed charging and electrical infrastructure needs.</li> <li>• <b>Timeline:</b> Time to completion can take 2-3 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once Final Consultation is complete.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|             | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|             | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Provide preferred charging equipment locations, satellite maps (if outdoor) or floorplans (if indoor) including locations of electrical panels, traffic flow/on-site logistics/potential obstructions if applicable, single point of contact to interface with ChargePoint's designer, facility electrical drawings (including single line diagrams for each power feed to the facility – utility and other generators), 12 months of electric bills and 1 year of 15-minute interval data for the site.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Site Layout | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|             | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Development of site layout and address any questions customer questions regarding install guide/site design guide <ul style="list-style-type: none"> <li>• Layout includes charger and ancillary equipment locations, as well as charging station electrical needs. Priced per site.</li> </ul> </li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Design:</b> Develop high-level site layout including locations and electrical ratings for chargers and existing ancillary equipment potentially interfacing with the chargers (e.g., generators), utility service location and point of interconnection. Based on information provided during a desktop assessment and/or on-site technical assessment.</li> <li>○ <b>Consultation:</b> 1h virtual consultation after completion of initial site layout, if requested by customer.</li> </ul> </li> <li>• <b>Deliverable:</b> document with top-down view of the site including locations and electrical ratings for chargers and existing ancillary equipment potentially interfacing with the chargers (e.g., generators), utility service location and point of interconnection.</li> <li>• <b>Timeline:</b> Time to completion can take 2-3 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once Deliverable is provided to the customer.</li> </ul> |
|             | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|             | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Purchase of Desktop Assessment.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

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|                              | <ul style="list-style-type: none"> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Utility Application Support  | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|                              | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Engagement with utility provider to consult on customer requirements to enable Customer or Contractor to complete/submit utility application. Priced per site.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Due Diligence:</b> Determine whether the existing service is sufficient, or a new service is required, by comparing the charger site layout with the facility electrical drawings and photos of electrical panels.</li> <li>○ <b>New Service Support:</b> If a new service is required, engage the utility to determine availability of electrical capacity, correct service voltage, potential lead times for utility design and new service construction, estimated fees (if applicable), and contractor responsibilities.</li> <li>○ <b>Utility Application:</b> Assist the Customer or Contractor in completing the utility application.</li> </ul> </li> <li>• <b>Deliverable:</b> document detailing the results of utility due diligence, including new service details noted in the Scope of Work above.</li> <li>• <b>Timeline:</b> Time to completion can take 2 weeks or date agreed with the customer, excluding time waiting for the utility, and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once Deliverable is provided to the customer.</li> </ul> |
|                              | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|                              | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Purchase of Site Layout. Provide utility bill, facility electrical drawings (including single line diagrams for each power feed to the facility – utility and other generators), and up to date photos of electrical panels, authorization for ChargePoint to coordinate with the Utility, as needed. The customer solely is responsible for submitting the Utility Application.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the Deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restraints on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restraints on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| On-Site Technical Assessment | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|                              | <ul style="list-style-type: none"> <li>• <b>Summary:</b> On-site assessment of electrical and civil infrastructure to support the development of a Pre-Engineering Design. Priced per site.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Site Due Diligence:</b> Conduct pre-assessment briefing to align goals with stakeholders at each site. Determine applicable access and disability requirements. Contact local utility provider to verify permit requirements, submittal details, review timelines and fees. Assessment of on-site electrical equipment including switchgears, utility service and point of interconnection.</li> <li>○ <b>Map of Site Conditions:</b> Draft a map of site conditions including access and disability utility provider requirements, location of switchgear, utility service, interconnections, and transformers.</li> <li>○ <b>Topographical map:</b> Topographical heat map and slope readings of parking areas surrounding desired charging equipment locations.</li> </ul> </li> <li>• <b>Deliverable:</b> document summarizing site due diligence, map of site conditions including details in Scope of Work above, and Topographical map.</li> </ul>                                                                                                                                                                                                                |

