Request for Qualifications and Pricing

WestLight Energy, a California Joint Powers Authority is seeking qualifications and pricing from interested vendors for the purpose of producing a price sheet of Electric Vehicle Charging Hardware and Software providers that will be recommended to customers participating in WestLight Energy's EV Ready technical assistance program.

Responses are due **November 6, 2026, 5 p.m.** Pacific Time.

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1. Overview

WestLight Energy issues this Request for Qualifications and Pricing to seek preferred pricing from qualified providers for customers participating in WestLight Energy's EV Ready technical assistance program. This solicitation:

- Provides general background on WestLight Energy
- Describes the company information, charging equipment, and software information sought by WestLight Energy
- Provides an opportunity for vendors to describe their qualifications and experience and explain how their equipment and services fit the EV Ready Program

1.1. Background

WestLight Energy's EV Ready Program is an EV charging infrastructure and technical assistance program that supports multi-family, workplace, and public charging in San Mateo County and the City of Los Baños with the installation of Level 1, Level 2, and Make Ready charging infrastructure. In addition to incentives, WestLight Energy provides free, but optional, technical assistance to customers to help design their EV charging installation projects.

Since program inception in 2020, WestLight Energy has provided over $11M in customer incentives for EV Charging representing over 3100 ports installed. WestLight Energy is currently managing nearly 300 customers receiving technical assistance and intends to further expand. In November 2025, WestLight Energy, partnered with Ecology Action with the goal of providing an additional 700+ project technical assessments, anticipating thousands of additional chargers to be installed with WestLight Energy technical support and incentives.

As a component of the technical assistance, WestLight Energy provides customers with estimated capital project costs and ongoing operational costs, which will be based on the qualifications and pricing received. It is important to note that while WestLight Energy will be advising customers on EV charging selection, based on a variety of factors that include upfront and ongoing costs, customer need, charging station system capabilities, etc., the choice of a charging solution is up to the customer. Therefore, WestLight Energy cannot guarantee purchase minimums.

Customers agree to share charging data with WestLight to track usage over time. EVSE vendors will be asked to make usage data available to WestLight Energy when it is available through the vendor's software platform.

To address site host preferences to reduce annual operating expenses associated with EV charging, the EV Ready Program prefers charging solutions with minimal to no ongoing software costs for site hosts. To ensure that the cost of electricity delivered to an EV driver is less than the equivalent cost of gasoline per vehicle mile driven, the EV Ready Program also prefers vendor charging pricing plans with minimal mark-up and surcharges paid by EV drivers.

The EV Ready team is seeking discounted/bulk pricing for EV charging hardware and software services which WestLight Energy and Ecology Action will recommend to customers who engage in program technical assistance. Low-power charging solutions, smart outlets (including Level 1

and Level 2), Level 2 charging stations with power management capabilities, and devices that enable direct wiring to individual meters with load management.

Level 1 and load managed level 2 EV charging solutions are a key part of WestLight Energy's right-sizing strategy. These solutions allow site hosts to install more chargers without having to go through the time-consuming and expensive process of electrical service upgrades. For residential settings where cars are parked in assigned parking spaces an average of 12 hours overnight, research shows that 94% of drivers need the equivalent of about 1.65kW of charging for satisfaction of typical daily charging needs with Level 1 charging or power-managed Level 2 charging.

Vendors with competitive pricing and products that meet the criteria described in this solicitation will be published on WestLight's recommended vendor list for customers receiving technical assistance. Hardware specifications and pricing provided from the response will be communicated to customers and Trade Ally contractors participating in WestLight Energy's EV Ready Program.

This request is for information and the development of a WestLight Recommended Vendor list only and is not a competitive procurement or solicitation for the award of a contract. WestLight Energy does not intend to select a single vendor or enter into a contract as a result of this request. Submission of information does not guarantee inclusion on the Recommended Vendor list, customer purchases, or any minimum volume of business. Customers will remain responsible for selecting products and/or vendors.

2. About WestLight Energy

WestLight Energy, formerly Peninsula Clean Energy, is a public agency and the official electricity provider for the communities of San Mateo County and Los Banos. Founded in 2016 with a mission to reduce greenhouse gas emissions, the agency serves 314,000 households and businesses by providing 50 percent renewable and 100 percent clean energy at a lower cost than PG&E. WestLight Energy makes significant investments in its communities to expand access to sustainable and affordable energy solutions. Over the last decade, WestLight Energy has saved customers more than $226 million, provided $30 million in electric vehicles and electric appliance rebates and no-interest loans, reinvested more than $100 million into the community, and advocated for state-wide green energy policies. In 2026, WestLight Energy marked its tenth anniversary and launched its next decade working toward a fossil-free future where everyone thrives through clean energy that's accessible and affordable to all. Learn more at WestLightEnergy.org. Follow us on Facebook, X, Instagram, and LinkedIn.

