



Office of
General Services

GOVBUY PROCUREMENT CONFERENCE

November 21-22, 2024

Empire State Plaza Convention Center, Albany, NY



Purchasing Zero Emission Vehicles and Electric Vehicle Charging Infrastructure

Room 4 | 2:00 PM – 3:00 PM

MODERATOR

Julie Takakjian, Resiliency & Sustainability,
OGS

PANELISTS

Nick Hvozda, Project Engineer II,
NYPA

Brandy Americk, Project Manager,
OGS

Carol Neelis, Contract Management
Specialist, OGS



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Review of State Zero Emission Vehicle Goals and Resources

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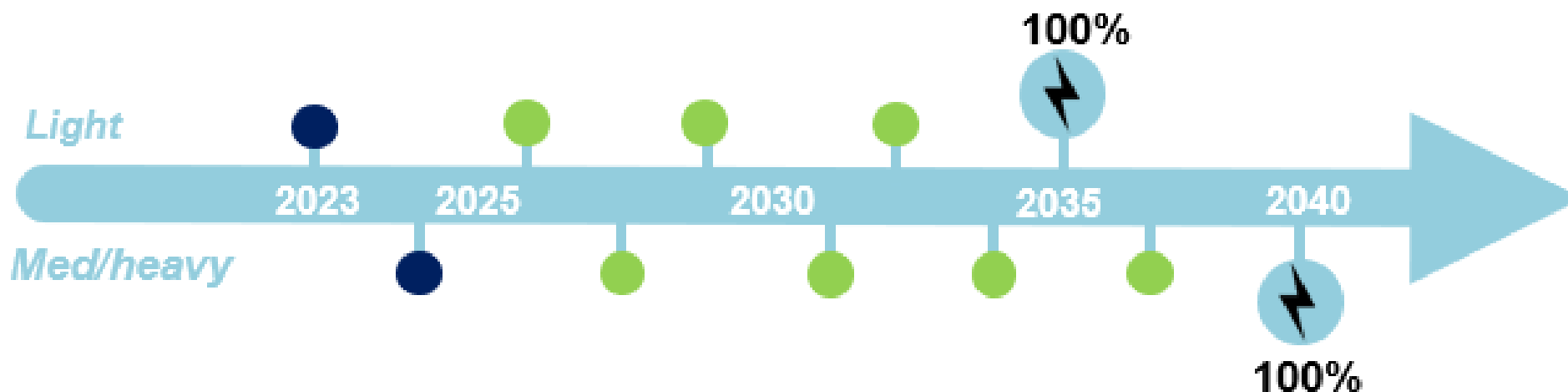


Mandate for State fleet electrification

- **100% of light-duty fleet will be Zero Emission Vehicles (ZEVs) by 2035** and 100% of medium- and heavy-duty vehicle fleets will be ZEVs by 2040.
- **Affected entities are required to file light-duty conversion plans** by the end of 2023 and medium/heavy by 2025. Both require updates every 3 years.
- **Reinforced by other legal mandates and public commitments**
- **NYS fleet ZEV Conversion law** (SFL 163-d, 2023)
- **Regulatory phaseout of internal combustion sales** in New York by 2035
- **Multi-State ZEV MOU**



