



## Vehicles-for-Hire Electric Vehicle Charging Solutions Program

### Questions and Answers

As of August 23, 2024

#### Funding & Budget

1. If the budget includes EVSE and construction, can you please clarify if “expend all funds by December 31, 2026” could include prepayment to a project host for construction that might extend into 2027? Or does it mean that all projects must be implemented before 12/31/26?
  - a. All funding must be spent and all projects will be completed by December 31, 2026. Projects cannot extend into 2027. Projects should propose timelines that end by September 2026 to allow for adequate buffer.
2. How much money does MassCEC expect to be utilized for deployment specifically?
  - a. MassCEC does not have a target percentage or expected budget to be utilized for deployment. Applications that lead to a greater deployment of infrastructure will be viewed favorably.
3. Will additional funding be provided for the procurement, construction, and installation of the EVSE? Or is the project budget of \$7,200,000 expected to cover procurement and installation of EVSE?
  - a. Additional funding will not be provided for procurement, construction, and installation. Applicants should propose a budget breakdown of all aspects of project deployment and administrative costs of the total \$7,200,000.
4. Is there a limit on:
  - a. How much of the grant funding can be used to cover the costs of purchasing and/or installing EV charging stations (in terms of percent of total grant funding)?
  - b. What percent of the costs of purchasing and/or installing EV charging can be covered by grant funding (in terms of total station cost)?
  - c. See Question 2.



5. Scope 2 specifies it does not include funding for implementation. Does Task 3A include funding for procuring EVSE and installation? If so, do you have a target for the percentage of budget to be spent on EVSE implementation?
  - a. Scope 3, Task 3A is where funding should be allocated for procurement of EVSE and installation in the proposed budget.
  - b. MassCEC does not have a target percentage to be spent on EVSE implementation. Applications that lead to the greatest deployment of infrastructure will be viewed favorably.
  
6. How is this program related to the Justice40 requirements?
  - a. 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.
  
7. 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?
  - a. 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.
  
8. Under Task 3B, it’s stated that the Technical Consultant will provide support from the procurement phase through the first six months of project operations. In the event that interconnection or supply chain delays result in some installations occurring within the last 6 months of calendar year 2026, does MassCEC expect the Technical Consultant to provide that support beyond December 31, 2026?
  - a. See Question 1.



9. (31) Because funding for this project is federal ARPA dollars, can you please confirm that the selected entity for this RFP will be identified as a Contractor for the procurement of goods and services as defined under the Uniform Guidance, and not as a Subrecipient to MassCEC? (Please see 2 CFR § 200.331 Subrecipient and contractor determinations.)
  - a. The selected Lead Applicant will be identified as a Contractor for this program. The selected entity will not be considered as a Sub-Recipient and subjected to additional reporting and auditing requirements.

## Scope of Work

10. How and at what stage should EVSE vendors expect to engage in this process?
  - a. The stage at which EVSE vendors are expected to engage depends on the application submitted. We expect that EVSE vendors will be engaged in the project in Scope 3 at a minimum. Consultants may also apply with an EVSE vendor on their team as a sub-contractor.
11. Could you clarify whether you expect project teams to apply for only one scope or all 4? There seems to be some overlap between scopes, so I'm a little confused about how this would work.
  - a. MassCEC requires prospective applicants to review and respond to all four scopes described in the RFP. MassCEC will be selecting one Applicant Team to work on all four Scopes.
12. Can you please provide the targeted number of sites and charging ports to be deployed throughout the project lifetime?
  - a. MassCEC does not have a targeted number of sites and charging ports that are expected to be deployed throughout the project lifetime. Applications that lead to a greater deployment of infrastructure will be viewed favorably.
13. Are technical consultants expected to be responsible for the construction and installation of the EVSE? Or will consultants only be responsible for the scopes explicitly defined, including procurement and construction management?
  - a. Technical Consultants/the Lead Applicant are responsible for overseeing the deployment of EVSE. We expect that many applicants will include an EVSE manufacturer and/or installer on their team to conduct the installation of stations.



14. Under Task 3C, it is stated that the Technical Consultant will work with each Site Host to conduct community outreach and education to “ensure that drivers are aware of and know how to use the installed EVSE”. Is the community indicated here limited to VFH drivers or can it include community members who live within the community but do not drive a vehicle for hire?
- a. The “community” indicated in the RFP is referring to VFH drivers. While MassCEC would prefer community input from the larger community to be provided while determining charger locations, the target audience is VFH drivers.
15. (30) Does MassCEC require letters of recommendation to satisfy the Reference portion of the Proposal Requirements, or will the requested information in 7. References on page 11 of the RFP be sufficient?
- a. Letters of recommendation are not required as part of the submission for this RFP. The requested information in Section 7 of the RFP will suffice. If the Applicant would like to include letters of recommendation, they should be included as a separate attachment on the submission email.