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|                        | <ul style="list-style-type: none"> <li>• <b>Timeline:</b> Time to completion can take 3-4 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once the Deliverable is provided to the customer.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                        | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                        | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Provide points of contact that can be available onsite to support ChargePoint with due diligence. Designate all desired charging equipment locations.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Pre-Engineering Design | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                        | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Development of pre-engineering design package including CAD layout and electrical single-line diagram. Priced per site.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Initial Consultation:</b> Schedule call with client to confirm customer preference for location of EV chargers based on findings from On-Site Technical Assessment.</li> <li>○ <b>Design:</b> Prepare CAD layout and electrical single-line diagram.</li> <li>○ <b>Final Consultation:</b> 1h virtual consultation after initial completion of the designs, if requested by customer.</li> <li>○ <b>Documentation:</b> Provide charging equipment documentation including installation and site design guides.</li> </ul> </li> <li>• <b>Deliverable:</b> CAD layout, electrical single-line diagram and charging equipment documentation including installation and site design guides.</li> <li>• <b>Timeline:</b> Time to completion can take 4 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once the Deliverable is provided to the customer.</li> </ul> |
|                        | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                        | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Purchase of Desktop Assessment and On-Site Technical Assessment.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| Budget Estimate        | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                        | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Preparation of rough order of magnitude ('ROM') estimate for high-level economic qualification of a site. Priced per site.</li> <li>• <b>Scope of Work</b></li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |

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|                                   | <ul style="list-style-type: none"> <li>○ Prepare rough order of magnitude ('ROM') costs based on historical benchmark data, subject to change until final numbers are quoted by a Contractor.</li> <li>• <b>Deliverable:</b> Excel and PDF budget estimate for the site.,</li> <li>• <b>Timeline:</b> Time to completion can take 4 weeks or date agreed with the customer and can start once the customer provides required documentation under Customer Responsibilities. Work is considered complete once the Deliverable is provided to the customer.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|                                   | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|                                   | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Purchase of Pre-Engineering Design, specify any unique customer requirements (e.g., prevailing wage, buy America requirements, union labor requirements etc.)</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the final deliverable, provided ChargePoint may use it under NDA.</li> <li>• <b>Restrictions on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrictions on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| <b>Selection &amp; Deployment</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Contractor Procurement</b>     | <b>Detailed Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|                                   | <ul style="list-style-type: none"> <li>• <b>Summary:</b> Competitive sourcing of engineering, procurement, and construction (EPC) services for the EV charging project. Includes bid package development, qualification, award, and support with EPC contract negotiations. Priced per Site.</li> <li>• <b>Scope of Work</b> <ul style="list-style-type: none"> <li>○ <b>Bid Package Development:</b> Create standardized bid package including site design requirements, equipment specifications and timelines. Invite qualified contractors to bid process.</li> <li>○ <b>Award:</b> Evaluate and compare bids from contractors.</li> <li>○ <b>Pricing &amp; Scope Negotiation:</b> Assist customers with their pricing and scope negotiations for the final contract with the Contractor.</li> </ul> </li> <li>• <b>Deliverable:</b> Creation of a standardized bid package, detailed bid comparison, and recommendation of a contractor.</li> <li>• <b>Timeline:</b> Time to completion can take 4 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work is considered complete once the Deliverable is provided to the customer.</li> </ul> |
|                                   | <b>Specific Terms &amp; Conditions</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|                                   | <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> Dedicated point of contact to support with the drafting of the bid package and qualifying/selection of the final contractor. Contact information for any preferred contractors. Specify any unique customer requirements (e.g., prevailing wage, buy America requirements, union labor requirements etc.). Purchase of Pre-Engineering Design service.</li> <li>• <b>Ownership of Deliverable:</b> Customer owns the deliverable, ChargePoint may retain copies for future troubleshoot of the site and commissioning.</li> <li>• <b>Restrictions on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrictions on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                           |

