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| **Soft Market Test for**  **Electric vehicle supply equipment (EVSE) installation framework and operating concession**  **Response Date: 30.04.21** |
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| **Contract Title** | Cornwall Council EVSE Installation Framework and Operating Concession |
| **Directorate** | Economic Growth and Development |
| **Service Area** | Transport and Infrastructure |

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| 1. **Introduction** |
| Cornwall Council is conducting a soft market assessment to gain an understanding of the potential level of interest across the private sector for the provision for entering into a:   1. 4-year framework agreement with Cornwall Council (CC) to supply and install charge points (electric vehicle supply equipment (EVSE)) in Cornwall both on Cornwall Council land (public car parks and office/ depot estate). This will include:    1. An initial call of to deliver at least 150 grant funded EV charge points across Cornwall which will be full funded by the European Regional Development Fund (ERDF) and CC as part of a £3,625,000 project led by CC; and,    2. Options for future framework call offs for the supplier to supply and install charge points either fully funded by CC or funded by a funding mix that could include additional grant funds, CC match funding, and/ or supplier co-financing. 2. 8-year concession contract to manage, operate and maintain:    1. CC owned EVSE installed by the supplier/ concessionaire through the framework;    2. CC owned legacy EVSE to be added to the concession by mutual agreement of CC and the concessionaire; and,    3. Concessionaire self-financed charge points installed by the concessionaire in agreement with CC hosted CC property.   It is intended that the responses supplied will enable the council to develop a business proposal. Any such proposal would be subject to the development and approval of a business case, and, as such, this exercise implies no commercial commitment. This is not a formal tender document.  Participation of this soft market assessment will not prejudice suppliers participating in any future procurement.  If you are interested in this area of service provision and also helping with our assessment of the market, please complete the “Information Required” section at the end of this notice along with any additional information you consider to be relevant and return this via the Due North system by no later than Friday 30th April at 17:00 hours. |
| 1. **Background** |
| * 1. **Overview**   To-date CC has installed 47 rapid/ fast charge points the majority of which (40) are available for public use. 38 of these charge points were developed through the Drive EV1 project in 2015. The council currently operates 47 legacy public and staff/ fleet charge points that have been supplied and installed under the CC-SSE Enterprise Integrated Technologies Contract (ITC) and currently managed, operated and maintained by ENGIE EV on the Genie Point network (see details in 2.2 below).  Cornwall Council (CC) has recently secured £2,900,000 ERDF grant funding to deliver the Drive EV2 (electric vehicle charging infrastructure for Cornwall, phase 2) project (see details in 2.3. below). This project is part of the Cornwall and Isles of Scilly Growth Programme and the second round of Carbon Neutral Cornwall programme projects prioritised within Cornwall Council’s (CCs) Climate Emergency Action Plan.  CC is seeking to secure a long-term strategic partnership with a private partner to supply, install, manage, operate, maintain future phases of CC-led EVSE deployments with the option for the concessionaire to finance, supply, install, manage, operate, maintain EVSE on CC owned property across Cornwall.  The proposed installation framework and operating concession will include:   * An initial framework call-off to enable the deployment of 150+ full CC and grant funded (mainly fast charge points) on the CC car parks and office estate between September 2021 and March 2023. These charge points will be installed in Cornwall Council car parks and office bases/ depots as well as a small number of rapid/ ultra-rapid (>50 kW) charge points at locations currently without adequate rapid charging capacity along with fast (7kW-22kW) charge points at yet to be defined community locations. * An operating concession for these 150+ ERDF funded CC owned EVSEs under agreement with CC until 2028. * Provision for the concessionaire to work with the council to identify and secure further funding to enable the deployment of additional grant and/ or CC funded charge points between 2021 and 2025. Offered in parallel with an operating concession for these CC owned EVSEs under agreement with CC until 2028 (see details in 2.4. below). * Provision for the concessionaire to install their own self-funded EVSE infrastructure on Cornwall Council property under lease agreements to operate this until 2028.   1. **CC’s existing contractual relationships**   CC currently has an Integrated Technologies Contract (ITC) in place. The ITC consolidates a host of essential services, previously delivered using multiple contractors, into a single service provider partnership (SSE Enterprise). The contract includes a major street lighting upgrade for over 52,000 units, new traffic signalling, ITS assets, CCTV, road signage, and weather stations among other technologies.  