3. Schedule

Event	Date
Release Date	10/13/2026
Deadline for Submitting Questions	10/30/2026
Answers Posted	11/2/2026
Submission Deadline	11/6/2026
Onboarding interviews, if not previously completed	11/23/2026-12/4/2026
WestLight Energy begins sharing pricing sheet of selected vendors with customers	December 2026

- **Question & Answer:** Proposers may submit questions at evready@westlightenergy.org.
- **Submittal:** Submissions must be received on or before the submission deadline and follow all submission instructions in section 4.
- **Quote Review**: WestLight Energy will evaluate all qualifications and pricing received according to the criteria listed.
- **Pricing Sheet Finalization:** Selected vendors will have a chance to review how product information is presented to customers.

4. Submittal

Quotes must be received on or before the deadline to be included in the Q4 2026 update of WestLight Energy and Ecology Action's customer charger recommendation guide. All requested information, detailed in section 11, must be submitted to WestLight Energy via the submission form found at url:
https://peninsulacleanenergy.formstack.com/forms/ev_ready_2026_charging_pricing

If you have trouble submitting via the form, please email evready@westlightenergy.org for resolution.

By participating in WestLight Energy's Request for Qualifications and Pricing process, a Proposer acknowledges that it has read, understands, and agrees to the terms and conditions set forth in these instructions. WestLight Energy reserves the right to reject any offer that does not comply with the requirements identified herein. Furthermore, WestLight Energy may, in its sole discretion and without notice, modify, suspend, or terminate the Request for Qualifications and Pricing without liability to any organization or individual. The Request for Qualifications and Pricing does not constitute an offer to buy or create an obligation for WestLight Energy to enter into an agreement with any party, and WestLight Energy shall not be bound by the terms of any offer until WestLight Energy has entered into a fully executed agreement. Only electronic submittals will be accepted.

4.1 Rolling Submissions:

The WestLight Energy EV Ready program aims to always offer customers up-to-date and competitive pricing options. Vendors must submit by the submission deadline in order to be included on the Q4 2026 update of the program pricing list. However, applications may continue to be submitted after the submission deadline. These submissions will be regularly reviewed and added to the pricing list when competitive.

Similarly, selected vendors agree to update WestLight Energy program staff when equipment or software services change in price.

5. Content of Response

Interested vendors must submit all requested information and documents via this solicitation link: https://peninsulacleanenergy.formstack.com/forms/ev_ready_2026_charging_pricing

Detailed hardware and software criteria and response content are found in Section 11.

1. Company Information
2. Hardware Information & Pricing
3. Software Subscription Services & Fee Structures
4. Customer Experience for Site Hosts
5. Customer Experience for EV Drivers
6. Data Sharing

6. Review and Selection Process

Evaluation of Eligibility or non-Eligibility for the list will be based on a combination of quantitative and qualitative criteria.

The evaluation committee will make a selection based on the overall strength of each response, and is not restricted to considerations of any single factor such as cost. The criteria used as a guideline in the evaluation will include, but not be limited to, the following:

1. Product specifications and ability to meet the minimum requirements
2. Upfront purchase costs
3. Ongoing costs to site hosts and end-users
4. Sales history with public and/or private agencies, utilities, and/or other CCAs
5. Functionality and software ease of use for customers
6. Customer references

7. Inclusion of Non-Participating Agencies

WestLight Energy is asking all responding vendors to indicate their willingness to extend the quotes, inclusive of price, to other interested California-based municipalities, municipally-owned utilities and community choice energy programs. While this clause in no way commits use or publication of these quotes, nor does it guarantee any additional orders will result, it does allow other agencies, at their discretion, to make use of WestLight Energy's Request for Qualifications and Pricing. Subsequent agreements or use of quotations made by other agencies shall be understood to be transactions between that agency and the relevant vendor; WestLight Energy shall not be responsible for any such agreements or use of quotations.

8. Supplier Diversity

Consistent with its strategic goals, WestLight Energy has a strong commitment to foster a work environment that espouses sustainable business practices and cultivates a culture of innovation, diversity, transparency, integrity, and commitment to the organization's mission and the communities it serves. As part of that goal, WestLight Energy strives to ensure its use of vendors and suppliers who share its commitment to sustainable business and inclusionary practices.