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| Engineering Design Review       | Detailed Scope of Work                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|                                 | <ul style="list-style-type: none"> <li><b>Summary:</b> Review of drawing sets prepared by professional engineer contracted by customer to ensure compliance with ChargePoint stations for optimal make ready. Priced per site.</li> <li><b>Scope of Work</b> <ul style="list-style-type: none"> <li><b>Review:</b> Review of engineering designs prepared by professional engineer contracted by customer; Comparison to ChargePoint specifications; Provide 1x markup of engineering designs and/or summary report of required changes and rationale</li> <li><b>Consultation:</b> 1h virtual consultation after completion of markups and/or summary if requested by customer</li> </ul> </li> <li><b>Deliverable:</b> CD90 or equivalent permissible plan-set markup and/or support report</li> <li><b>Timeline:</b> Time to completion can take 2 weeks or date agreed with the customer and can start once customer provides required documentation under Customer Responsibilities. Work deemed complete once markup and/or summary report is provided.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                 | Specific Terms & Conditions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|                                 | <ul style="list-style-type: none"> <li><b>Customer Responsibilities:</b> provide CD90 or equivalent permissible plan-set, contact information for original drafter</li> <li><b>Ownership of Deliverable:</b> Customer owns the deliverable, ChargePoint may retain copies for future troubleshoot of the site and commissioning</li> <li><b>Restrains on part of CP on uses of the Deliverable:</b> Can be used by ChargePoint for internal recordkeeping, and access can be provided to party developing the CD90 or permissible plan-set</li> <li><b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li><b>Confidentiality constraints with Deliverable:</b> n/a</li> <li><b>Rights CP retains with Deliverable:</b> n/a</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| Construction Project Management |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|                                 | Detailed Scope of Work                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|                                 | <ul style="list-style-type: none"> <li><b>Summary:</b> Consultative construction project management service, where ChargePoint operates as an owner's representative and technical resource to drive the project to completion, managing all aspects including schedule, budget, and stakeholders, for a specific site. Priced per site.</li> <li><b>Scope of Work</b> <ul style="list-style-type: none"> <li><b>Project Coordination:</b> Manage construction kick-off meeting; Regularly scheduled coordination meetings with contractor and customer based on agreed-on cadence; Maintain running punch list of outstanding construction actions; Manage and track schedules; Manage issues which may impact the schedule or the budget; Track project costs; Analyze and make recommendations on contractor change orders</li> <li><b>Construction Management:</b> Coordinate with customer's contractor on procurement of long lead time equipment (switchgear, transformers, EVSE, etc.); Permitting Coordination with contractor; Virtual inspections with contractor/customer-supplied images; On-site rough inspection visit before trench backfill and wiring, if needed; Manage logistics of CP hardware delivery; Coordinate with contractor to schedule utility upgrades and energization; Project management installation and commissioning of ChargePoint charging stations; Work with contractor to ensure final punch list is completed; Coordination of close-out and customer handover</li> </ul> </li> <li><b>Timeline:</b> Can start customer provides required documentation under Customer Responsibilities. Time to completion is variable based on project requirements, utility capacity, and equipment availability. Work is considered complete once EV charging site is fully commissioned, activated and operational with close out of contractor's punch-list</li> </ul> |

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|  | <p><b>Specific Terms &amp; Conditions</b></p> <ul style="list-style-type: none"> <li>• <b>Customer Responsibilities:</b> provide signed agreement with contractor, final engineering designs and site license (if applicable); assist in coordination with contractor including escalations; manage all payment activities with the contractor; facility access for on-site visits and inspections; identify a point of contact to interface with ChargePoint on an ongoing basis</li> <li>• <b>Ownership of Deliverable:</b> n/a</li> <li>• <b>Restrains on part of CP on uses of the Deliverable:</b> n/a</li> <li>• <b>Restrains on part of Customer on uses of the Deliverable:</b> n/a</li> <li>• <b>Confidentiality constraints with Deliverable:</b> n/a</li> <li>• <b>Rights CP retains with Deliverable:</b> n/a</li> </ul> |
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