Zero Emission Vehicle (ZEV) State Fleet Conversion Timeline



- Plan
- Update

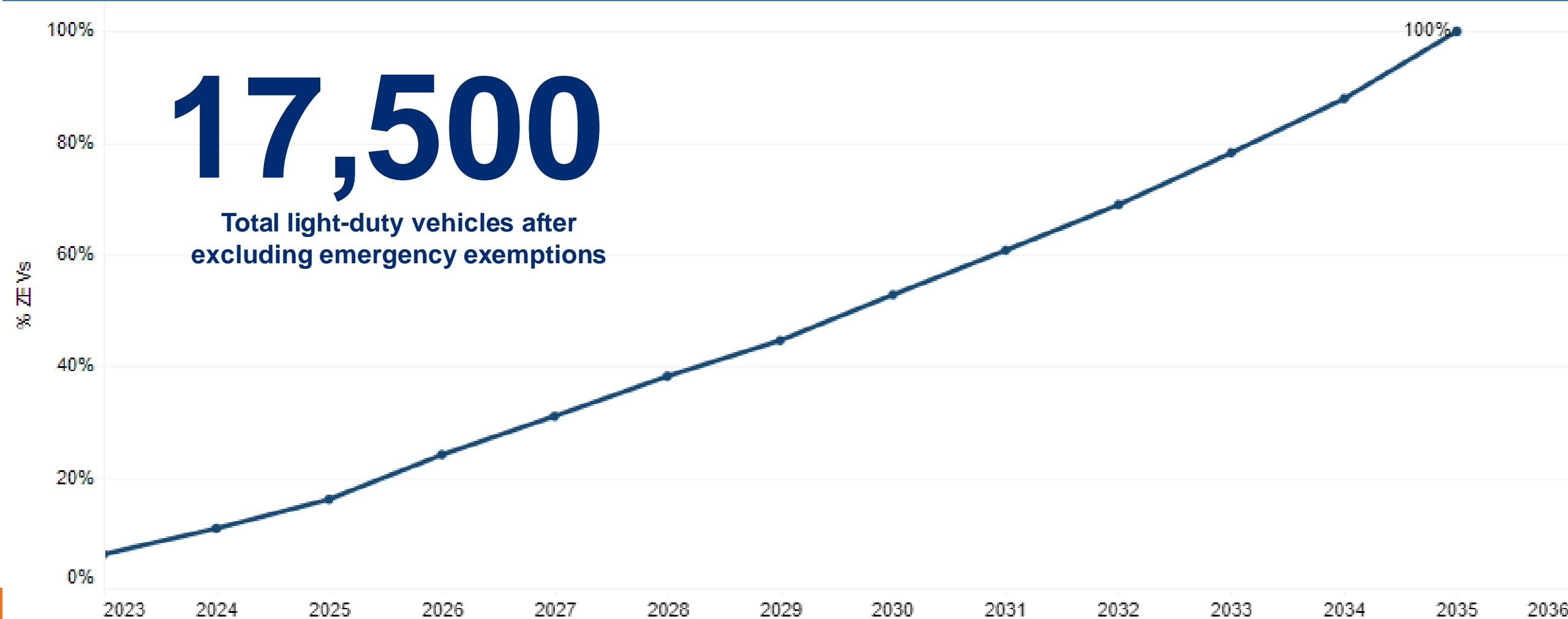


Light-Duty Fleet Conversion Projections

EO22 Affected Entities

17,500

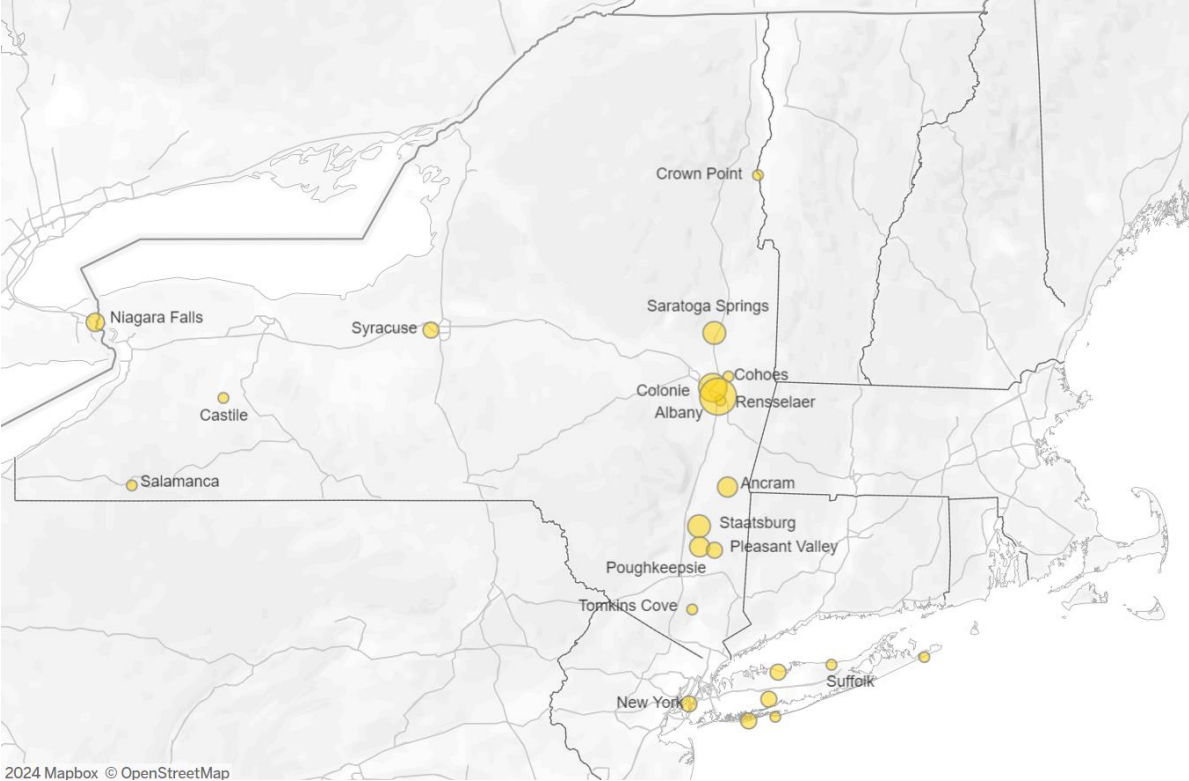
Total light-duty vehicles after excluding emergency exemptions



Line chart showing the projected percent by year of total New York State light-duty fleet that will be zero-emissions vehicles for all New York State entities affected by Executive Order 22. The marks are labeled by projected number of zero-emissions vehicles and total fleet size. The line begins in 2023 at 1,095 or 6.3% zero-emissions vehicles and continues through 2035 at 100%.

