**Soft Market Testing Questionnaire – EV charging hubs**

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| Title | EV charging hubs  |
| Purchasing Authority (OCC/CDC) | Oxfordshire County Council (OCC) and 5 District Councils – jointly procuring |
| Category/ Department  | Transport |
| Response Deadline | 16:00 05/08/2022 |
| Contact Person (name, title, email, telephone number) | All correspondence to be sent through ProActis (South East Business Portal) |
| In person/hybrid/virtual open day event date:  | Tbc – likely late August/early September |
| Description | Oxfordshire County Council are working in collaboration with the four Oxfordshire Districts and Oxford City Council, to seek views from potential providers on how best to deliver public EV charging services within a specified shortlist of council-owned off-street car parks.This proposed procurement would be carried out through the Oxford City Council’s DPS, suppliers not already registered on the DPS are encouraged to apply [HERE](https://www.oxford.gov.uk/info/20011/environment/1518/dynamic_purchasing_system_dps_for_the_supply_of_electric_vehicle_ev_charging_infrastructure_and_associated_services/3). Compliance criteria apply, and successful application is not guaranteed. The aim of this exercise is to understand the provider market, products and services available, current and emerging practices as well as likely level of interest in the potential procurement activity that the Council may carry out. If you are interested in sharing your views, please complete the questionnaire and submit your response via ProActis by 16:00 05/08/2022.**Please note that this is neither a call for competition nor a procurement exercise.** |
| The Business Need | **PART 1: Car Park hub charging**We are looking to contract one or more Charge Point Operators (CPOs) or consortia to install, operate and maintain public fast EV charging hubs services in a number of council-owned car parks across Oxfordshire. We want to deliver up to 152 7-22kW EVCPs (76 double charger units) at ‘Residential EVCP Hubs’ of varying sizes at Council owned car parks across Oxfordshire in both urban and more rural locations. Rapid charging may be considered at selected sites if appropriate.We will also offer the opportunity to CPOs to provide fast and rapid+ charging at a number of the councils’ Park and Ride sites.We would expect the CPO to run the EVCPs on a concession basis, and the Council’s hope to provide a significant proportion of funding for electrical supply infrastructure for the smaller hubs– with the remainder being funded by investment from the CPO. CPOs would also be responsible for funding the EVCPs. |

**Questionnaire:**

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| Company Name |  |
| Contact Person |  |
| Your experience in providing public EV charging services |  |
| Your current customers  |  |
| **PART 1: Car Park hub charging** |  |
| **Business Model and Income Sharing**The Councils are keen to explore what kinds of income share options, levels of investment and contract lengths CPOs and willing to consider and any strong preferences.  |
| 1. Would you be willing to fully fund EVCPs, and part fund electrical supply infrastructure for residential hub sites?
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| 1. What kind of income share option might you be willing to offer the Council, and under what conditions? For example:
	1. Ground rent
	2. Revenue share per kWh
	3. Fixed Connection Fees – e.g approx. 20p per user charging session
	4. Profit share
2. Would any of these different income share models have an impact on your willingness to bid?
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| 1. If the contract was 15 years vs 10 years, how much difference would it make to;
* your level of interest,
* the amount of funding you would be willing to invest
* the amount of income share you might be willing to offer?
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| 1. How long could we expect prices to be held for? If increments are required, at what percentage would these likely to be set at and after what period of time?
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| 1. What early (full or partial) termination T&Cs would you be wanting to propose/willing to accept?
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| 1. Council project staff resource for EV infrastructure delivery isn’t currently funded under grant arrangements. What are the suggested mechanisms to ensure these costs are covered? E.g. would you consider paying directly for supporting services provided by Councils to aid delivery of charging estates, such as project management, grant application, site feasibility?
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| **EVCPs at Park and Ride Sites & additional Rapid+ EVCPs**The County Council is keen to explore whether the opportunity to install and operate EVCPs at Park and Ride sites in addition to the locations shortlisted for residential EVCP hubs would be commercially attractive. These sites are busy, and profitability is likely to be high. We would seek majority fast 7-22kw chargers at these sites as average dwell times are between 3-8 hours. However, the sites may be suited to dedicated short stay rapid charging bays, and we would like to consider including some rapid + EVCPs. |
| 1. Would you be willing to entirely fund the costs of EVCP delivery at the Park and Ride sites (i.e. all supporting electrical infrastructure)?
2. Would the inclusion of such sites under a single contract have a bearing on your ability and willingness to bid for the complete contract, which will include other, potentially less profitable, rural sites?
3. Please indicate whether you would be most willing to deliver:
4. Residential fast EVCP hubs only
5. EVCP hubs at Park and Ride sites only (which may include some rapid+ charging)
6. Both in combination under one contract
7. Would you be willing to form a consortium with other providers to deliver both types of charging under one contract if required?
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| 1. Would the option to include *some* rapid chargers in the residential EVCP hubs – in addition to majority fast chargers –be attractive?
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| **Delivery Options**The Councils want to maximise the effectiveness and the benefits of EVCP delivery, and are particularly keen to understand the benefits and disbenefits of phased delivery of EVCPs, for example:* installing the complete electrical infrastructure, and securing electrical capacity to supply the maximum number of EVCPs required at the end of the project, but introducing the EVCP units along a phased approach according to increased EV uptake and EVCP utilisation at each site
* Installing passive ducting to allow future installation of electrical cabling without significant groundworks, but NOT installing the full electrical infrastructure OR securing electrical capacity at the beginning. The further electrical infrastructure, electrical capacity increase and additional EVCP to be added at a later date and operated under same contract.
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| 1. How would you feel about a phased approach to roll-out of the EV chargers?
2. What would you see as being the key benefits and dis-benefits of the different approaches described above?
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| To best serve disabled and working drivers, we would prefer to create some (undesignated) larger bays at hubs and may consider creating a limited number of designated blue-badge only EV charging bays and car club bays.1. If you were asked to accommodate such specialist EV charging bays, would that impact on your wiliness to bid?
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| 1. What additional energy solutions could you offer to reduce the carbon and energy capacity footprint of the sites (e.g. battery storage, renewables integration, other).

What impact would this have on the Councils’ capital contribution and the wider business case?  |  |
| 1. What is the standard level of insurance you offer on a turnkey tender?

If less than £10million, what would enable you to consider accepting a contract that requires insurance levels such as £10million public liability and indemnity? |  |
| Any other comments |  |

Thank you for taking the time to complete this questionnaire, all responses will be considered in the drafting of any future project and/or procurement.