



# Vehicle-to- Everything Demonstration Projects Program Webinar

August 27, 2024



# Questions will not be answered live!

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## Questions will not be answered during the webinar

Please put your questions in the Q&A and they will be answered on the RFP page by the end of this week

MassCEC funds climate solution innovation to meet Massachusetts' emission reduction goals while growing the state's clean energy economy.

## OUR FOCUS

MassCEC funds climate solution innovation to meet Massachusetts emission reduction goals while growing the state's clean energy economy.



**High-Performance  
Buildings**



**Net-Zero Grid**



**Clean Transportation**



**Offshore Wind**

# Background

- ▶ The Electric Vehicle Infrastructure Coordinating Council (EVICC) awarded MassCEC American Rescue Plan Act (ARPA) funding in 2024 to increase access to charging infrastructure for various sectors
- ▶ Recipients of ARPA funding must
  - Allocate and contract the funds by December 31st, 2024; and
  - Expend all funds awarded by December 31st, 2026

PRESS RELEASE

## Healey-Driscoll Administration Announces \$50 Million Investment in Electric Vehicle Charging Infrastructure



Commonwealth of Massachusetts

Electric Vehicle Infrastructure  
Coordinating Council

Initial Assessment to the General Court  
August 11, 2023

# Upcoming Programming

► MassCEC received \$38 million in January 2024 to run 4 programs

## ON-STREET CHARGING SOLUTIONS

Can include pole-mounted chargers, street light chargers, and curbside charging



## VEHICLES-FOR-HIRE EV CHARGING SOLUTIONS

Deploying DCFC charging stations for Transportation Network Company (TNC) and taxi drivers



## MEDIUM- AND HEAVY-DUTY MOBILE CHARGING

Deploying mobile charging stations for medium- and heavy-duty fleets



## VEHICLE-TO-EVERYTHING DEMONSTRATIONS

Deploying bidirectional chargers to reduce grid load



# Program Background and Overview

## ➤ The Problem

- V2X technologies are relatively nascent
  - Consumers seeking to adopt V2X systems face a complex technical landscape that is often different from one site to the next
- The EVICC Initial Assessment noted that bidirectional charging can have significant public benefits including:
- Reduced costs for taxpayers
  - Reduced energy footprint
  - Increased grid efficiency

## ➤ Program Overview

- MassCEC is seeking qualified consultants or professionals with experience in clean transportation, vehicle-to-grid technologies, EV charging, and/or utility coordination to serve as a Technical Consultant and project manager under MassCEC's Vehicle-to-Everything Demonstration Projects Program
    - **Funding: \$6,166,533**
    - **Program Term: 2 Years**
- This Program aims to increase the supply and access of V2X technologies with emphasis on positive impacts for Low-Income Disadvantaged Communities (LIDACs) as well as develop V2X guidance for deployment across the Commonwealth.

Pages  
**1 & 3**  
of the RFP



# Program Goals

## ► This program will seek to:

- Increase access to V2X technology options and reduce energy costs and grid constraints;
- Pilot innovative V2X models that can be replicated and scaled across the Commonwealth;
- **Develop resources for siting in MA to implement V2X projects independently;**
- Ensure that small and diverse MA-businesses are included in the Program and meaningfully compensated to foster MA workforce development.



# Scope of Work

*Given the timeline requirements of the Program (see Section V), MassCEC anticipates that all four (4) Scopes of Work will be conducted concurrently.*



# Reporting and Program Design

## SCOPE 1: PROGRAM MANAGEMENT AND REPORTING

- ▶ Conduct ongoing program management throughout the Program in conjunction with other Tasks
- ▶ Primary Tasks
  - Develop a Data Collection Plan
  - Submit Quarterly Reports
  - Submit a Final Report



Pages  
**5 & 6**  
of the RFP

## SCOPE 2: IDENTIFICATION OF V2X PROJECTS

- ▶ Design a Selection Process to identify potential locations to participate in the Program
- ▶ Primary Tasks
  - Develop Memo identifying top V2X barriers and proposed pilot projects
  - Select Potential Project locations



# Implementation and Siting Strategy

## SCOPE 3: DEPLOYMENT OF V2X PROJECTS

- ▶ Provide technical assistance, oversight, and project management throughout the implementation and deployment process for the selected sites
- ▶ Primary Tasks
  - Provide Implementation support including assisting with Procurement and Construction
  - Provide deployment and operational support through 6 months of operation
  - Develop a Maintenance and Operations Plan for site hosts