Existing EV Charging Network

Owned by New York State Entities



135 active plugs

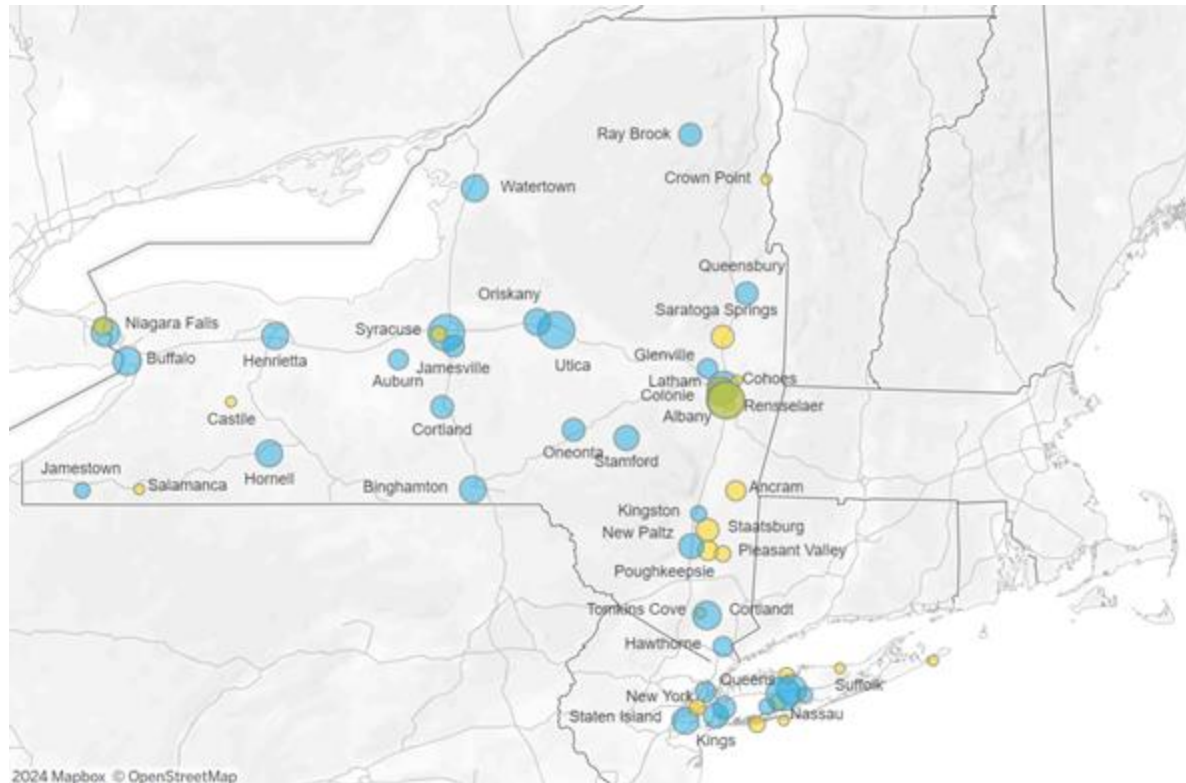


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EV Charging Network Growth

Owned by New York State Entities



600+ new ports in design



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Ways for State agencies to meet EVSE targets

In your own State-owned facility

Contact OGS Resiliency & Sustainability to build through OGS Design & Construction or NYPA

In an OGS (or other agency)-owned facility

Contact OGS Resiliency & Sustainability to factor your fleet targets into designs.

In a private facility with a commercial lease

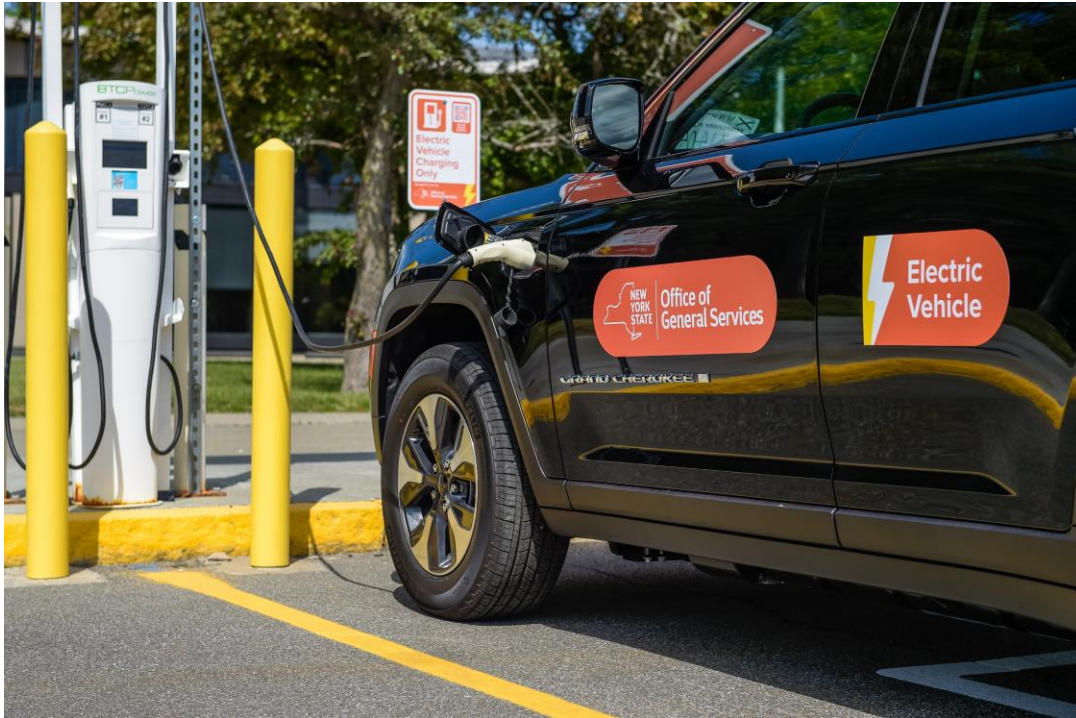
Work with OGS Leasing to build EV terms into lease.