To help ensure an inclusive set of vendors and suppliers, WestLight Energy's policy requires it to:

1. Strive to use local businesses and provide fair compensation in the purchase of services and supplies;
2. Proactively seek services from local businesses and from businesses that have been Green Business certified and/or are taking steps to protect the environment; and
3. Engage in efforts to reach diverse communities to ensure an inclusive pool of potential suppliers.

General Order 156 (GO 156) is a California Public Utilities Commission ruling that asks utility entities to set a goal to procure at least 21.5% of their contracts with majority women-owned, minority-owned, disabled veteran-owned and LGBT-owned business enterprises' (WMDVLGBTBEs) in all categories. Qualified businesses become GO 156 certified through the CPUC and are then added to the GO 156 Clearinghouse database.

The CPUC Clearinghouse can be found here: www.thesupplierclearinghouse.com. WestLight Energy's policies and commitment to diversity are consistent with the principles of GO 156, and, therefore, respondents to this Request for Qualifications and Pricing are asked to voluntarily disclose their GO 156 certification status as well as their efforts to work with diverse business enterprises, including those owned or operated by women (WBE), minorities (MBE), disabled veterans (DVBE), and lesbian, gay, bisexual, or transgender people (LGBTBE).

As a public agency and consistent with state law, WestLight Energy will not use any such provided information in any part of its decision-making or selection process. Rather, WestLight Energy will use that information solely to help evaluate how well it is conforming to its own policies and goals. Pursuant to California Proposition 209, WestLight Energy does not give preferential treatment based on race, sex, color, ethnicity, or national origin.

9. WestLight Energy Legal Obligations

WestLight Energy is not obligated to respond to any offer submitted. All parties acknowledge that WestLight Energy is a public agency subject to the requirements of the California Public Records Act, Cal. Gov. Code section 7920.000 et seq. WestLight Energy acknowledges that another party may submit information to WestLight Energy that the other party considers confidential, proprietary, or trade secret information pursuant the Uniform Trade Secrets Act (Cal. Civ. Code section 3426 et seq.), or otherwise protected from disclosure pursuant to an exemption to the California Public Records Act (“Confidential Information”). Any such other party acknowledges that WestLight Energy may submit to the other party Confidential Information. Upon request or demand of any third person or entity not a party to this Request for Qualifications and Pricing ("Requestor") for production, inspection and/or copying of information designated as Confidential Information by a party disclosing such information (“Disclosing Party”), the party receiving such information (“Receiving Party”), as soon as practical but within three (3) business days of receipt of the request, shall notify the Disclosing Party that such request has been made, by telephone call, letter sent via email and/or by US Mail to the address or email address listed on the cover page of the Request for Qualifications and Pricing. The Disclosing Party shall be solely responsible for taking whatever legal steps are necessary to protect information deemed by it to be Confidential Information and to prevent release of information to the Requestor by the Receiving Party. If the Disclosing Party takes no such action, after receiving the foregoing notice from the Receiving Party, the Receiving Party shall be permitted to comply with the Requestor's demand and is not required to defend against it.

10. General Terms and Conditions

1. **WestLight Energy's Reserved Rights:** WestLight Energy may, at its sole discretion: withdraw this Request for Quotes at any time, and/or reject any or all materials submitted. Respondents are solely responsible for any costs or expenses incurred in connection with the preparation and submittal of the materials for this Request for Qualifications and Pricing.

2. **Public Records:** All documents submitted in response to this Request for Qualifications and Pricing will become the property of WestLight Energy upon submittal and will be subject to the provisions of the California Public Records Act and any other applicable disclosure laws.

3. **No Guarantee:** WestLight Energy is under no obligation to select a contractor and/ or firm for the qualified vendor list. Concurrently, there is no guarantee of contract pursuant to this Request for Qualifications and Pricing.

4. **Response is Genuine:** By submitting a response pursuant to this Request for Qualifications and Pricing, Respondent certifies that this submission is genuine, and not sham or collusive, nor made in the interest or on behalf of any person not named therein; the submitting firm has not directly or indirectly induced or solicited any other submitting firm to put in a sham bid, or any other person, firm or corporation to refrain from submitting a submission, and the submitting firm has not in any manner sought by collusion to secure for themselves an advantage over any other submitting firm.

