



# EV Charging Units FAQs

## 1. Who is the vendor and how were they chosen?

Blink Charging, Co. (Miami Beach, FL) was selected as the vendor for the Electric Vehicle Service Joint Procurement conducted by Region 1 Planning Council, Rockford.

Region 1 Planning Council (R1) completed a three phase process to prepare for the proliferation of electric vehicles (EV) at a regional level and assist local jurisdictions in becoming EV-Ready. Phase 1 was dedicated to researching best practices and national trends. Phase 2 included a public opinion survey on EV ownership and various meetings with county and municipal staff to understand jurisdictional approaches to planning for electric vehicles. Phase 3 included setting regional goals and targets aimed at becoming a more EV-Ready region and preparing an Electrical Vehicle Readiness Plan. The Electrical Vehicle Readiness Plan aims to remove the barriers to EV Adoption and installation of electric vehicle supply equipment (EVSE) in the Rockford Region.

Following Phase 3, R1 released a Request for Proposal to implement electric vehicle charging infrastructure available to the public to provide a needed electric vehicle charging network for a five-county area (Winnebago, Boone, McHenry, Ogle and Stephenson). The objective is for the Northern Illinois region local economy to attract progressive business, new residents, save fossil fuels and entice job growth.

Blink Charging, Co. (Blink) is a nationwide leader in EV charging equipment and networked EV charging services, enabling EV drivers to charge at thousands of locations throughout the United States. Blink has significant experience in working with a diverse portfolio of residential and commercial industries as well as governmental sectors and will work with key government personnel to help them understand the program, assist with optimization, and work through all interconnect, service upgrade or other related issues.

## 2. Who is eligible to participate in this joint procurement opportunity?

Participation in this joint procurement opportunity is only open to members of Northern Illinois Council of Governments (NorthCOG), a 501(c)6 membership-based organization.

The mission of NorthCOG is to develop and represent unity among Northern Illinois local governments for shared legislative priorities and to participate in joint ventures to overcome regional challenges and reduce the cost of legacy government operations.

NorthCOG membership costs \$5,000 annually for counties and

municipalities with a population greater than 20,000, and \$2,500 annually for municipalities with population less than 20,000, and all other units of local government.

Participation in shared legislative advocacy efforts, government education programs and multi-jurisdictional joint ventures, including a solar infrastructure savings program, are among the benefits of joining NorthCOG.

For more information about the benefits of NorthCOG or how to join the organization, please contact R1 Director of Economic Development & Policy, Isaac Guerrero at 815-319-4181 or [iguerrero@r1planning.org](mailto:iguerrero@r1planning.org)

## 3. What models are offered and what is the purchase price for each model?

Through the procurement process, Blink offers a number of chargers and accessories. A complete list of available hardware can be found on page four.

Example equipment purchase options include, but are not limited to, the following:

- Level 2 charger, Single - \$1,959.30
- Level 2 charger bundle, Dual, pedestal mounted - \$5,878.60
- Level 3 DCFC, Wall mounted, 30kW - \$12,554.07
- Level 3 DCFC, Dual charging cables, 60kW - \$25,574.07
- Level 3 DCFC, Dual charging cables, 180 kW - \$71,609.07

The IQ 200 units are the fastest and most powerful Level 2 AC charging stations available on the market. These chargers have been designed for the needs of the future EV driver having the capacity to charge EVs which haven't even been invented yet. With a maximum output power of up to 19.2kW, the IQ 200 charges today's EVs fast allowing drivers to go further and charge faster than ever before and enabling businesses to save thousands on EV chargers with downloadable updates that don't require new equipment. The plug-and-play design of the units allows for easy swap out of the charger, making maintenance and any repairs a breeze.

Through the procurement process, Blink offers several options for Level 3 DCFC fast charging stations.

Tax exemption certifications must be supplied and indicated at time of order.

Blink products and locations provide high quality and durable construction and are engineered to last 10 years.

For more information or to request a meeting, please contact R1 Project Coordinator, Eric Tison at 815-319-4195 or [etison@r1planning.org](mailto:etison@r1planning.org).



#### **a) Are any other fees involved?**

Yes, after the first year an annual network fee will apply. The Blink Network is proprietary software that connects Blink chargers to the cloud. The robust network provides host locations with remote access and management of their electric vehicle charging stations. The platform offers essential information about the station, including usage stats, real-time status, location and charging rates. It provides the ability to create custom reports on charging session data and set access levels for other account users.