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Ways to meet EVSE targets: OGS Centralized Contracts



OGS Centralized Contract (23251)

Vendors:

1. Blink Charging
2. ChargePoint
3. Lynkwel
4. Flo
5. Nuvve



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OGS Centralized Contract ZEV procurement options

Make/Model	Vehicle Type	AWD	Total Range in Miles	MSRP*
Small Car: Passenger and cargo volume is under 110 cubic feet				
Chevy Bolt EV	BEV	No	259	\$26,500
Toyota Prius Prime	PHEV	No	600	\$32,675
Other BEVs: Fiat 500e†				
Mid-Size Car: Passenger and cargo volume is 110-119 cubic feet.				
Hyundai Ioniq 6	BEV	Optional	361	\$42,450
Nissan Leaf	BEV	No	212	\$28,140
Small MPV: With a length under 167 inches.				
Ford Mustang Mach-E	BEV	Standard	312	\$42,995
Toyota RAV4 Prime	PHEV	Standard	600	\$43,440
Other BEVs: Chevy Equinox EV†, Chevy Bolt EUV, Hyundai Ioniq 5, Hyundai Kona Electric, Kia EV6, Kia Niro EV, Nissan ARIYA, Subaru Solterra, Toyota bZ4X, Volkswagen ID.4				
Other PHEVs: Dodge Hornet R/T, Ford Escape, Hyundai Santa Fe, Hyundai Tucson, Jeep Wrangler 4xe, Kia Sportage Plug-in Hybrid, Kia Niro Plug-in Hybrid, Mitsubishi Outlander Plug-in Hybrid				
Mid-Size MPV: With a length roughly between 167-180 inches.				
Kia Sorento Plug-in Hybrid	PHEV	Standard	460	\$55,320
Other BEVs: Honda Prologue SUV†, Jeep Recont†, Jeep Wagoneer "S"†, Other PHEVs: Lincoln Corsair SUV				
Full-Size MPV:				
Kia EV9	BEV	Optional	304	\$54,900
Jeep Grand Cherokee 4xe	PHEV	Standard	470	\$59,865
Mini-Van: Having a box-like shape, side and rear windows, and typically removable rear seats for cargo.				
Chrysler Pacifica	PHEV	Standard	520	\$52,495
Full-Size Pickup:				
Ford F-150 Lightning	BEV	Standard	320	\$49,995
Chevy Silverado EV	BEV	Standard	400	\$50,000
Cargo Vans and Box Trucks:				
Ford E-Transit Van	BEV	No	126	\$45,995

Other BEVs: GM BrightDrop Zevo 400, GM BrightDrop Zevo 600

Note: the range, price, and vehicles on the market will continue to mature. This is representative of a snapshot in time of the 2024 ZEV market.

*Manufacturer's suggested retail price. Final purchase price may vary.

†Expected in 2024

Visit the [NYSERDA Drive Clean Rebate website](https://www.nys.gov/nysvehiclemarketplace) to check if the EV you are interested in purchasing is eligible for an automatic rebate and that you are purchasing from a participating dealer.



Purchase electric vehicles on the **NYS Vehicle Marketplace**

ogs.ny.gov/nysvehiclemarketplace



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ZEV funding and resources

Funding opportunities

- **Federal grants and tax credits**
 - Commercial Clean Vehicle Credit
 - Alternative Fuel Vehicle Refueling Property Credit
 - Charging and Fueling Infrastructure Discretionary Grant Program
- **State grants and rebate programs**
 - Drive Clean Rebate for vehicles
 - Charge Ready 2.0 EVSE grants
- **Utilities**
 - EV Make Ready Program

ZEV Conversion resources

- [Clean Fleet Plan](#)
- [EV introduction pamphlet](#)
- [Vehicle purchase guide](#)
- Plan your trips: [plugshare.com](https://www.plugshare.com) or download Chargeway app on your NYS device
- [Training & recordings](#)
- In-vehicle telematics systems can provide invaluable insights into your fleet, allowing for easy identification of vehicles for conversion





NYPA EV Infrastructure for State Agencies

NYS Fleet Charging Infrastructure Rollout Project

Nick Hvozda
Project Engineer, e-Mobility Delivery



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NYPA's Vision

A thriving, resilient New York State
powered by clean energy

NYPA's Mission

Lead the transition to a **carbon-free, economically vibrant New York** through customer partnerships, innovative energy solutions, and the responsible supply of clean and reliable electricity.



