DOCKETED	
Docket Number:	24-EVI-01
Project Title:	U.S. Department of Transportation's Charging and Fueling Infrastructure Grant Program
TN #:	256817
Document Title:	Cennox, Inc Comments
Description:	N/A
Filer:	System
Organization:	Cennox, Inc
Submitter Role:	Public
Submission Date:	6/12/2024 10:45:47 AM
Docketed Date:	6/12/2024

Comment Received From: Cennox, Inc
Submitted On: 6/12/2024
Docket Number: 24-EVI-01

Cennox, Inc - 24-EVI-01

Additional submitted attachment is included below.

Cennox

U.S. Department of Transportation's Charging and Fueling Infrastructure Grant Program

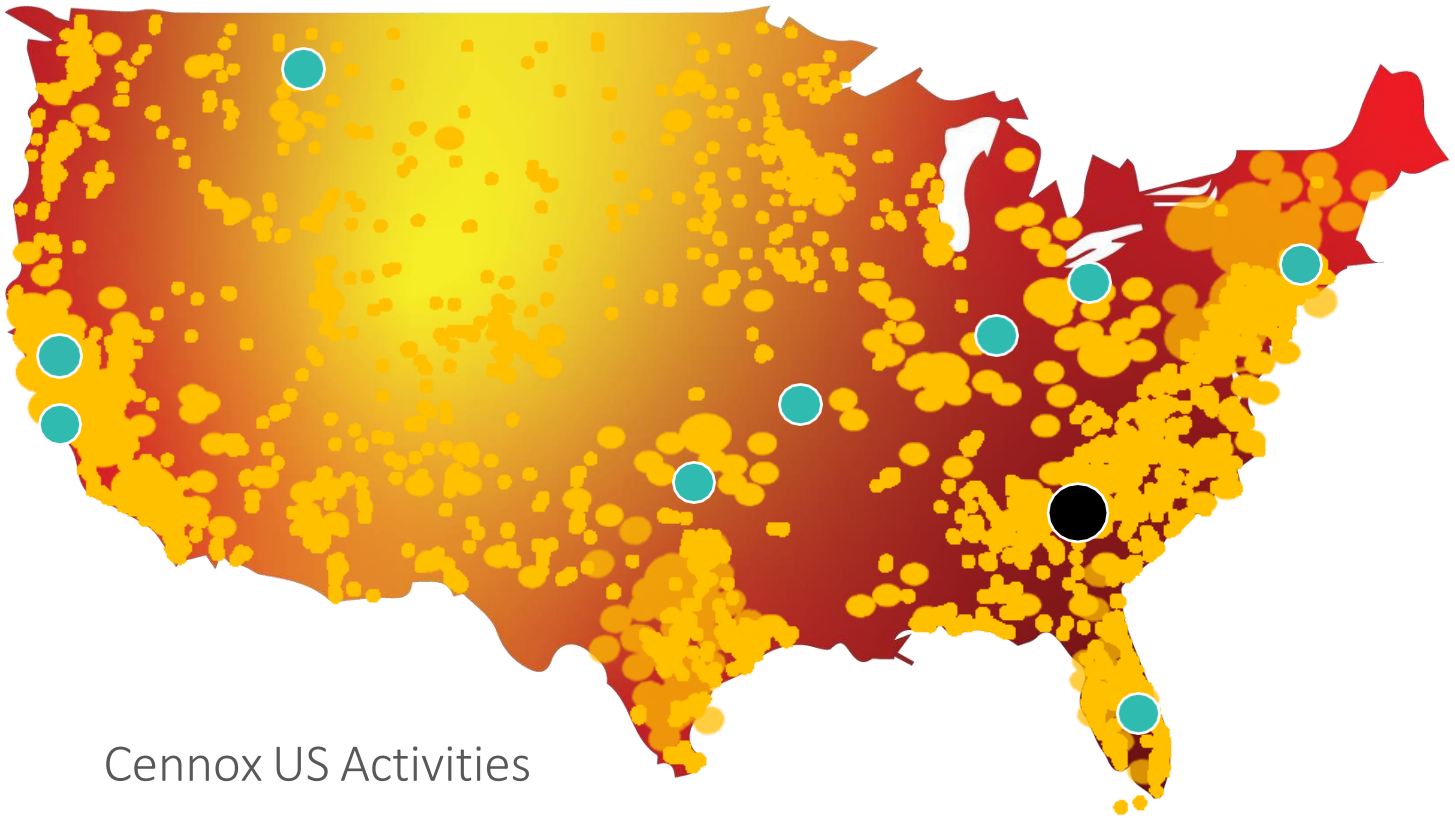
DOCKET# 24-EVI-01, TN# 256291

CENNOX RESPONSE

STATE OF CALIFORNIA
ENERGY COMMISSION

Global footprint

Cennox US



Cennox US Activities

550,000+
ATMs and other Devices Supported Nationwide.

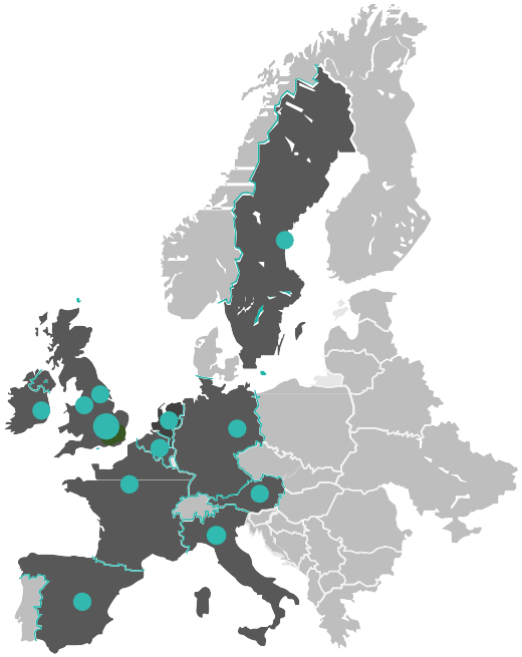
720,000+
Work Orders Completed p/a.

3,300+
Supporting Customers in every US Continental State.

100,000+
Help Desk calls handled p/a.

250,000+*sqft*
Warehouse space.

Cennox Europe



300,000+
Calls Handled Each Year.

30,000+
Installations or Changes.

40,000+
Devices Supported.

16,000+
Completed Device Staging.

29,000+
ATM Sites Supported.

170,000+
Security Products Deployed.

8,500+
Workstations Supported.

- Group headquarters
- Cennox offices
- Field Tech Coverage Density

Cennox

RFI Questions

1. Please disclose your business type and vehicle class, if applicable. Are you a driver, fleet operator, truck stop operator, installer, manufacturer, utility, public agency, or other? Are you part of a small, veteran-owned, woman-owned, or minority-owned business?

2. Would you consider applying for CFI grant funding for site development if the tri-state agencies are awarded funding?