After the first year, the Blink Network Fee will apply, as follows: All IQ 200, MQ 200 and DCFC chargers Blink Network Fee will be billed up front annually at \$216 per unit (\$144 per IQ 200 Smart; \$360 per IQ 200 Dual with paired Advanced + Smart). Network fees include cellular connectivity and Blink Host Dashboard.

#### **4. What is the cost of installation and who is responsible for that cost?**

Installation was not included as part of the procurement. Each purchasing entity or jurisdiction will have the opportunity consult with Blink on an initial site evaluation to determine adequate power supply from the building. Blink would recommend a service upgrade and arrange permitting from the utility company.

#### **a) Will Blink provide a list of authorized installers?**

Installation is the responsibility of the purchasing entity or jurisdiction. However, please refer to Question 7 for business model options that include installation available from Blink.

#### **5. Do Blink's EV charging units come with a warranty?**

Every Level 2 charging unit and accessories include a 1-Year warranty on parts. Level 3 DCFC include a 2-year parts warranty.

Extended warranty purchase options are available for parts and labor. For Level 2 chargers and accessories, 3 and 5-year extended warranties are available. For most Level 3 DCFC hardware, 3, 5, and 7-year extended warranties are available.

For example, extended warranty costs are available, but not limited to, the following:

- Level 2 Dual Pedestal mounted
  - 3-Years, \$899
  - 5-Year, \$1,949
- Level 2 Dual Pole mounted
  - 3-Years, \$ 1,085
  - 5-Years, \$2,335
- Level 3 30kW Wall mounted DCFC
  - 3-Years, \$3,999
  - 5-Years, \$7,999
  - 7-Years, \$11,999
- Level 3 60kw 500 VDC DCFC
  - 3-Years, \$4,999
  - 5-Years, \$9,699
  - 7-Years, \$14,399

Please see the complete list of extended warranty options on page four or contact R1 for more information.

#### **6. What happens if my EV charging unit malfunctions, needs repair or replacement after the warranty has expired?**

Blink maintains a '24/7/365' multilingual Customer Support Center, fully staffed by full-time Blink employees that field customer phone call and email contacts, coordinate repair/ replacement services, and assist customers with navigating the Blink Network cloud-based software platform. An issue with a Charging Station can be reported automatically if a charger is offline for 3 days, from a host by calling customer support or via the Blink Network and by a driver by calling customer support or via the Blink Network.

Additionally, Blink provides optional service plans including parts, labor and preventative maintenance services. The service plans replace extended warranty coverage and include full labor and materials for up to 7 years from date of installation with certain hardware purchases. Also available is annual preventative maintenance, which includes: clean and inspect screen, clean and inspect cord and plug, clean and inspect enclosure/pedestal, pick up and dispose of any trash/debris in parking stall, perform communications test, perform operational functional testing, clean EV parking signage, and complete a site inspection report. As part of annual service, any damaged charging stations will be documented and recorded using digital photography. Blink will have trained technicians working on the charging stations at all times.

Blink offers several different models for the deployment of EV charging stations powered by its cloud-based Blink charging network. Blink will work with host locations to design a program that fits each specific location's needs while providing much needed infrastructure for the growing EV charging demand (Refer to Question 7).

#### **a) Will Blink provide a list of authorized repair technicians?**

Not available at this time, but will be provided.

#### **7. Who pays for the electricity that is consumed by the EV charger? When a consumer pays to charge their vehicle, who receives that revenue?**

Ultimately, the charging station user pays for the electricity that is consumed. The chargers may be configured to charge the users a fee based on kWh consumed at the station. Based on the energy delivered to the chargers, the host of the charging station(s) can be reimbursed based on this energy, thereby delivering the service at no cost to the host for the consumption.

To assist with receiving potential revenue, Blink offers several different models for the deployment of EV charging stations powered by its cloud-based Blink charging network. Blink will work with host locations to design a program that fits each specific location's needs while providing much needed infrastructure for the growing EV charging demand.

#### **Business Model options include:**

- Host Owned – For those purchasing entities/jurisdictions who want to be the owner and operator of the EV charging stations including the ability to set charging rates. The host

purchases and installs the charger (shipping costs will apply). Perfect for those who want to be the owner and operator of the EV charging stations. A Blink Network fee will apply after the first year.