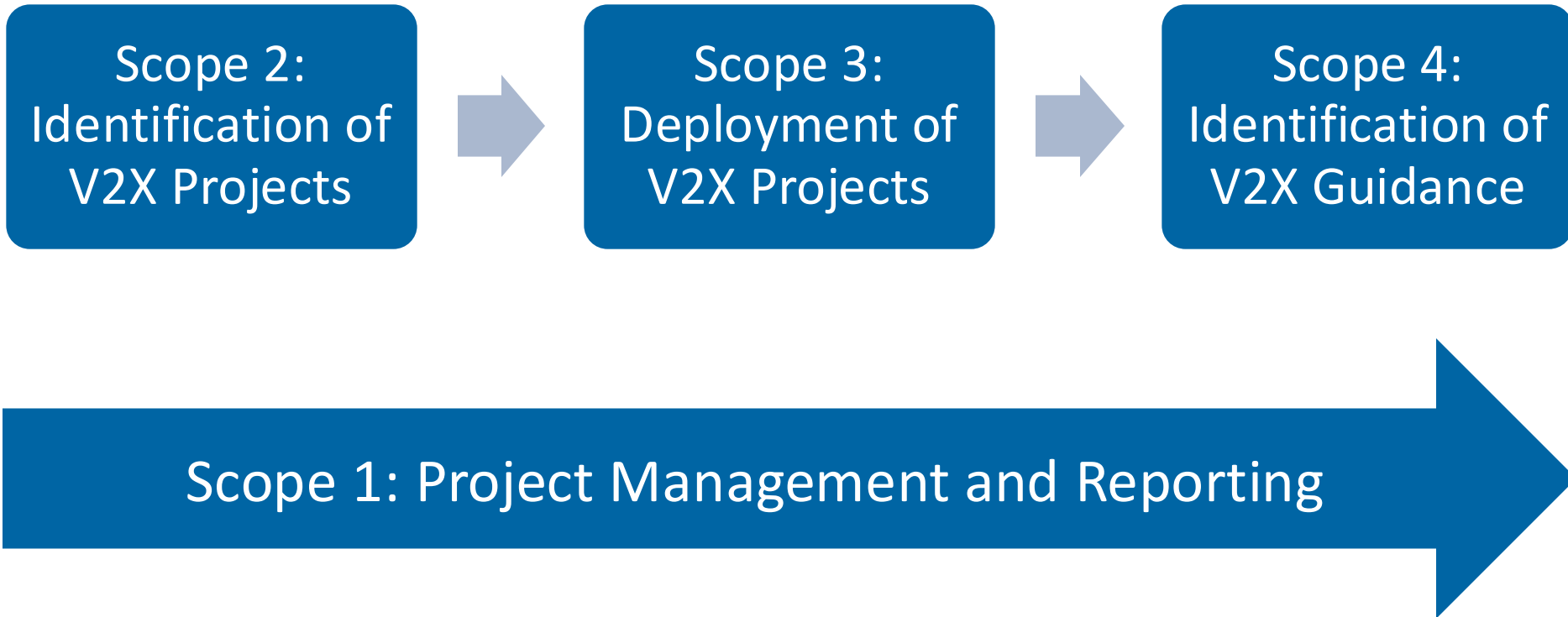


Pages  
**7 & 8**  
of the RFP

## SCOPE 4: DEVELOPMENT OF V2X GUIDANCE

- ▶ Develop a Guidebook on V2X technologies and deployment
- ▶ Primary Tasks
  - Research and Analyze existing V2X programs and identify considerations for bi-directional charging in MA
  - Conduct outreach and stakeholder engagement
  - Create a public-facing Guidebook
  - Create public-facing One-Pagers



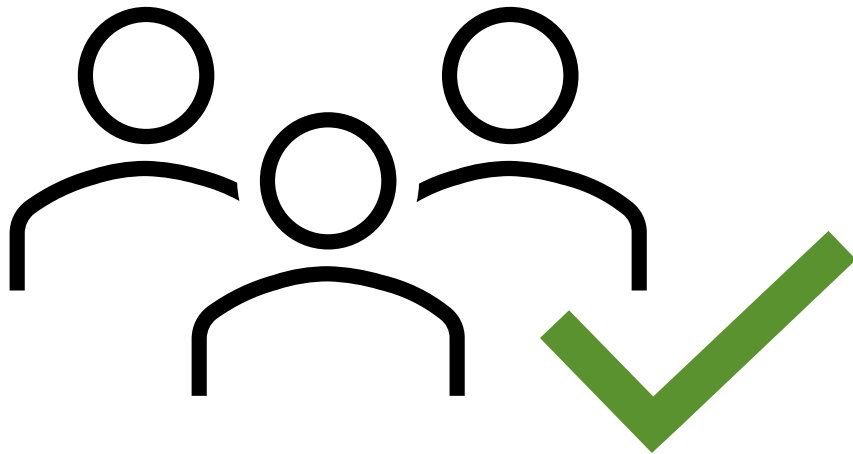


# Application Details

# Budget and Eligibility

## ► Eligible Applicants

- Applicants are encouraged to form teams comprised of multiple entities
  - Will work together on a proposed project with one entity designated as the Lead Applicant