Also included was the procurement, supply, installation and maintenance of EV charge points. Through the novation of a contract with SSE Enterprise the back-office charge point operation and maintenance of CC’s existing EVSE infrastructure is fulfilled by ENGIE EV. Whilst this contract covers all current CC EVSE, the scope is not as comprehensive as is needed to undertake the requirements of the Drive EV2 project, furthermore, in terms of procurement compliance, it is not compatible with an ERDF funded project.   * 1. **First intended call-off: delivery of Drive EV 2 project**   Drive EV2 will present an opportunity to supply, install, operate and maintain CC’s next phase of EVSE infrastructure initially enabling the installation of a minimum of 150 chargepoints (300 individual charging ports) including:   * A small number of rapid/ ultra-rapid (>50 kW) chargepoints at locations currently without adequately rapid charging capacity across Cornwall * Fast chargepoints (7kW-22kW) in Cornwall Council car parks, sites, and offices across Cornwall along with additional locations to be determined by a feasibility study in response to changing work and travel patterns - circumstances accelerated by the Covid-19 pandemic * Fast (7kW-22kW) chargepoints at yet to be defined community locations.   Revenue take position on ERDF funded EVSE:  The operating company will supply the chargepoint equipment, install, maintain and operate the network, including collection of revenue from users of the charge points which the operator will keep. No revenue generated will be passed to the Council as accountable body.  Compliance with ERDF grant conditions:  This contract will have to be delivered in line with the requirements of an ERDF funded project. The ERDF funded project, including capital and revenue, is fully funded with the 20% match committed by Cornwall Council. The Council is the Accountable Body to MHCLG as the Managing Authority and CC will ensure compliance with ERDF procurement requirements. The supplier/ concessionaire will be expected to comply with all ERDF grant conditions during the delivery of this call-off contract.  Potential liabilities and risks associated with the contract:   1. The timeframe for delivery is constrained with the project formally commencing 1st April 2021 and concluding 31st March 2023. 2. The Cornwall Council employed project delivery team of 5 FTEs will not be in post until 1st April 2021 at the earliest and the fixed-term contracts will end 31st March 2023. Therefore, there is a very defined window of opportunity to engage with the delivery phase of this Drive EV2 project working with the CC project team, based in the Transport and Infrastructure Service, to select sites, survey, engage site hosts, procure and install the charging equipment, commission and ensure that the back office management function is operating smoothly to provide a high quality service to users. 3. Due to the conclusion of the EU ESIF Structural Funds Programme as a result of Brexit, it is very unlikely that there will be any extension to the programme timeframe. 4. Difficulty in identifying suitable viable sites and specific locations for the new charge points due to lack of suitable grid connection/ power supply or other reasons, e.g. host unwilling to accommodate the charge point/ commit to a contract to host, lack of physical space in a car park, etc. 5. Failure by project partners to protect personal data when sending and receiving customer details to external project partners such as site hosts or marketing sub-contractors. CC will mitigate this risk through rigorous application of its own data protection policies and will require the supplier to have in place equally rigorous processes and checks.    1. **Further opportunities**   Although this is an ERDF funded project, CC is looking for opportunities for co-funding of additional charge points beyond the current project commitment of 150 EVSE installed under the EVSE. These could include potential opportunities to:   1. Deploy additional Office of Low Emission Vehicle (OLEV), Towns Fund (see background in Towns Fund below), or National Infrastructure Strategy (NIS) Local EV Infrastructure Fund match- or co-funded charge points; 2. Bring their own investment to match/ co-fund future grant funded and/ or government Charging Infrastructure Investment Fund (CIIF) co-financed charge points either solely or co-funded with CC; 3. Either fully finance or co-funded CC additional charge point units with CC; 4. Operate and manage CC’s existing public and workplace charge points which are currently contract with ENGIE ChargePoint Services.   Background on Towns Fund  The current ‘Towns Fund’ in Cornwall may offer opportunities to extend the network of charge points in the fund’s target areas: Penzance, Camborne, Truro and St Ives. The fund programme seeks new bespoke ‘Town Deals’ providing strategic steer for specific initiatives within each of the four target towns, a project based on additional strategically located charge point infrastructure in one or more of these towns might be possible. |
| 1. **Information required and requested** |