3. Do you already operate or are you planning to use zero-emission battery electric MDHD vehicles in the next five years? Please use a 1-5 rating scale where 1= least likely and 5= most likely. Please add additional information regarding your (planned) use of zero-emission battery electric MDHD vehicles as desired.

4. What type of MDHD ZEV public charging do you anticipate being most important in the next three years (2024-2027) – en route or overnight charging? For what purposes do you anticipate needing public charging infrastructure – drayage, last-mile, delivery, long-haul freight, other?

5. From 2024-2027, what is your first priority for power level and number of charging ports for public en route charging at a station? For public overnight charging? Do you have a second or third configuration preference?

6. Please identify the percentage of pull-in or pull through parking preferred and other desired station configurations at a given site. Describe the vehicle class and vocation considered when making this recommendation if it differs from the information provided in question 1.

Cennox Response

1. **Read and Understood.** Cennox is a nationwide general contractor, eMobility full-service provider, and project management provider. We work with the world's leading businesses as their managed service change partner. Our spirit of customer first, customer driven, ensures each collaboration exceeds service excellence across all things' facilities, security and technology. We can provide On-Grid or Off-Grid solutions for the Tri-State project. We are not a small, veteran-owned, woman-owned, or minority-owned business.

2. **Read and Understood.** Yes, we are interested in applying for CFI grant funding to support the Tri-State project.