## Applicant Teams

16. Consultants are tasked post-award to procure EVSE technology. If consultants include EVSE manufacturers in their project team, does this preclude the EVSE manufacturers from bidding on future procurements through this program?
- a. EVSE technology does not need to be competitively procured as part of Task 3A. The consultant may have an EVSE manufacturer on their applicant team. However, the site hosts will need to be competitively selected by the Consultant.
  - b. If a selected site host wishes to use an installer other than the EVSE installer directly on the Applicant team, the Lead Applicant should still be prepared to support the deployment of charging infrastructure at the site.
17. Wondering if you expect teams to select the entire implementation team or just consultants?
- a. MassCEC encourages teams that are as fully formed as possible. This may include EVSE providers, operators, and/or installers. However, if an applicant is not able to secure these services prior to application



submission, EVSE providers, operators, and/or installers may be procured after project launch. Site hosts will be determined after the project launch.

18. Will the EVSE equipment and software be required to be purchased through open procurement or is it expected that the primary consultant will include the EVSE manufacturer within the proposal?
  - a. See Question 17.
  
19. Should we specify the manufacturers that we recommend? If we recommend someone in an RFP and we are selected does that guarantee that manufacturer will be used?
  - a. Recommended manufacturers may be part of the Applicant Team. If they are part of the Applicant Team that is selected, that is a guarantee they will be used in the program.
  - b. As described in Question 16, if a selected site host wishes to use an installer other than the EVSE installer directly on the Applicant team, the Lead Applicant should still be prepared to support the deployment of charging infrastructure at the site.
  
20. Can EVSE operators be part of the team?
  - a. Yes, EVSE operators can be part of the Applicant Team.
  
21. In Task 3A, it's stated that the Technical Consultant should assist each Site Host in procuring installation vendors. Earlier in the RFP, it says that installation vendors should be part of the application team. Could MassCEC please explain whether it expects all installation vendors to be part of the original application team or not?
  - a. See Questions 17 and 19.
  - b. Through this RFP, MassCEC intends for site hosts to be selected competitively if there is significant demand.

## Additional Resources

22. Can an attendee list be shared? It would be helpful for teaming possibilities.
  - a. MassCEC will not be sharing the list of webinar attendees. We encourage people to [connect on Slack](#) to form connections and applicant teams.



23. Can MassCEC discuss what the requirements will be for the Technical Team to procure equipment? Is MassCEC utilizing a list of eligible DCFC and Level 2 EV charging equipment and providers?
- a. MassCEC requires that all equipment procured will be UL certified and certified on the [MA State Appliance Standard Database](#), as applicable.

## Program Eligibility

24. Which drivers/services does “VFH” cover? The RFP mentions TNC and taxi. Does it also cover food delivery and services (like TaskRabbit)?
- a. Vehicles-for-Hire covers Transportation Network Company (TNC) drivers and taxi drivers, as those have rides regulated by the Department of Public Utilities (DPU). These rides primarily include TNC rides from Uber and Lyft. The definition of VFH under this program does not cover food delivery and services such as Task Rabbit.
25. When you say “site hosts” are these anticipated to be municipalities, businesses, or both?
- a. Site hosts may include municipalities, businesses, and/or other types of entities. They are not limited to only municipalities or businesses.
26. Are the charging station sites intended to be for use exclusively by TNC drivers, or will there be a public/commercial component as well?
- a. Installed charging station hubs are not required to be used exclusively by TNC drivers. However, we anticipate they will be sited based on TNC and taxi driving patterns or projected charging patterns.
27. Will TNC drivers be required to pay for charging at the charging infrastructure? Is an intention of the program to ensure that the TNC drivers get discounts on EV charging when compared to the general public?
- a. We anticipate drivers will pay for charging. MassCEC will consider proposals that offer charging discounts to VFH drivers to prioritize VFH drivers’ usage of the charging stations.
28. Does MassCEC have any guidelines or expectations on the use of stations installed through this project by non-VFH drivers?
- a. See Question 26



29. Are vehicles for hire limited to Uber, Lyft, and taxi under this RFP, or does this term include food-delivery services such as Uber Eats and Grubhub?

a. See Question 24

30. Do the charging stations installed under the program have to be public stations? For example, could the project team assist VFH drivers in installing charging at home, or taxi companies at their depots, either through education, technical assistance, or direct funding?

a. MassCEC will allow some stations to be installed at taxi company depots if that is determined as a competitive location. Installation of charging will not be allowed at individual drivers' homes but may be installed in residential areas where VFH drivers live.

31. Is Scope 2 limited to DCFC chargers? In other parts of the RFP, Level 2 is also mentioned.

a. Scope 2 is not limited to DCFC. MassCEC will allow the installation of Level 2 chargers in residential areas where VFH drivers live.