



EVCS

Stay Charged

## EV Charging Solutions

EV Charging Solutions, Inc. (EVCS) is an S-Corporation registered in California. EVCS is an electric vehicle charging station service provider that offers turn-key solutions. EVCS is a minority- and woman-owned business focused on installing chargers in disadvantaged communities.

### Mobility Services

- EV charging stations installation
- EV charging station maintenance
- Turn-key solution

### Website

- <https://evcs.com/>

### Contact

- Ian Vishnevsky, COO/CFO, [ianv@evchargingsolutions.com](mailto:ianv@evchargingsolutions.com)

### References

- City of Palmdale, CA
- City of Los Angeles Department of Transportation (LADOT), CA
- Cal State Los Angeles (CSULA), CA

### Experience



EVCS offers a turn-key solution to its customers, and as part of its business model, EVCS is proactively installing EV charging stations in commercial, industrial, public, and multi-family locations. Since 2018, the City of Los Angeles Department of Transportation (LADOT) has worked with EVCS to install Direct Current Fast Charge (DCFC) charging stations at 57 LADOT public parking facilities. EVCS helped the City to secure funding from the California Energy Commission to install 44 DCFC charging stations in 12 selected LADOT parking facilities. This is an ongoing project, and EVCS hopes

to install more chargers at several other LADOT parking locations.

EVCS is focused and committed to serving disadvantaged communities. As a member of the Watts Rising Collaborative, EVCS has worked with 15 partner organizations to take action on 23 projects including providing a service and infrastructure to support an EV car share program. EVCS has also installed charging stations at a number of locations in Fresno, CA, a primarily disadvantaged area.

## Service

EVCS provides a turn-key solution for electric vehicle supply equipment installation and operations. EVCS offers one of the most advanced cloud-based operating platforms. It is a charging network's "central brain" that runs all the charging stations at multiple locations and automates the entire operation of the EV charging network. EVCS procures EV charging stations and arranges for its subsidiary Clean Fuel Connection or other highly reputable installers to deploy and maintain them, while managing the customer experience of the Host Entity and end users/ EV drivers.

## Equity



## Engagement

EVCS considers equity by offering turn-key solutions to disadvantaged, low income, and rural communities, often at no upfront cost. EVCS works closely with local governments, transit agencies and community-based organizations to ensure that their projects

meet the needs of local residents and improve air quality in disadvantaged communities. EVCS supports marketing and outreach to disadvantaged and underserved communities through community outreach events, target press releases, company website and social media.

## Language

EVCS employs multilingual staff to offer customer service and materials in English and Spanish.

## Access without Smartphone and Unbanked

EVCS also uses its own networking software to offer payment options for unbanked individuals and access for those without mobile devices.

## Financial



### Cost

EVCS is prepared to share the cost of operation and maintenance, marketing, hardware and software platforms, vehicle and other equipment or infrastructure.

EVCS covers 100% coverage of labor and materials related to maintenance and repair for the first 2 years. Maintenance costs for Year 3 and 4 will be shared at 50%.

### Pricing

EVCS typically charges \$0.29 cents per kWh for Level II charging and \$0.39 to \$0.49 for DCFC charging (depending on cost of electricity, demand charges and other factors). This allows EVCS to cover the cost of electricity, demand charges, operating costs and maintenance costs and offer a profit share incentive to site hosts.

### Revenue

The site host receives revenues from the service. EVCS pays the site host \$0.05 per kWh used/sold. EVCS does not require a guaranteed minimum revenue.

### Financial Sustainability

EVCS has no trouble committing to a minimum of four years of operation. EVCS has demonstrated this commitment by working closely with many public institutions that have long term infrastructure goals. EVCS procures public funding for the procurement and installation of Level II and DC Fast Charging Stations throughout California, Oregon and Washington States. When EVCS bought the West Coast Electric Highway (WCEH), part of the project was to make the sites more profitable over the long run.



EVCS is adept at leveraging outside funding resources and rebates to make sure that the project costs are covered. Funding sources utilized to fund EVSE installation projects include CALeVIP, LADWP Charge Up!, San Joaquin Valley Air Pollution Control District Charge Up!, CalCAP and CARB Fast Charging Incentive among other programs. EVCS has taken steps towards securing funding for site upgrades and developed a marketing plan to increase utilization of the chargers.

## Data

EVCS will ensure data ownership and rights and/or licenses are granted to partners or other third-parties.

EVCS is authorized to share charging data including kWh dispensed, number of charging sessions, duration of charging sessions, and more.