11. Detailed Response Content & Equipment Criteria

11.1 EV Charging Supplier Hardware & Software Criteria

Vendors mustmeet the following minimum equipment and software requirements to be listed on WestLight Energy's recommended vendor list. Bidders may choose to bid on one or more of the equipment categories listed below:

All electrical equipment must be UL Listed (or listed/certified by an OSHA-recognized NRTL) to the applicable safety standard.

1. Level 1 or Level 2 Smart Outlet
    a. 110/120V or 208 – 240V, 15A – 50A circuit
    b. Power Supply: 1.4 kW minimum
    c. NEMA 110/120V or 208 – 240V receptable, heavy duty, commercial, or industrial grade
    d. Ground Fault Circuit Interrupter (GFCI) receptacle
    e. Must meet indoor or outdoor NEC requirements per installation location
    f. Device must have California Type Evaluation Program (CTEP) certificate or National Council of Weights and Measures (NTEP) certificate.
    g. Equipment warranty must be at least 2 years.
    h. Must have cellular or WIFI options.

2. Networked Level 2 Charging Station (208 – 240V, 20A – 80A circuit)
    a. SAE J1772 or North American Charging Standard (NACS)/SAE J3400 connector
    b. NEMA 3R or equivalent rated (outdoor rated hardware) minimum
    c. Both Level 2 charger and paired software must have California Type Evaluation Program (CTEP) certificate or National Council of Weights and Measures (NTEP) certificate.
    d. Equipment warranty must be at least 2 years.
    e. Must have cellular or WIFI options.
    f. Load management system requirements for Level 2 charging:
        i. Level 2 chargers must have the ability to monitor and manage charging within a set electrical capacity constraint at a group level (e.g. groups can represent chargers on individual circuits, panels, transformers, etc.).
        ii. Load management can be dynamic, even split, first in first out (FIFO), or other.
        iii. Load management systems can be offered with the native software operating platform, through a third-party software operating platform, or in conjunction with a third-party hardware load management device. If load management can only be offered through a third-party device or service, technical specifications and pricing need to be included.

3. Non-networked, residential style Level 2 chargers
    a. SAE J1772 or North American Charging Standard (NACS)/SAE J3400 connector
    b. NEMA 3R rated (outdoor rated hardware) minimum

4. Charge Management Systems, including any of the features listed below:
    a. Load controller that utilizes a splitter or other device to enable an EV charger or outlet to be connected directly to a residential unit electrical meter, including real-time power consumption reading, and de-energizes power to the EV charger or outlet when electrical capacity is limited.
    b. Smart panels that enable EV charging.
    c. Battery Energy Storage System (BESS) that facilitates large quantities of EV charging at properties with limited electrical capacity.
    d. Other innovative products or solutions that facilitate large quantities of EV charging at properties with limited electrical capacity.
    e. Please only include products designed for multifamily, workplace, or public Level 1 and Level 2 charging. Products designed for single-family homes or Level 3 fast charging are not currently a part of the EV Ready Program.

5. Software requirements for Networked Equipment
    a. Networked chargers and outlets must enable property owners to collect revenues from individual drivers using the chargers
    b. Software subscription should include a web portal for property owners to view and manage

11.2 Response Content Detailed Description

All responses are to be submitted via formstack. See link (or section above)

1. Company Information
    a. Company Name
    b. Contact name, email phone number: details for the individual who is completing this form and the contact we should use for communications related to this submission
    c. Company Address
    d. How many years has your company been in the business of EV Charging?
    e. Services and equipment included in this response
    f. Does the company provide project management, engineering, design, or construction management services?
    g. Does the company have an in-house engineering team? (Is the company able to produce stamped plan sets to submit to AHJ for permits?)
    h. If Yes, does your team include a CASP (Certified Access Specialist) for ensuring designs are ADA compliant?
    i. When a customer is ready to obtain a bid from a contractor, does your company become involved in the contractor selection process? If Yes, please describe your process for assigning a job to a contractor.
    j. Does your company offer any other project management, engineering design, or construction services?
    k. References: Please provide 2-3 references and/or case studies that can be shared with WestLight Energy customers

2. Hardware Information
    a. Networked Level 1 and Level 2 Outlets and Chargers
        i. Responders may provide details for up to three products that meet the minimum equipment selection criteria in 12.1
        ii. Requested details:

1. Product name
2. Model number
3. Retail price (MSRP in USD)
4. Connector Type (chargers) or NEMA Receptacle Type (outlets)
5. Breaker Amperage
6. Voltage
7. Maximum Power Output (kW)
8. Software Protocol, please specify OCPP version number, if applicable
9. NEMA receptacle type and outdoor rating (if applicable)
10. CTEP/NTEP Compliance Certificate #
11. Network connection, cellular, wifi, or both
12. Payment methods accepted (e.g. charger app, credit card, RFID)
13. Best fit: is this product best fit for multifamily, workplace, or public charging? Note: public charging recommendations generally have a screen display and external credit card reader whereas multifamily charging may require an app to enroll. Responders are encouraged to provide separate options for each category if available.