Page  
**12**  
of the RFP

## ► Supplier Diversity Guidelines

- Applicants are strongly encouraged to include Diverse Suppliers and MA-based vendors and small businesses
- MassCEC strongly encourages Applicants to aim to allocate twenty five percent (25%) of the total proposed budget to Diverse Suppliers on the Applicant Team.
  - See more about MA's Diverse and Small Business Program Policies for Goods and Services Procurements for additional guidance [here](#).






## ➤ Application Details


- Submit a completed proposal, not including recommendation letters. The submission must be in electronic form (one PDF), including all relevant attachments, submitted via email to [CleanTransportation@MassCEC.com](mailto:CleanTransportation@MassCEC.com)
- "V2X Demonstrations RFP Proposal" must appear in the e-mail subject line.

## ➤ Submission Packages

- Applicant's Signature and Acceptance Form (Attachment A)
- Sample Contract Redline, if Applicant has edits to Sample Contract (Attachment B)
- Proposal (see outline of Proposal Requirements below)
  - Team Member Resumes (as an appendix)
- Budget Spreadsheet (Attachment D)
- Standard Contract Form (Attachment E)
- Commonwealth Terms and Agreements (Attachment F)

## Application Materials

 RFP - Vehicle-to-Everything Demonstration Projects

 Attachment D - Vehicle-to-Everything Budget Spreadsheet

 Attachment E - Standard Form Contract

 Attachment F Commonwealth Terms and Conditions

# Resources Available

- ▶ Join our V2X Demonstration Projects [Slack Channel](#)
  - Intended to provide prospective applicants with a forum to share ideas and form partnerships
  - MassCEC will post updates and announcements in the Slack Channel
  - Feel free to ask questions and collaborate with others who join
- ▶ Send questions to [cleantransportation@masscec.com](mailto:cleantransportation@masscec.com)
  - Questions can be sent in until **September 9, 2024 at 4:00 PM ET**
  - Answers to questions will be posted to the RFP Website on a rolling basis until **September 12th**
- ▶ Please visit the MassCEC V2X Demonstration Projects [Webpage](#) for more information regarding the program
  - Join our [mailing list](#) to be notified of other opportunities
  - A recording of the webinar and these slides will be posted to the webpage following the event



## Launching Vehicle-to-Everything Demonstration Projects

Click "Open Slack" to launch the desktop app.  
Not working? You can also use Slack in your browser.

### REQUEST FOR PROPOSALS: VEHICLE-TO-EVERYTHING DEMONSTRATION PROJECTS

Through this Request for Proposals, the Massachusetts Clean Energy Center is seeking qualified consultants or professionals with experience in clean transportation to serve as a technical consultant and project manager under MassCEC's V2X Demonstration Projects Program. The selected consultant will provide funding and technical assistance to carry out targeted V2X demonstration projects.

#### About the V2X Demonstration Projects Program

In January 2024, the Healey-Driscoll administration provided American Rescue Plan Act (ARPA) funds to MassCEC to develop a program that will improve access to affordable EV charging infrastructure. This Program aims to increase the supply of V2X technologies with emphasis on positive impacts for Low-Income Disadvantaged Communities (LIDACs). In addition to increasing bidirectional charging access, MassCEC plans to develop guidance for V2X deployment in the Commonwealth that describes the viability of different V2X use cases, challenges to widescale deployment, and recommendations to streamline future deployments. V2X technologies are still relatively nascent and through this Program, MassCEC intends to demonstrate successful deployments of innovative V2X technologies, models, and ownership structures.