- **Blink Owned** – For qualified, high-traffic locations, Blink provides the equipment, installation, operations and administration on a turn-key basis while sharing a percentage of revenue with the host. A Blink Network fee will apply after the first year.
- **Blink Owned Hybrid** – For qualified locations, Blink provides the equipment, operations and administration while sharing a percentage of revenue with the host. The host provides the ‘make-ready’ provisions for the charger and Blink connects and commissions the charger. A Blink Network fee will apply after the first year.
- **Blink as a Service** – Blink’s subscription program provides your location an EV charging station with low upfront costs and all the control of ownership. The host provides the ‘make-ready’ site, pays the electric, and keeps all the revenue. A Blink Network fee is included in the monthly subscription cost.

Please see the summary of business model options on page five.

### **8. Where can these EV charging units be installed? What is the minimum installation requirements in terms of electricity infrastructure?**

With an adequate supply of power, installation opportunities may be wide and varied. Each purchasing entity or jurisdiction will have the opportunity to consult with Blink on an initial site evaluation to determine adequate power supply from the building. Blink would recommend a service upgrade and arrange permitting from the utility company.

Additionally, the design and construction of the site where the chargers will be located will require construction material such as wiring, conduit, trenching gear if underground wire is called for and in some cases concrete work may be necessary as well as parking station stencils and signage to mark the locations as EV parking only. Mounting hardware is included from Blink.

Please refer to Question 11 for electric requirements and contact information for ComEd’s New Business Team.

### **9. How quickly does my city or unit of local government need to commit to purchasing a Blink EV charging unit? Can purchases be made at any time during the 3-year contract?**

Purchasing entities and jurisdictions initially have 3-years to commit to purchasing a Blink EV charging unit at any time during the life of the procurement agreement. The agreement may be renewed annually. Check out R1’s website, [r1planning.org](http://r1planning.org) for the most up-to-date information.

### **10. How do I sign up to purchase an EV charging unit(s)?**

R1 and Blink will develop an order flow and procedure; however, orders ultimately shall be placed with Blink directly.

Orders must be issued prior to expiration of the procurement

agreement. Acceptable forms of payment will be provided by and made directly to Blink.

Purchasing entities and jurisdiction shall reference the RPC Contract Number (TBD) assigned to this procurement.

### **11. What are the ComEd permitting requirements for new service? Who do I call?**

New service will have to be set up for ComEd account creation in almost every situation. The New Business phone is 866-639-3532.

When connected to a New Business Representative, let them know the new service is for a 3 phase service so it can be sent to the proper engineer. A Service Request (SR) will be created for the 3 phase engineer for the area. Once the request is received ComEd has 48 hours to reach out to the customer contact provided. The design process will start from there, depending on where you are in the process.

ComEd will require a Load Letter, Site Plan and One-line diagram, pdf of the equipment to be installed (for 1,200 Amp services or larger). An easement will be required for a new transformer installation if inside an existing premise, e.g. parking lot. Delays may occur due to 3 phase power availability, feeder capacity and material availability, so contact ComEd as soon as possible with location specific information for their engineers to review. This early contact may help with feeder capacity evaluation and material ordering.

#### **ComEd contact:**

Jose ‘Jayvee’ Roldan III, New Business CIPA West Supervisor  
Phone: 847-608-2382  
Email: [Jose.RoldanIII@ComEd.com](mailto:Jose.RoldanIII@ComEd.com)

### **12. Are there grant opportunities to increase volume of purchase? What options are available to participating entities to supplement or offset the cost of purchase with additional grant opportunities?**

Various Electric Vehicle Charging Infrastructure grants through a variety of sources will be posted as soon as they are available.

A link to sources will be provided.