iii. Attach specification sheets for the equipment submitted
iv. CTEP/NTEP Compliance: if any devices do not have a current CTEP/NTEP Certificate, is that process underway? Please provide any additional relevant details.
v. Load Management Capabilities
    1. Please describe how Level 2 chargers meet the load management requirements, or provide a product sheet that describes these systems or devices
vi. Additional information: Is there any additional information we should know when reviewing these products?

b. Non-networked Equipment
    i. Attach specification sheets for non-networked (residential) Level 1 and Level 2 outlets and chargers that meet the minimum hardware specifications.
    ii. These products will be recommended when equipment is wired directly to apartment unit meters or when the property owner does not intend to collect a $/kWh fee.
    iii. Please provide the following information for up to two residential products.
        1. Product Name
        2. Model Number
        3. Retail price (MSRP in USD)
        4. Connector or (chargers)
        5. Breaker Amperage
        6. Voltage
        7. Power Output (kW)
        8. NEMA receptacle type and outdoor rating (if applicable)

c. Charge management devices and other equipment
    i. Charge management devices: Provide a description, price, and product specification sheet for any load controllers, smart panels, BESS, or any other devices that enable EV charging to be deployed at scale.
    ii. If the company supplies any additional charging accessories or hardware, please provide spec sheets and pricing. This may include pedestals,

cable management, security locks or boxes, network devices such as modems, etc.

3. Software Subscription Services & Fee Structures
    a. Do you offer an option with zero or low fees to the property owner? (For example, charges are passed through directly to drivers either via a $/kWh surcharge, monthly charge, or other fee structure, please describe.)
    b. Attach a pricing sheet or describe pay structures for software and networking services including annual subscriptions, fees collected for charging events (activation fees, kWh surcharge rate, and/or % of total EV charging rate per kWh kept by the EVSP), term, and what services are included in these fees. (For example, $0.05/kWh charged to customers, $200/year billed annually to the site host for software and networking etc.)
        i. Note: This is a key part of WestLight Energy's selection criteria. Preference will be given to vendors who provide options for minimal to no software costs for site hosts and who offer the lowest possible costs for EV drivers.
    c. Does your company offer profit sharing? How is this negotiated with property owners?
    d. Does your company offer the option for the company to own and operate the chargers? (Property owner does not own and maintain the chargers)
    e. Do your fee structures support the possibility for minimal or no charges until the chargers are assigned to a driver? This could be either due to all fees being charged directly to drivers or by not beginning subscription service fees until the chargers are activated or put into use.
    f. Standard, commercial, or additional support options. If your software product features additional or advance add-ons for particular customer segments, please describe. This may also include additional maintenance guarantees, extended warranty, or other additional service options.

4. Customer Experience for Site Hosts
    a. Upload any customer facing collateral for site hosts, such as dashboard user guides.
    b. Does your company offer onboarding support to site hosts?
    c. Does the software support setting different user groups and controlled access?
    d. Does a single property owner have the ability to see chargers installed across multiple properties?
    e. Does the software allow setting time-of-use pricing?
    f. Does your company make price recommendations based on a customer's current electricity bill and rate tariff?
    g. Are there any other features benefiting site hosts that you would like us to understand in order to best recommend your product to customers?

5. Customer Experience for EV Drivers
    a. Upload any driver facing collateral such as guides on starting a charging session.

b. How is the pricing displayed to drivers? If time of use pricing is available, how is that displayed with transparency to drivers?
c. What forms of payment are accepted? (Company app, credit card, RFID card, etc.)
d. Do drivers have the ability to schedule charging?
e. Availability of customer support
f. Are there any other features benefiting EV drivers that you would like us to understand in order to best recommend your product to customers?

6. Data Sharing
    a. As a standard part of receiving EV Ready program funding, property owners and developers agree to share charging session data. Does the company have experience building data sharing structures with funding agencies via API or other methods to automatically make data for WestLight funded sites available?
    b. If the company is selected to be on WestLight Energy's recommended charging list, do you agree to collaborate to build an automated data sharing process within 6 months of selection?
    c. If available, please provide a quote for data sharing services. Otherwise, this may be negotiated during onboarding interviews.