



Dated: March 8, 2021
RE: ADDENDUM NO. 2 TO REQUEST FOR
QUALIFICATIONS (RFQ) PACKAGE

RFQ 21088
ELECTRIC VEHICLE SUPPLY EQUIPMENT
SUPPLIERS

EMAIL TO: All RFQ recipients on record.

The RFQ Package is hereby clarified or changed as follows:

QUESTION AND ANSWERS

QUESTION #1:

I have a few clarification questions regarding “who” can respond to the RFQ, RFI, and RFA below that I was hoping you would be able to shed some light on. I believe I am interpreting everything correctly, but I was curious if you had a few minutes to help clarify the email below before we respond.

ANSWER:

The RFQ is intended to qualify EVSE Suppliers of EVSE hardware, software, and networking services. Only EVSE Suppliers should respond to the RFQ. AEA will only contract or enter grant agreements for projects that include EVSE Suppliers that meet AEA’s minimum qualifications.

The RFI is intended to identify property or business owners interested in hosting charging sites. This information will be provided to the list of EVSE Suppliers qualified through the RFQ process.

The Request for Applications (RFA) to competitively select charging station locations will be released shortly. It was initially intended that it would be the responsibility of the qualified EVSE Supplier to submit the program application in response to the RFA on behalf of the Site Host and site. However, **AEA will accept applications from the Site Host or other entities on behalf of the Site Host, including the EVSE Supplier, utility, site designer, or project manager.** Interested Site Hosts can contact AEA-approved vendors directly or other qualified entities to determine the suitability of their site for a fast charging station. Qualified EVSE Suppliers may also approach prospective Site Hosts and utilities to assess fit with the technology and program. Successful responses to the RFA will require the Site Host to work with the EVSE Supplier and consult with the appropriate utility and other contractors to develop a site configuration plan and cost estimate to complete the procurement and installation and operate and maintain the charging station for a period of five years.

QUESTION #2:

The specifications include several references to demand response capabilities for the EV charging equipment e.g. PA-4. While being relevant to PG&E’s service territory in California, we are not aware of any existing EV specific DR programs being run by Utilities in Alaska and would like further clarification as to how AEA envisages this functionality being implemented as part of this program? If this is not a functional requirement, we would propose that the obligations are removed. This is particularly the case for DC Fast Chargers, which are designed to provide users with the fastest possible recharge rate so they can get back on the road. Having a DR functionality would be counter intuitive to this use case.

ANSWER:

AEA concurs with removing the equipment requirement PA-4 referenced on line 94 of the *2_Requirements_DCFC* and *2_Requirements_L2* worksheets within the excel file *RFQ 21088 Addendum _1 Attachment C Requirement and Cost 3A, 3B, 3C. and 3D Spreadsheet.xls* and referenced in Attachment A Section 2.6 bullet 4 on page A-6.

QUESTION #3:

I am surprised by the layout of this proposal. I understand how the matchmaking between the vendors and sites intends to happen, however many of the manufacturers or suppliers/distributors who would typically respond directly to an RFQ such as this would typically just provide their product. The “value added” type reseller model in this RFQ is not necessarily unique, but—in my opinion-- is atypical of the DC fast charger market. (As compared to say the Level 2 charger reseller market.) I do not think many manufacturers/distributors have the capacity to fulfill the role assigned to them to complete a site survey, evaluate the existing electrical system, solicit quotes, and complete a grant application to apply for funding. Therefore, their products, while representing the top of their industry in many ways, may not make it onto this forthcoming approved products list.

ANSWER:

While it was initially intended that it would be the responsibility of the qualified EVSE Supplier to submit the program application in response to the RFA on behalf of the Site Host and site, it was not intended to limit the proposal development being the responsibility of the EVSE Supplier. **To clarify, AEA will accept applications from the Site Host or other entities on behalf of the Site Host, including the EVSE Supplier, utility, site designer, or project manager.** Interested Site Hosts can contact AEA-approved vendors directly or other qualified entities to determine the suitability of their site for a fast charging station. Qualified EVSE Suppliers may also approach prospective Site Hosts and utilities to assess fit with the technology and program. Successful responses to the RFA will require the Site Host to work with the EVSE Supplier and consult with the appropriate utility and other contractors to develop a site configuration plan and cost estimate to complete the procurement and installation and operate and maintain the charging station for a period of five years.

QUESTION #4:

Does AEA intend to apply the specifications in Attachment A rigidly? For example the attestation for operation in temperatures of -22F and -40F. Many products are rated in a lower range between say -30F and -40F. Many of those areas in Alaska identified could easily exceed those temperatures. The engineering solution seen is typically to construct a shelter and heat the shelter to avoid extreme low temperatures. (Or add additional heaters to an equipment enclosure, etc.)

ANSWER:

Average daily temperatures at interior locations along the fast charge corridor may fall below -40F but not in every year and typically not for prolonged periods of time. The construction of a shelter is not an eligible expense for VW funds. The functional temperature range of EVSE varies. Given reliability and safety concerns for EV drivers, EVSE requirements along the fast charge corridor must be suited to Alaska’s climate. EVSE guaranteed to function at temperatures between -22F and -40F may be considered suitable south of Cantwell on a site-by-site case based on the temperature regime of the site, which would be evaluated during site selection in response to the Request for Applications.

QUESTION #5:

The RFQ appears to ask for networked Level 2 chargers to be qualified and does not leave room for non-networked Level 2. Considering the Level 2 chargers are offered for a backup of only 3.3kW would AEA consider a non-networked charger?

ANSWER:

For the DC Fast Charge Network Program, only networked Level 2 chargers will be considered.

QUESTION #6:

Data requirements seem to exceed that which is possible to collect through normal and typical means. In addition, I am unaware of any requirement from VW for such data collection. Can AEA please clarify the intent here?

ANSWER:

There are EVSE Suppliers that are capable of collecting all of the data requested in RFQ Attachment B. This data will be used for evaluation and planning purposes by state agencies, utilities, and researchers.

All other terms and conditions remain the same.

END OF ADDENDUM

We appreciate your participation in this solicitation.

Sincerely,

A handwritten signature in blue ink that reads "Lois Lemus". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Lois Lemus,
Contracting Officer
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