



# City of Richmond

## Report to Committee

**To:** Public Works and Transportation Committee      **Date:** April 14, 2022  
**From:** Suzanne Bycraft      **File:** 02-0780-01/2022-Vol  
 Director, Public Works Operations      01  
**Re:** **Change Order Approval - Contract 6503P - EV Charging Infrastructure and Management Provider**

### Staff Recommendation

That staff be authorized to issue a change order to increase the value of the current contract between the City of Richmond and Foreseeson Technology by \$2,290,663 bringing the new maximum contract value to \$3,796,985 over the initial five-year contract term as detailed in the staff report titled “Change Order Approval – Contract 6503P – EV Charging Infrastructure and Management Provider”, dated April 14, 2022, from the Director, Public Works Operations.

Suzanne Bycraft  
 Director, Public Works Operations  
 (604-233-3338)

REPORT CONCURRENCE		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Purchasing	<input checked="" type="checkbox"/>	
Law	<input checked="" type="checkbox"/>	
Sustainability & District Energy	<input checked="" type="checkbox"/>	
<b>SENIOR STAFF REPORT REVIEW</b>	INITIALS: 	<b>APPROVED BY CAO - Acting</b> 

## Staff Report

### Origin

At the October 28, 2019 Council meeting, the award of contract 6503P – EV Charging Infrastructure and Management Provider was approved as follows:

*That Contract 6503P – Electric Vehicle Charging Infrastructure and Management Provider be awarded to Forseeon Technology for a five-year term for an estimated total value of \$1,506,322, and the Chief Administrative Officer and Acting General Manager, Engineering & Public Works be authorized to negotiate and execute a service contract with Forseeon Technology incorporating the key terms outlined in the staff report dated October 9, 2019.*

The contract commenced on January 17, 2020 for a five-year term with the option to renew for an additional five-year term upon Council approval. In projecting the initial contract value, the degree of capital work required for electrical supply to many stations has exceeded expectations. In addition, the adoption rate of electric vehicles and the need to support this growth by providing public charging station infrastructure is growing at a faster pace than anticipated.

To meet this growth, this report provides further details and seeks approval to increase the contract value to \$3,796,985 with Forseeon Technology over the initial five-year term.

This report supports Council's Strategic Plan 2018-2022 Strategy #2 A Sustainable and Environmentally Conscious City:

*2.1 Continued leadership in addressing climate change and promoting circular economic principles.*

*2.2 Policies and practices support Richmond's sustainability goals.*

This report supports Council's Strategic Plan 2018-2022 Strategy #4 An Active and Thriving Richmond:

*4.2 Ensure infrastructure meets changing community needs, current trends and best practices.*

### Analysis

The City has installed 75 public and corporate electric vehicle chargers to date. Current approved capital projects, supported with grant funding, will increase the number of chargers to 135 over the next year exceeding the current approved value of the contract. The BC government's Low Carbon Fuel Standard has introduced a new requirement to report ownership and location of electric vehicle chargers as well as energy consumed. The associated sale of carbon credits, which are allowed to be sold to the market, will incent further growth in electric vehicle charging infrastructure overall.

Key factors influencing growth in the City's charging infrastructure requirements include:

- Success in obtaining senior government grant funding, allowing additional public chargers to be installed. The City is able to capitalize on these opportunities and meet funding deadlines and tight turnaround timelines by having this vendor contract in place.
- Growth of the City’s corporate electric vehicle fleet as part of the Green Fleet Action Plan. The City recently joined the West Coast Electric Fleets Diamond Lane pledge, which sets out a commitment to replace above 10% of all new corporate passenger fleet vehicle procurements as zero emission vehicles. To date, the City has installed 24 chargers to support growth in its corporate electric vehicle fleet.
- Expanding charging infrastructure in association with new construction or major upgrades of City facilities and parks.

Forseeson Technology was selected through competitive tendering process 6503P – EV Charging Infrastructure and Management Provider. Forseeson Technology offered overall best value to the City as well as provided the type of chargers consistent with that currently used. This approach supports more efficient administration management due to consistency in parts and management subscription services.

Current and projected costs through the remainder of the initial five-year term are outlined in Table 1, below.

**Table 1: Cost Comparison – Current Costs vs. Estimated Five-Year Term**

Services	Current Costs (Jan 17, 2020 – Jan 17, 2022)	Estimated Costs (2020-2025)
Capital Costs	\$965,391	\$3,137,520
Installation/Activation Costs	\$2,950	\$9,587
Existing Software Subscription Fees	\$31,548	\$102,531
Planned and Future Software Subscription Fees	\$45,346	\$147,347
Contingency - Grant Funding Opportunities		\$400,000
<b>Total</b>	<b>\$1,045,235</b>	<b>\$3,796,985</b>

Based on the total approved contract value of \$1,506,322, it is projected that additional funds amounting to \$2,290,663 will be required, bringing the total contract value to \$3,796,985 through January 17, 2025 (initial five-year term).

Alternatives

There were three other vendors who submitted bids under Contract 6503P – Electric Vehicle Charging Infrastructure and Management Provider. Two of the respondents did not provide the full scope of services outlined in the request for proposals. The third vendor submitted unit costs that were more than double that of Forseeson Technology. Forseeson Technology’s product

offering is for ChargePoint chargers, which are consistent with the design currently used at all City provided chargers. This approach allows for economies of scale for parts, management subscription services, as well as allows for robust tracking data and usage analysis. The data tracking aspect is not only important for the City's purposes, but will also become a mandatory reporting requirement under the BC Low Carbon Fuel Standards Act. The submission by Forseeon Technology represented overall best value and met the City's objectives for product design consistency.

### **Financial Impact**

The total maximum contract value for the five (5) year contract term is estimated to be \$3,796,985. The proposed change order will be funded from the existing Council approved capital projects and future years' capital submissions. Funding for future years' capital submissions will be brought forward as part of the annual budget process for Council's consideration.

### **Conclusion**

The City is promoting community electric vehicle adoption through continued expansion of public electric vehicle charging infrastructure. This aligns with the City's Community Energy and Emissions Plan 2050 reduction targets. The corporate electric vehicle fleet is also rapidly expanding to meet reduction targets outlined in the City's Green Fleet Action Plan. The demand for electric vehicle charging infrastructure and related works has exceeded projections, impacting the overall value estimate for Contract 6503P – EV Charging Infrastructure Management Provider.

Staff recommend approval for a change order to increase the value of the contract with Forseeon Technology to a maximum \$3,796,985 over the initial five-year term, through January 17, 2025. Forseeon Technology has demonstrated good performance to date.

The recommended approach allows the City to continue its growth trajectory in electric vehicle charging infrastructure expansion in an expedited manner, and maintains the ability to capitalize on grant funding opportunities and meet associated deadline requirements.



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