**REGION 1 PLANNING COUNCIL**

(PRICING AS OF: 10/7/2022)

**MEMBER PRICE LIST - PRICING BASED ON PERCENTAGE DISCOUNT FROM PREVAILING MSRP**

MSRP SUBJECT TO CHANGE PERIODICALLY

Commercial AC Products					Annual Blink Network Fee <sup>1</sup>	Extended Warranty Parts and Labor			Blink as a Service Monthly Fee		
Model	Description	MSRP	R1 Price	Disc %		3-Year	5-Year	7-Year	3-Year	5-Year	7-Year
IQ200 A	AC Level 2 Charger 19.2 kW / 80A / 240V / 25 ft Cable / 7" Screen	\$3,899.00	\$2,729.30	30%	\$216.00	\$599.00	\$1,299.00	N/A	\$169.00	\$109.00	\$89.00
IQ200 S	AC Level 2 Charger 19.2 kW / 80A / 240V / 25 ft Cable	\$2,799.00	\$1,959.30	30%	\$144.00	\$399.00	\$849.00	N/A	\$119.00	\$79.00	\$69.00
IQ200 D	Bundle: IQ200 A + IQ200 S + Triangle Pedestal	\$6,999.00	\$4,899.30	30%	\$360.00	\$899.00	\$1,949.00	N/A	\$279.00	\$179.00	\$159.00
IQ200 D + CM	Bundle: IQ200 A + IQ200 S + Triangle Pedestal + Cable Management	\$8,398.00	\$5,878.60	30%	\$360.00	\$1,008.00	\$2,198.00	N/A	\$329.00	\$214.00	\$189.00
IQ200 Dual Pole Mount + CM	Bundle: IQ200 A + IQ200 S + Dual Pole Mount + Cable Management	\$7,815.00	\$5,470.50	30%	\$360.00	\$1,085.00	\$2,335.00	N/A	\$333.00	\$218.00	\$182.00
MQ200 Fleet & Multi-Unit	50 amp / 12 kW AC Level 2 Charger, 23 ft. Cable - RFID, Cellular, Wi-Fi, Screen, Meter	\$1,499.00	\$1,199.20	20%	\$216.00	\$199.00	\$399.00	N/A	\$89.00	\$69.00	\$59.00
AC Accessories					Annual Blink Network Fee <sup>1</sup>	Extended Warranty Parts and Labor			Blink as a Service Monthly Fee		
Model	Description	MSRP	R1 Price	Disc %		3-Year	5-Year	7-Year	3-Year	5-Year	7-Year
Rect Ped	Single - Aluminum w/ Green Cap	\$659.00	\$593.10	10%	N/A	\$49.00	\$99.00	N/A	\$20.00	\$15.00	\$10.00
Tri Ped	Dual - Aluminum w/ Green Cap	\$719.00	\$647.10	10%	N/A	\$49.00	\$99.00	N/A	\$25.00	\$20.00	\$15.00
CM - Wall/Pole	Mount - Wall Mount	\$419.00	\$377.10	10%	N/A	\$29.00	\$69.00	N/A	\$15.00	\$10.00	\$8.00
CM - Wall/Pole	Mount - Pole Mount	\$419.00	\$377.10	10%	N/A	\$29.00	\$69.00	N/A	\$15.00	\$10.00	\$8.00
CM - Ceiling	Mount - Ceiling Mount	\$419.00	\$377.10	10%	N/A	\$29.00	\$69.00	N/A	\$15.00	\$10.00	\$8.00
CM - Ped Single	Cable Management Single - Requires Rectangular Pedestal	\$1,099.00	\$989.10	10%	N/A	\$99.00	\$219.00	N/A	\$40.00	\$30.00	\$25.00
CM - Ped Dual	Cable Management Dual - Requires Triangular Pedestal	\$1,399.00	\$1,259.10	10%	N/A	\$109.00	\$249.00	N/A	\$50.00	\$35.00	\$30.00
Pole Mount - Single	Pole Mount - Single	\$159.00	\$143.10	10%	N/A	\$29.00	\$39.00	N/A	\$15.00	\$10.00	\$8.00
Pole Mount - Dual	Pole Mount - Dual	\$279.00	\$251.10	10%	N/A	\$29.00	\$49.00	N/A	\$15.00	\$10.00	\$8.00
Custom Wrap	IQ200 Pedestal Wrapping - Client Design Ready	\$779.00									
	IQ200/MQ200/HQ200 Face Plate Wrapping - Client Design Ready	\$139.00									
Residential AC Products					Annual Blink Network Fee <sup>1</sup>	Extended Warranty Parts and Labor			Blink as a Service Monthly Fee		
Model	Description	MSRP	R1 Price	Disc %		3-Year	5-Year	7-Year	3-Year	5-Year	7-Year
HQ150	Home Level 2 Charger / 32A	\$499.00	\$399.20	20%	N/A	\$99.00	\$199.00	N/A	N/A	N/A	N/A
HQ200 - Advanced	50 amp / 12 kW AC Level 2 Charger, 23' Cable with Wi-Fi	\$749.00	\$599.20	20%	Incl	\$149.00	\$279.00	N/A	N/A	N/A	N/A
DC Fast Charger Products					Annual Blink Network Fee <sup>1</sup>	Extended Warranty Parts and Labor			Blink as a Service Monthly Fee		
Model	Description	MSRP	R1 Price	Disc %		3-Year	5-Year	7-Year	3-Year	5-Year	7-Year
DCFC - 30kW Wallbox	30kW Single DCFC Wall Mount 100A/500V CCS1, 13 ft. cable	\$14,990.00	\$13,940.70	7%	\$216.00	\$4,799.00	\$8,999.00	\$13,199.00	\$475.00	\$295.00	\$205.00
Pedestal + Cord Management for 30kW	Pedestal + Cord Management for 30 kW Wallbox	\$1,499.00	\$1,394.07	7%	\$216.00	N/A	N/A	N/A	N/A	N/A	N/A
DCFC - 60kW - CCS/CHDMO	60kW DCFC - 140A/1,000V Ped CCS1 + CCS1, 16' cable, simultaneous charging	\$31,990.00	\$29,750.70	7%	\$216.00	\$5,499.00	\$10,499.00	\$15,499.00	\$995.00	\$595.00	\$425.00
DCFC - 120kW - CCS/CCS	120kW DCFC - 200A/1,000V with CCS1 & CCS1, 16' cable, simultaneous charging	\$57,990.00	\$53,930.70	7%	\$216.00	\$6,199.00	\$11,999.00	\$17,999.00	\$1,795.00	\$1,095.00	\$755.00
DCFC - 180kW - CCS/CCS	180kW DCFC - 200A/1,000V with CCS1 & CCS1, 13' cable, simultaneous charging	\$149,990.00	\$139,490.70	7%	\$216.00	\$7,399.00	\$13,999.00	\$20,899.00	\$2,495.00	\$1,495.00	\$1,015.00
	Custom Wrap DCFC - Client Design Ready	\$1,399.00	N/A								

