City of Richmond

Report to Committee

To:	Public Works and Transportation Committee	**Date:**	October 20, 2026
From:	Roeland Zwaag General Manager, Engineering and Public Works	**File:**	03-1000-20-6503/Vol 01
Re:	**Contract Extension - Contract 6503P - EV Charging Infrastructure and Management Provider**		

Staff Recommendations

1. That Contract 6503P – Electric Vehicle Charging Infrastructure and Management Provider with Foreseeson Technology be extended through January 17, 2030, and increase the total contract value by $5,952,655, bringing the new maximum contract value to $9,749,640; and

2. The Chief Administrative Officer and General Manager, Engineering & Public Works be authorized to negotiate and execute the contract extension with Foreseeson Technology Inc. as outlined in the staff report dated October 20, 2026 entitled, Contract Extension – Contract 6503P – EV Charging Infrastructure and Management Provider.

Executive Summary

This report seeks Council approval to execute a contract extension for Contract 6503P for EV Charging Infrastructure and Management Provider through January 17, 2030. Staff recommend an increase in the amount of $5,952,655, bringing the new maximum contract value to $9,749,640. The extension will maintain continuity of EV charging services, software management and associated support while the City continues to expand and manage its electric vehicle charging infrastructure. The recommended extension supports ongoing fleet and corporate operational requirements, helps avoid service disruption and enables the City to continue progressing its electrification and sustainability objectives to meet grant funding deadlines.

Staff Report

Origin

Contract 6503P – Electric Vehicle Charging Infrastructure and Management Provider - between the City and Foreseeson Technology commenced January 17, 2020 under an initial five-year term as approved by Council. The estimated contract value for the initial term was $1,506,322 which was subsequently increased to $3,796,985 via change order approval by Council at the May 24, 2022 meeting. The contract terms included an option to renew for one additional five-year term, or through January 17, 2030.

The high community adoption rate of electric vehicle (EV) ownership in Richmond has driven demand for City-provided charging stations well beyond that originally contemplated in Contract 6503P. Further, the City's progressive approach to expanding its corporate EV fleet in alignment with Community Energy and Emission Plan targets has added demand for EV charging infrastructure needs at City facilities. In 2025, Council approved funding in the amount of $7,000,000 to further accelerate EV charging infrastructure to create three public Level 3 Direct Current Fast Charging (DCFC) Hubs.

To meet this growth, this report provides further details and seeks approval to extend the contract with Foreseeson Technology until January 17, 2030 and increase the total contract value to $9,749,640.

This report supports Council's Strategic Plan 2022-2026 Focus Area #5 A Leader in Environmental Sustainability:

> *Leadership in environmental sustainability through innovative, sustainable and proactive solutions that mitigate climate change and other environmental impacts.*
>
> *5.1 Continue to demonstrate leadership in proactive climate action and environmental sustainability.*

Analysis

Quantity of Electric Vehicle Chargers – Current and Planned

Since 2013, the City has installed 151 Level 2 and 7 Level 3 Direct Current Fast Chargers (DCFC) at various City-owned locations for public and corporate fleet use, supported by grant funding from Natural Resources Canada and the Clean BC Go Electrics EV Charger programs.

Approved capital projects will add 16 Level 2 and 22 Level 3 chargers over the next several years, bringing the total EV charging infrastructure to 167 Level 2 and 29 Level 3 DCFCs. Table 1 outlines the Council-approved capital projects currently in progress.

Table 1: Approved Active EV Charging Installations in Progress

Location	Level 2 Chargers	Level 3 Chargers
Capstan Park	2	
City Centre Precinct		6
Richmond Curling Club		8
South Arm Community Centre		8
Steveston Community Centre	12	
West Richmond Pavilion	2	
Total	**16**	**22**

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

- Success in securing senior government grant funding enabled additional public and corporate charger installations. The City has been successful in obtaining funding in the amount of $1.16 m with an additional $1.76 m approved for the projects listed in Table 1. Since 2013, in total, $2.92 m in grant funding has been secured for EV charging expansions. Having this vendor contract in place allows the City to capitalize on these opportunities and meet funding deadlines and project deliverables.

