

Summary of Sourcewell's Charging Infrastructure contracts

	Full catalogue	Discount: hardware ¹	Discount: installation ²	Add'l volume discounts	Level 1	Level 2	DCFC	Installation
Webasto	✓	15%	None	Starting at 100 units	✓	✓		✓
ChargePoint	✓	20-30% (L2) 5% (DCFC)	N/A			✓	✓	Independent network of installers
LilyPad³	✓	21% (L2) 5% (DCFC)	5%			✓	✓	✓
Siemens	✓	Up to 75% (L2)	Unknown	Starting at 500 units		✓		✓
Greenlots (Zeco Systems Inc)	✓ Includes; BTC Power, CMI, EVBox, EVoCharge, NovaCharge, Clipper Creek	0-3% ⁴ (L2) 0-2% (DCFC) 5-15% Software	Unknown	Multiple Volume tiers, each with discounts		✓	✓	✓

¹ Reported as the discount on stations (Level 2 and DC Fast Charge), not on individual hardware components, which have their own separate discounts in some cases.

² Some vendors also included discounts on monitoring services, network services, warranties, and more, which are not summarized in this table.

³ Reseller of ChargePoint only

⁴ Depending on volume tier (1-9 units, 10-24, 15-49, and 50+) and depending on EVSE equipment supplier (Greenlots resells numerous vendors). All L2 and related equipment have a Sourcewell discount available in the volume tiers for 10 or more units.