| Specific areas of the contract which require the respondent’s attention:  Questions i) to v) in the next section ask for general information required. Completion of this information is required for all organisations responding to this soft market test.  Questions vi) to xxiii) detail additional contract specific required responses. Completion of these questions is optional for organisations responding to this soft market test.  *General Information*   1. Organisation Name: 2. Your Name and position in organisation: 3. Background information on your organisation: 4. Your e-mail contact address: 5. Your telephone number:   *Contract Specific Questions*  Questions regarding CC’s outline requirements   1. Please provide details of similar contracts that you have delivered/ relevant experience. Including any experience your organisation has had of delivering either UK or EU grant funded charge point deployment and operation projects. 2. From an initial assessment, if this became a formal procurement opportunity, would your organisation seek a partnership and/ or subcontracting approach? If so, what type of partners/ subcontractors would you envisage and what additional value would they bring to the proposition? 3. Please detail any issues, concerns or risks that might prevent your organisation from participating in a future procurement exercise to provide these services. 4. Please provide details of any elements of the proposed draft specification which you feel would disproportionately impact the value for money which you are able to offer should this become a formal procurement opportunity. 5. Please detail your views on CC proposed length of the EVSE manage, operate and maintenance concession detailing your preferred duration (i.e. number of years). If you propose extending the concession beyond CC’s proposed 8 term, please provide your rationale for doing so. 6. Please provide details of any draft terms and conditions which you feel would disproportionately impact your ability to provide value for money should this become a formal procurement opportunity.   EVSE hardware and back-office   1. What level of input will you require from CC in determining what equipment should be specified and procured? 2. Please detail experience of procuring and installing charging infrastructure hardware and software and, if so, what type of equipment. 3. Please provide details of any existing relationships that your organisations currently has place in terms of either EVSE hardware supply and/ or charge point operation back office and billing system which you would expect be able to utilise in framework and/ or concession contract with CC.   EVSE network coverage and strategy   1. Please provide details of your network capabilities, strategies for SW England specifically and the UK generally. 2. What is the scale and nature of your current EVSE network assets and future plans over the next decade? 3. Please describe your current SW England regional EVSE presence and plans for EVSE provision in the region up to 2030.   Approach to meeting CC’s strategic ambition   1. Please provide details of potential services that you could provide in relation to the requirements detailed above. 2. Given its unique geography with linear trunk and major ‘A’ roads running through largely rural and market town communities, what would be your strategic and financial model for the provision of rapid and ultra-rapid chargepoint units in Cornwall? 3. Please describe how you envisage meeting CC’s requirements for the provision of 7/22 kW fast chargepoints in public car parks and for staff/ fleet use. 4. Please provide an overview of how you propose EVSE could be deployed in Cornwall to support residents without their own off-street parking/ charging facilities. Providing details of how you propose the commercial and investment model for meeting this use case in Cornwall. 5. What is your current and proposed pricing model for customers and how would this be applied in Cornwall for public and CC staff fleet use? 6. What potential provision is there for interoperability with the Council’s legacy provider’s and other networks and how would you ensure simple access payment through RFID cards/apps? 7. What scope is there for you to adopt legacy chargepoints and, if there is scope, what would your proposal be for this? 8. Please describe your interest and capabilities in terms of innovative and integrated e-mobility solutions, co-mobility hubs, e-car clubs, vehicle to grid capability and charging integrated with solar canopies. 9. What would your proposed model be for dealing with areas of constrained grid capacity ensuring geographical coverage? 10. What assessment and selection resources could your organisation make available to Cornwall Council to enable selection of sites for optimum strategic location of chargepoints? 11. How would you work with CC to support promotion of the expanded network and support adoption of EVs in Cornwall\*?   \*NB. Cornwall Council will have a limited budget for promotion and awareness-raising to encourage use of the extended network, the selected supplier would be expected to work on promotion in collaboration with the project team to maximise the efficient use of both project budget and contractor’s in house/ subcontracted marketing and promotion resources. |

Further information

If you have any questions please contact us through the Due North messaging system.

Please provide your response via Due North by no later than Friday 30th April at 17:00 hours.