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NYPA customer project delivery: benefits for energy savings & decarbonization



True partnership

- **An extension of your team** to support planning and implementation
- **Objective solutions** with full transparency
- **90 years** of service to New York State



Government expertise

- **Ability to streamline the contracting and RFP process** to save time and money
- **Access to a pool of pre-qualified vendors** with expertise in government contracting
- **Knowledge of NY State** policy, regulations, CLCPA



Cost-effective solutions

- **A financial approach** that is optimized to meet your goals
- **Cost-benefit analysis** to support your decisions
- **Knowledge** of rebates, incentives, and grants that can support your project
- **Cashflow neutral / positive strategies** with zero upfront costs



Customized approach

- Holistic, **comprehensive approach**
- **Technical, engineering, and project management** expertise
- **End-to-end** audit, planning, electrical, construction services
- **Projects across the State** including complex multi-year multi-facility upgrades



Project Summary: NYS Fleet Charging Infrastructure Rollout

NYS Office of General Services partnership with the NY Power Authority (NYPA)

Scope of services:	Turnkey EV charging infrastructure installations at State facilities
Eligibility:	Executive Agencies subject to Executive Order 22 <ul style="list-style-type: none">• Subject to DOB criteria• OGS approves project scope and budget
Funding:	Fully funded through the OGS program <ul style="list-style-type: none">• Estimated 500 ports
Equipment access:	Fleet and employee charging
Equipment type:	Level 2 and DC Fast Chargers <ul style="list-style-type: none">• Typical site is (10) Level 2 ports with future expansion capacity• DCFC 180KW
Support services:	Prepaid network software subscription and service warranty
Infrastructure ownership:	Participating agencies own equipment after installation



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Procurement Overview

NYPA-OGS Master Cost Recovery Agreement

Value Contract

NYPA No. Q21-7220MH

June 2022

EVSE Statewide Implementation Services

26 contracts through October 2027

Services:

- Turnkey
- Hardware
- Software
- Site acquisition services
- CaaS (Charging as a service)

Mini-bid

NYPA No. Q21-7220MH-M

August 2023

Statewide EVSE Turnkey Implementation Services

2 contracts through September 2027

Awarded Contractors:

- Maverick Construction Corporation
- Plugin Stations Online, LLC



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Turnkey project components



- Site assessment
- Stakeholder engagement
- Utility engagement
- Equipment procurement
- Design/Permitting/Construction
- Staff/employee training
- Network software subscription
- Prepaid labor warranty (4 years)
- Parts warranty (manufacturer-provided)




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Equipment Options

Multiple make/models available

- OCPP compatible (open network)
- Cable management (18-25')
- Ground/wall mount
- Eligible for utility make ready incentives
- Charge Ready NY 2.0 eligible
- UL-listed
- Buy America-compliant



CABLE RETRACTOR

- **Optional** Cable retractor extends the life of the cables by elevating them off the ground.
- **Creates a safer environment** by greatly reducing tripping hazards.
- **Available in 72" or 95"**
 - 72" for cables up to 18'
 - 95" for cables up to 20'

SLIM & DURABLE DESIGN

- **Outdoor rated** with multiple mounting configurations.
- **Small footprint** whether wall or pedestal mounted.

MULTIPLE MODELS

- **Open Access Control** Recommended control for residential and fleet use.
- **RFID Access Control** Recommended model with RFID-card access control.
- **Ethernet (404 Only)**
- **Cellular**
- **Networked** When connected to a backend software system, it unlocks features such as point of sale, payment, usage data reporting, driver notifications, remote diagnostics, and more.

LEVEL 2 CHARGING STATION

- **Level 2 AC Charger** with 60A capabilities is designed for North America and provides a shorter charging time than 50A or 32A EVSE.
- **Adjustable output** allows for the lower power to match your supply panel, electric vehicle, and driving range.
- **3-Year Parts Warranty** (5-Year Parts & Labor optional).

MOUNT CONFIGURATIONS

- **Single Wall Mount**
- **Dual Wall Mount**
- **Single Pedestal**
- **Dual Pedestal**

UL-Listed meets safety standards for use in North America.

Meets standards for compliance with Executive Order 14176.