<sup>1</sup> First year Blink Network fees waived under R1 Planning Council agreement.

# Business Model Comparison

There is no one size fits all business model for deploying EV charging stations. Blink offers four flexible options, providing the best option for your location's needs.

## The Right Business Model

Blink's flexible business models vary in upfront costs, maintenance costs, and revenue share.



### Host Owned

Perfect for service locations, and those who want to be the owner and operator of the EV charging stations.



### Blink as a Service

Blink's subscription program provides your location an EV charging station with low upfront costs and all the control of ownership without any of the hassle.



### Hybrid Owned

Share costs and revenue with Blink, this model allows your location to provide the charging station to customers and Blink will cover the cost of equipment, operations, and administration.



### Blink Owned

For select locations, Blink provides the installation, equipment, operations, and administration while sharing the revenue with the host.

## Cost and Revenue Breakdown

	Host Owned Equipment Purchase Model		Hybrid Owned Revenue Shared Model		Blink as a Service Monthly Subscription		Blink Owned Turn-Key Solution	
	Host	Blink	Host	Blink	Host	Blink	Host	Blink
Site Preparation	•		•		•			•
Equipment Cost	•			•		•		•
Charger Installation	•			•		•		•
Electricity	•			•	•			•
Maintenance	•			•		•		•
Network Connectivity Fee	\$12-18/month <sup>1</sup>		\$12-18/month <sup>1</sup>		Included		\$12-18/month <sup>1</sup>	
Subscription Fee					Starting at \$105/month			
Charging Revenue Share	100%	0%	40%	60%	100%	0%	5%	95%

<sup>1</sup>Varies depending on charger type. For Hybrid, Blink Owned, Blink as a Service Network fees are deducted from charging revenue monthly. Host Owned Network fees paid annually.

<sup>2</sup>Varies depending on charger type.

**Ready to learn more?** Give us a call at (888) 998.2546 x3 or email us at [sales@blinkcharging.com](mailto:sales@blinkcharging.com).