- Senior government legislation establishing zero-emission targets for new passenger vehicles and light-duty trucks.

- Expanding of charging infrastructure in conjunction with new construction or major upgrades to City facilities and parks.

Service Provider – Contract 6503P

Foreseeson Technology, a distributor for the ChargePoint hardware and software services was selected through competitive tendering process (6503P – EV Charging Infrastructure and Management Provider). The Request for Proposal document advised bidders that City intended to award a contract for an initial five-year term, with an option to extend for a further five-year term. Foreseeson Technology offered the best overall value to the City following staff's evaluation of the four bid responses received. In addition, Foreseeson offered product consistency with City chargers already in use. Product consistency supports more efficient administration and management, given the alignment in parts and management subscription services.

As the initial five-year term was nearing completion (January, 2025), staff evaluated market conditions to establish next steps. At that time, the market was difficult to assess due to tariff uncertainties. Vendors were unwilling to provide price certainty at that time which precluded staff from being able to assess best value options at the end of the initial five-year contract term.

Due to market cost and pricing uncertainty, contract provisions allowing month-to-month engagement were continued to avoid delays in delivering approved EV charging infrastructure projects, and for the continued maintenance and operation of the current EV charging network.

A further review of the marketplace indicated that Foreseeson remains the preferred vendor for the City per the following key considerations:

- Foreseeson also provides engineering and electrical design services which supports efficient site selection and provides cost-effectiveness for the installation process.
- The chargers provided by Foreseeson are consistent with those currently in use, enabling economies of scale for parts and management subscription services.
- Foreseeson is located in Richmond, enabling timely delivery of parts, responsive service, and efficient deployment of new installations.
- Consistency in data tracking and usage analysis information due to alignment with current charging infrastructure. Data tracking not only supports City purposes but is a mandatory requirement for reporting under the BC Low Carbon Fuel Standards Act.
- Product offerings are leading advancements in Level 3 charging, with 600volt supply feed architecture, not available from other suppliers. This advancement lowers capital and operating costs by eliminating the requirement for step down transformers, which increases the overall equipment lifespan.
- A review of the market indicates that other providers offer only a portion of services vs. the turnkey services capability of Foreseeson including design, engineering, hardware and software services. As this offers efficiencies and economies of scale, staff are confident the renewal with Foreseeson offers best overall value.

Foreseeson Technology has performed well under the contract and has maintained consistency in pricing increases as outlined in the contract terms.

Current and projected costs through the five-year extension term are outlined in Table 2 below.

Table 2: Cost Comparison – Initial Term vs. Extension Term

Contract Term	Contract Value
Initial Term (Jan 17, 2020 – Jan 17, 2025)	$3,796,985
Extension Term (Jan 17, 2025 – Jan 17, 2030)	$5,952,655
Total	$9,749,640

The increased value is a result of additional chargers being required to implement Council-approved projects.

Based on the approved contract value of $3,796,985, an additional amount of $5,952,655 is required, bringing the total contract value to $9,749,640 through January 17, 2030.

Budgetary Implications

Costs are reflected in approved capital and operating budgets, offset by approved grant funding. Charging revenue is collected as per the bylaw to recover costs.

Conclusion

The City is promoting community electric vehicle adoption through continued expansion of public EV charging infrastructure in alignment with the City's Community Energy and Emissions Plan 2050. The corporate EV fleet is similarly expanding to meet targets. Demand for EV charging infrastructure and related works continues to accelerate.

Staff recommend approval to increase the value of the contract with Foreseeson Technology by $5,952,655 to a maximum of $9,749,640 and extend the contract through January 17, 2030. Foreseeson Technology, utilizing the ChargePoint product, has demonstrated strong performance to date and is a market leader in EV technology.

The recommended approach allows the City to implement Council approved projects, while preserving its ability to capitalize on grant funding opportunities and meet associated deadline requirements.

Respectfully submitted,

Suzanne Bycraft, Director, Public Works

Report Contributors

This report was prepared by Owen Sinclair, Manager, Fleet Operations and reviewed by Purchasing, and Law departments.

Endorsed by Serena Lusk, CAO