Terra 124/184 C
Single outlet CCS shown with cable management system

Terra 124/184 CC
Dual outlet CCS shown with cable management system

Terra 184 NEVI
Designed to meet the needs of NEVI programs




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Network Software Subscription

EV Connect – *Optimize* service

- Driver support
- Remote diagnostics
- Access control
- Load limits
- Revenue collection
- Load management
- Usage data



	Operate	Optimize
Access		
Station access control	✓	✓
iOS/Android mobile app for drivers	✓	✓
24/7 driver support via the app and phone	✓	✓
Live station status view on PlugShare	✓	✓
OCPP: Open & Flexible Standards Protocol	✓	✓
OCPI: Roaming Between Network Providers	✓	✓
Guest access		✓
Code of Conduct development		✓
Snitching (station misuse reporting)		✓
Access control by organizational hierarchy		✓
Pricing		
Charge price control	✓	✓
Pricing policy development and consultation		✓
Price benchmarking reports		✓
Consultation to improve station use and profitability		✓
Performance		
Dashboard view of station activity	✓	✓
Station health reports	✓	✓
Station use, performance, and sustainability reports	✓	✓
Personal station usage and transaction reports for drivers	✓	✓
In-dashboard trouble ticket management	✓	✓
Technical phone support		✓
Proactive station health monitoring		✓
Load balancing		✓
Custom, quarterly reports tracking charging KPIs		✓
Quarterly review with your Client Success Manager		✓



Rebates and Incentives

Applied to reduce project cost to OGS

- Utility Make Ready Incentives
- NYSERDA Charge Ready 2.0
- IRA Direct Pay



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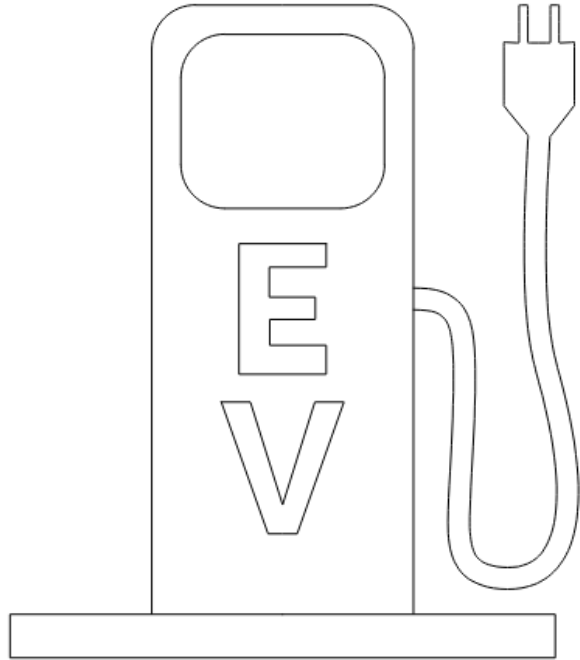
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OGS D&C SUPPORT FOR NEW YORK STATE AGENCIES

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Agenda



- OGS Design & Construction Overview
- Consultant Term Contracts
- Construction Contracting Mechanisms
- How to Request a Project



OGS Design & Construction Overview

Design and construction group services **New York State Agencies** in vertical builds, site work, and various types of studies.

600+

Staff within D&C

\$1.3 billion

Construction

\$2.1 billion

Design



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OGS Design & Construction Services

Turn-Key
Approach to
projects

Project
Management &
Coordination

Construction
Management &
Inspection

Code
Compliance,
Permitting, Code
Inspection



Consultant Term Contracts for use by State Agencies

Electric Vehicle Conversion & Infrastructure Design & Development term contracts totaling \$10 million

Contract	Consultant	Value	Remaining	Duration
SE821	Henningson, Durham & Richardson, Arch. & Engineering PC (HDR)	\$5M	\$4.2M	6/16/23 – 6/15/26
SE822	CHA Consulting, Inc. (CHA)	\$5M	\$4.7M	6/13/23 – 6/12/26

Work orders (WO) are issued to the consultant for each project assigned.

- Modifications can be made to the original work order for any scope changes.



Consultant Term Contract Objective

Provide consulting, design and construction phase services for Electric Vehicle (EV) charging stations and supporting infrastructure in varying quantities at multiple sites throughout NYS with the intent of deploying a robust program for expanding access and availability of Electric Vehicle Supply Equipment (EVSE) to help meet goals articulated by the Governor to transition NYS light duty fleet to 100% Zero-Emission(ZE) by 2035.



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Consultant Term Contract Tasks

Typical tasks may include, but are not limited to:

- **Fleet Assessment**
 - Prepare agency-specific fleet analysis and develop recommendations regarding timeline and vehicles types for agency fleet conversion in line with NYS Executive Order 22.
 - Identify agency operations to identify optimal locations for EV chargers. Assessment should take into consideration publicly available charging infrastructure and inter-agency shared chargers.
 - Recommend suitable EV charging technologies appropriate for each location selected for EV charging.



Consultant Term Contract Tasks

- **Site Analysis**
 - Analysis for the siting and installation of EV charging stations
 - Electrical infrastructure analysis
 - Utility coordination and analysis
 - Conduct needs assessments for EV chargers
 - Provide analysis & recommendations for EV charging equipment
 - Coordinate with utility companies affected by the projects.