Status

Open

Award Potential

\$8,166,533

Application Deadline

September 19, 2024 by 4 PM ET

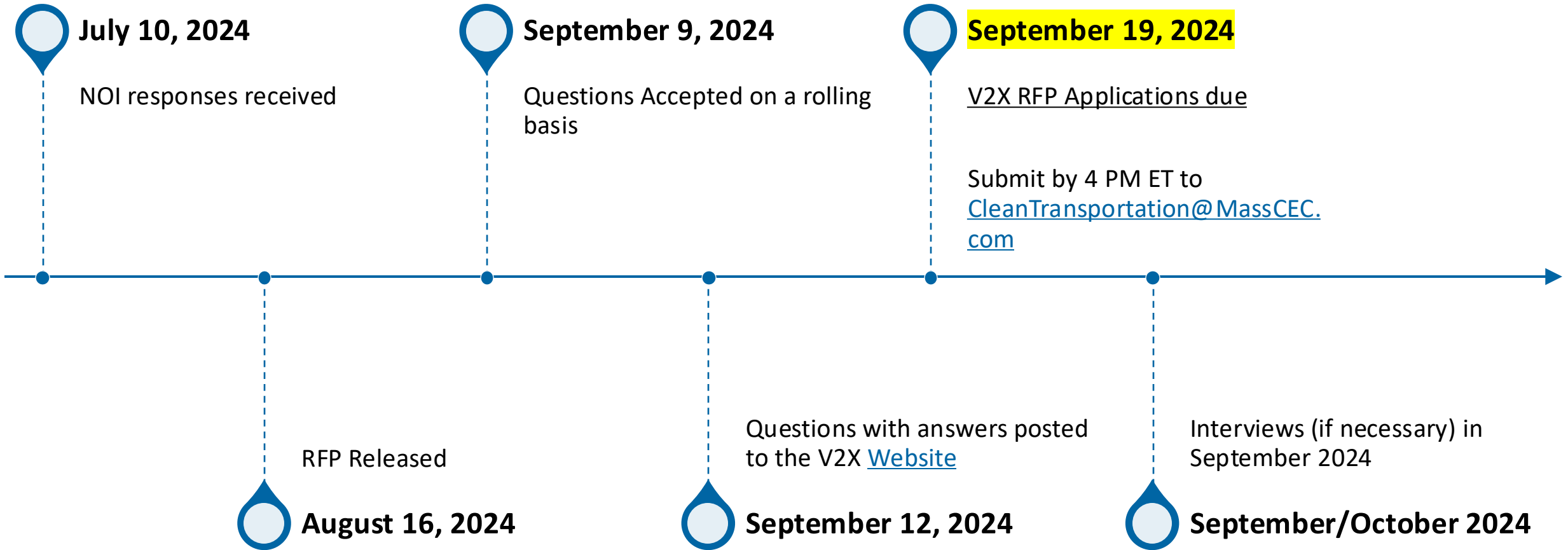
Apply

Questions?

Contact



# Timeline





- ▶ **How is this program related to the Justice40 requirements?**
  - This Program advances President Biden's Justice40 Initiative, which made it a goal that 40% of the overall benefits of certain federal climate, clean energy, affordable and sustainable housing, and other investments flow to disadvantaged communities that are marginalized by underinvestment and overburdened by pollution.
  - All the funds awarded through the Program are subject to this requirement. This Program will also help both the Commonwealth and the federal government achieve their emissions reductions goals.
- ▶ **The RFP mentions that "Applicants are strongly encouraged to allocate at least 25% of the proposed funding to Diverse Suppliers." Will proposals that do not achieve the 25% be considered?**
  - We encourage applicants to aim for this goal. However, MassCEC recognizes that the 25% goal is aspirational. All proposals should provide responses detailing how their program will support suppliers, vendors, and businesses that are often underrepresented or underserved in the Commonwealth.
  - Proposals that do not meet this goal should explain the goal they propose and describe the challenges to meeting the 25% goal.
- ▶ **Will there be a separate RFP for V2X pilot projects? If yes, what is the anticipated timeline?**
  - There will not be a separate RFP—unless the selected applicant team prefers to release a separate RFP and can still meet the strict ARPA timing requirements. Teams applying to this opportunity should have the ability to plan for and deploy each of the projects for this program.
- ▶ **Will the attendee list be shared?**
  - No, MassCEC will not be sharing the webinar attendee list. We encourage prospective applicants to [join the Slack channel](#) to form connections.

# Questions

## ▶ **May entities be part of more than one Applicant Team?**

- Yes, Applicants may participate in multiple Applicant Teams.

## ▶ **Who should be part of an Applicant Team?**

- Any qualified consultant or professional that can help achieve the scopes listed in the RFP is encouraged to apply.
- MassCEC is open to a variety of applicant teams. We encourage applicant teams to have expertise in engaging with program audiences and installing relevant infrastructure.

## ▶ **Can I apply if my Applicant Team is not all MA-based?**

- Yes, but MA-based teams are strongly encouraged.

## ▶ **What is the term length of the program?**

- Funds will be allocated by December 31, 2024 and work is expected to begin January 2025
- All funds will be paid to the Technical Consultant by December 31, 2026

## ▶ **Are national labs eligible?**

- National labs may be part of applicant teams

## ▶ **Are areas served by Municipal Light Plants eligible for this grant opportunity?**

- Yes, areas served by MLPs are eligible for this program.



Thank you for joining us!

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