Questions & Answers
Request for Qualifications and Pricing:
EV Charging Equipment and Services

Posted: November 2, 2026

#	Question	Answer
1	On the webpage it says "and devices that enable direct wiring to individual meters with load management" Just confirming that line is asking for additional devices that offer these features and that the overall request is not ONLY devices that have this feature/ability.	Companies providing any Level 1 and Level 2 charging equipment and software services may submit a response. Partial submissions are accepted. Please respond to any sections that apply to your company and products.
2	Is this Request for Qualifications and Pricing more related to the Technical Assistance program, where WestLight and Ecology Action would refer Technical Assistance participant leads to EVmatch? Or potentially include us as a recommended hardware/software vendor in the Technical Assistance Reports that your teams create?	That's correct. This solicitation is to obtain pricing on EV charging hardware, software, and associated systems, for use in the EV Ready Technical Assistance program, in which WestLight Energy provides suggested charging solutions to customers for their choosing. This service includes estimated project pricing that is based, in part, upon the cost of the EV chargers.
3	Provide a word or google doc of the Form to enable easier completion & review of the submittal plus cutting/ pasting into the formstack once submission is ready.	Unfortunately, this is unavailable for this solicitation.
4	Does the company have an in-house engineering team? (Is the company able to produce stamped plan sets to submit to AHJ for permits?), our company has certain engineering capabilities in-house, but we use trusted engineering partners (not in-house) to produce stamped plan sets. Should we check yes or no?	Partnerships are acceptable. Also, please note that these services are not a requirement for the solicitation.
5	Can we respond if we do installation and service but don't make the hardware? Can a reseller or integrator apply, and do we need the manufacturer's OK?	No, this solicitation is not for installation services.
6	The form has no spot for installation or maintenance pricing. Can we include labor rates or service plans, and would they show on the price sheet?	This solicitation is not for installation or maintenance services.

7	What does it take to become a Trade Ally? Do listed vendors need an approved installer network, or can customers hire any licensed contractor?	Interested contractors may reach out to EVReady@WestLightEnergy.Org to become a Trade Ally in the EV Ready program. The program does not require customers to use a contractor from the Trade Ally network. The network is offered as a resource to customers, but customers are free to choose any licensed contractor. Also, please note that participation in the Trade Ally network is not a component of this solicitation.
8	Section 11.2 mentions "12.1," but there's no section 12. Did you mean 11.1?	Correct, this should have read “11.1”. Apologies for the typo.
9	Are the six criteria weighted or point-based? How do you measure sales history, and does it favor utility or CCA sales?	There is no formal weighting in this evaluation. The Technical Assistance team will provide recommended charging solutions based on a variety of factors including customer preferences, site conditions, budget, etc.
10	Should we quote MSRP, discounted, or volume-tiered prices? How long do prices need to hold, and what counts as a price change we must report?	Please provide your best pricing. However, please note that WestLight Energy cannot guarantee minimum purchase amounts. There is not a formal requirement on how long pricing must be honored, though price changes may impact how charging solutions are recommended to customers in the Technical Assistance program.
11	Do you have a rough estimate of units per category over the next 12 to 24 months?	Because charger selection and quantities are subject to customer approval, WestLight Energy cannot guarantee any minimum amounts. However, for context, nearly 900 chargers have been installed through the EV Ready program this year and 1,000+ chargers were installed in CY 2025.
12	If the charger works with a third-party software platform, can we submit them as one bundle? Does the software need its own CTEP/NTEP certificate?	For networked Level 2 chargers, both the software and hardware being quoted should have CTEP or NTEP certificates.
13	Can we list a product whose certificate is still pending? Is there a cutoff date to get it?	Yes. There is no formal cutoff date.
14	Is a third-party device okay as our only load management option? Are there minimum performance standards?	Yes, third-party partnerships are acceptable. There are no minimum performance standards other than what is specified in the solicitation. Also, please

		note that load management devices are not required for all bidders. Bidders may choose to provide pricing for one or more charging solutions outlined in the solicitation.
15	If we offer to own and operate the chargers, are there terms you'd expect, like revenue share or contract length?	No.
16	Is there a required data format or reporting frequency? Who covers integration costs, and does that affect scoring?	Data exchange with WestLight is currently handled on an individual basis. If there are additional integration costs, please note that in your response.
17	Can our stamped plans and CASP come from subcontractors, or do they need to be in-house?	Partnerships are acceptable. Also, please note that these services are not a requirement for the solicitation.
18	Does extending our prices to other agencies last the whole pricing period? Is there any cap on volume or location?	Bidders are encouraged, but not required, to offer piggybacking opportunities to other agencies. There are no caps.
19	Do vendors need a local presence or specific response times in San Mateo County and Los Banos?	No.
20	Can we review and correct our listing before it goes to customers? How often will the list be updated after Q4 2026?	Companies are welcome to lower their pricing on a flexible basis at any time. The list is expected to be formally refreshed roughly every 1-2 years.
21	Can we mark our pricing as confidential? Will other bidders see it?	Pricing cannot be marked as confidential. However, WestLight Energy only intends to use pricing results specifically with customers receiving Technical Assistance in the EV Ready Program. Results are not intended to be posted online by WestLight Energy for wide distribution.
22	Can we upload multiple files, save a draft, and edit after submitting? Is the Formstack link, which still has the old Peninsula Clean Energy name, the right one?	Please submit one version of your final pricing and other bid information. Yes, this is the correct link. WestLight Energy rebranded from Peninsula Clean Energy in recent months, but the Formstack account has not been updated.