Consultant Term Contract Tasks

- Design Development
 - Site Surveying
 - Develop comprehensive contract documents in accordance with the DPM
 - Site Improvement / Civil Plans & Details, Electrical Plans & Details
 - Sidewalk, curb, gutters, driveways
 - Lighting
 - EV charging equipment
 - Power supply ductbanks, conduit, wiring, and vaults
 - Signage
 - Pavement & Striping
 - Landscaping
 - Americans with Disabilities Act (ADA) compliance and considerations
 - Obtain all necessary permits from regulatory agencies and utility companies.



Construction Contracting Mechanisms for Use by State Agencies

Standard Contract

- “Design-Bid-Build”
- Known scope of work including quantities of materials at a defined location
- Fixed-price contracts
- Publicly advertised and competitively bid.
- State agency funds the contract prior to advertisement.
- Awarded to the lowest responsible and reliable bidder

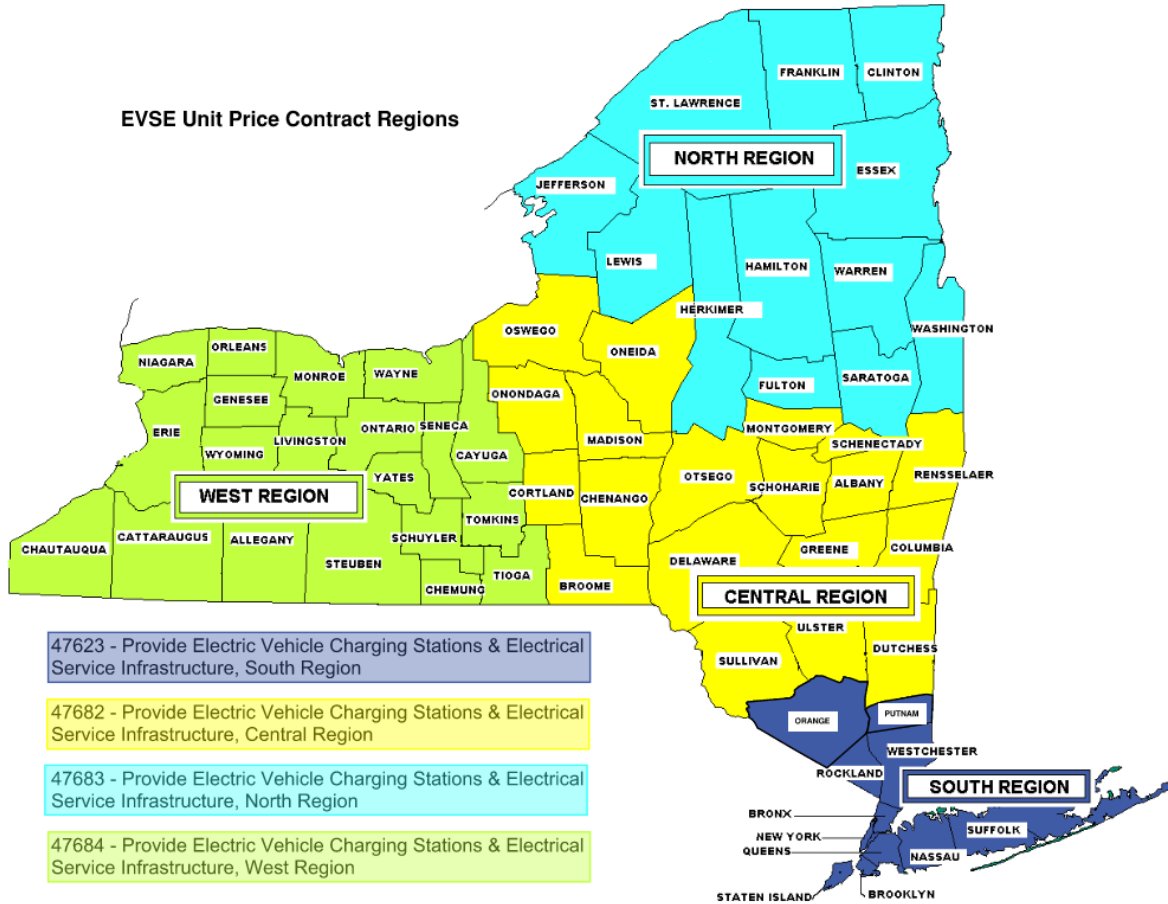
Work Order Contract

- A type of Unit Price Contract.
- At time of contract development, there are unknown quantities of work at undefined locations.
- Defined by an estimated quantity of the units outlined in a Unit Price Schedule bound in the specifications.
- The State agency funds each individual Work Order prior to issuance.
- Can be used by multiple State agencies.



Work Order Contracts for EV Charging Stations

EVSE Unit Price Contract Regions



- 47623 - Provide Electric Vehicle Charging Stations & Electrical Service Infrastructure, South Region
- 47682 - Provide Electric Vehicle Charging Stations & Electrical Service Infrastructure, Central Region
- 47683 - Provide Electric Vehicle Charging Stations & Electrical Service Infrastructure, North Region
- 47684 - Provide Electric Vehicle Charging Stations & Electrical Service Infrastructure, West Region

Contract Values

Contract	Region	Contract Value
47623	South	\$2.5 million
47682	Central	\$2.5 million
47683	North	\$2.5 million
47684	West	\$2.5 million

Total = \$10 million



How to Request a Project

NYS OGS - Design & Construction Group

OGS Design & Construction Portal Membership

You have been authorized to begin submitting your Request for Services electronically for (OMH,Office of Mental Health), through the OGS Design & Construction Client Portal.

The Client Portal can be accessed via the OGS Design & Construction website or directly by clicking on the following link.

<https://online.ogs.ny.gov/dnc/projectinfo/Default.asp>

Please log in with your email address that you used to receive this email, and then enter the following temporary password:

5849878948

Once you complete your log-in, please change your password.

Feel free to notify the D&C Project Control at OGS.dl.D&CProjectControl@ogs.ny.gov if you have any other questions.

Thank you.

OGS - Design & Construction - Empire State Plaza, Albany, NY 12242

Please do not reply to this e-mail; it is a system generated e-mail that is not monitored.

Project requests are accepted via the OGS Client Project Portal.

- Agencies have a designated Project Requestor

State agency provides info about the project request via the portal.

Once the project has been submitted and accepted by OGS a project number and Project Manager (PM) is assigned.

If you are having trouble accessing the Client Project Portal, we can help:

ogs.sm.dc.epic@ogs.ny.gov



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OGS Client Project Portal



Request For Services

2/2/2023

01:48:49 PM

Exit Request For Services

▶ New Request for Service

Facility Name: ?	Facility XYZ
Facility Information:	Facility XYZ address Facility XYZ contact information Additional Facility Information: ? If the contact information is incorrect, you may enter the correct information here.
DOB Request Information: ?	
Type of Services Requested:	Design/Bid/Construction
Summary of Work: ?	design and construction services for installation of EV charging stations for Facility XYZ. Design shall include all necessary electrical and site work for installation of 10 level 2 chargers.
Construction Estimate/Source: ?	/
Client Agency Project No.:	
Client Priority: ?	
Sustainability OR Resiliency: ?	<input checked="" type="radio"/> Yes <input type="radio"/> No
Sustainability OR Resiliency Info:	charging infrastructure to support EO22 fleet conversion

[Add](#) [Submit Request to OGS](#) [Upload Documents](#) [Return](#)



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The Vehicle Marketplace

For questions about the Vehicle Marketplace,
contact us!

nysvehiclemarketplace@ogs.ny.gov



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Agenda

- Introduction to the Vehicle Marketplace
- How the Contract works
- What's available
- Tools and Templates
- Questions



What is the NYS Vehicle Marketplace?

1

A BACKDROP CONTRACT AWARD

A centralized, continuous recruitment award that allows more dealers to participate in statewide purchases of vehicles to increase competition and drive down prices.

2

A MINI-BID PROCUREMENT PROCESS

A process where authorized users complete vehicle requests, mini-bids are distributed to dealers to review and respond to, and results are evaluated and awarded.



What is Available on the Marketplace?

Single original equipment manufacturer (OEM) vehicles

A complete vehicle that is marketed and sold under one OEM brand name (e.g., cars, mini-vans, SUVs, and pickups)

Chassis with body upfit, chassis-only or body-only

A vehicle that is an incomplete vehicle until the chassis and body are joined together by a body upfitter (e.g., aerial lift, box/van, dump, flat bed, recyclable/refuse, service/utility, and stake trucks)



What is Available on the Marketplace?

Pre-existing inventory

Vehicles that were manufactured by the OEM prior to posting of the mini-bid and are already located on the dealer's lot

Vehicles “built to specifications”

A vehicle that the dealer orders directly from the OEM that will be built to meet the authorized user specifications identified in a mini-bid



What is Available on the Marketplace?

Any make or model vehicle

A mini-bid for any make or model that meets the authorized user's specifications (e.g., all-wheel drive (AWD) sedan, ½ ton pickup, small sport utility vehicle (SUV))

Specific vehicles

A mini-bid where only a specific make/model will be accepted (e.g., Chevrolet Equinox, Ford Fiesta, Dodge Durango)



The Vehicle Marketplace

- Purchasers will complete Vehicle Request forms in Excel format
- Purchasers will distribute Mini-Bids to Dealers and collect bid responses directly from Dealers
- Tools, templates and guidance/support provided
- <https://ogs.ny.gov/nysvehiclemarketplace>



Procurement Process

1. Determine Vehicle needs
2. Obtain approvals
3. Complete the vehicle request form (excel)
4. Create Vehicle Specifications
5. Distribute the Mini-Bid to the Dealers
6. Receive Bids from the Dealers
7. Evaluate the Bids and make an award decision
8. Purchase Vehicle



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Questions?