3. **Read and Understood.** Cennox already has zero-emissions MDHD vehicles presently in operations (#5 extremely likely). We committed to continuing to support zero-emissions MDHD vehicles and will add additional MDHD vehicles as required to support the initiative and business.

4. **Read and Understood.** These are several topics that must be taken under consideration to advance the MDHD ZEV progression. 1- Purchase Cost, 2- Range Anxiety, 3- Limited Selection of EVC, 4- Service and Support Infrastructure, 5- Charging Compatibility, 6- Grid Capacity, 7- Charging Pricing Structures, to name a few. We recommend DC fast chargers to address the current lack of, and future public MDHD ZEV infrastructure. DC Fast Chargers allow for long distance traveling and faster charge times to remove many of the current anxiety and issues with the current EVC environment. This will provide a greater overall acceptance within MDHD ZEV sector.

5. **Read and Understood.** DC Fast Chargers require Grid Capacity to be available to support multiple strings of DC Fast Chargers. This may be an obstacle based on the MDHD ZEV Hubs location. With that being said; Cennox would recommend six (6) to Twelve (12) EVC per Charging Hub. For example; within a multiuse property with public access Cennox engineered a twelve (12) locations on property to accommodate the residence and public alike.

6. **Read and Understood.** This depends on the location of the parking lot and any local regulations that must be accommodated. Cennox would recommend strategic locations and advise on the percentage of parking spaces to also accommodate ADA regulations, upon site surveys.

Cennox

RFI Questions

7. What distance should separate charging stations to support zero-emission trucks along the I-5 corridor? Provide description of typical route or use-case considered when making this recommendation. Describe the vehicle class and vocation if it differs from the information provided in question 1.

8. What amenities are you seeking at a charging facility? Is there a desire for additional parking at a facility beyond charging stalls? Is there a desire for reservation options?

9. If possible, provide any general cost estimates for MDHD charging stations you have designed, built, or have experience with, including charger power levels and number of chargers installed. Please provide a range of public cost share as a percentage of total project cost that would be necessary to support more public charging stations to serve zero-emission trucks along freight corridors.

Cennox Response

7. **Read and Understood.** This will vary based on regulations and/or specification of the charger manufacturer. There will be varying classifications on vehicles, and must accommodate pickups, box trucks, and the semi trucks with trailers.

8. **Read and Understood.** Charging Hubs that do provide additional amenities have a much higher utilization and a greater revenue opportunity.

9. **Read and Understood.** Based on our experience with MDHD charging stations, here are some general cost estimates.

Charger Power Levels and Costs:

- Dual Port DC Fast Chargers:
  - Charger cost: approximately $40,000 each
  - Installation cost: between $10,000 and $15,000
  - Total cost per charger: $50,000 to $60,000
  - Preventative maintenance, reactive break-fix services, and cleanings are also available for additional cost.
- High Power DC Fast Chargers (150 kW and above):
  - Charger cost: approximately $70,000 to $100,000 each
  - Installation cost: between $20,000 and $30,000
  - Total cost per charger: $90,000 to $130,000
  - Preventative maintenance, reactive break-fix services, and cleanings are also available for additional cost.

RFI Questions

9. If possible, provide any general cost estimates for MDHD charging stations you have designed, built, or have experience with, including charger power levels and number of chargers installed. Please provide a range of public cost share as a percentage of total project cost that would be necessary to support more public charging stations to serve zero-emission trucks along freight corridors.

10. Use the maps under the "Corridor Segments" section below to identify locations within the National Zero-Emission Freight Corridor Strategy hubs along I-5 (identified in the map segments below) you anticipate needing EV charging in the next three years (2024-2027). You may identify sites where you plan to or would be interested in building charging stations or where you would like to see charging as a consumer. Please detail preferred locations across California, Oregon, and Washington. For each location, please provide desired site characteristics including number of chargers, power levels, type of charging desired (overnight or en route), and vehicle class and vocation if the information differs across locations or differs from the information provided in the questions above.

11. If you represent a utility, please use the maps under the "Corridor Segments" section below to identify locations within the National Zero-Emission Freight Corridor Strategy hubs along I-5 (identified in the map segments below) where there may be capacity for 5 megawatts or more of power in the next five years. This information may be considered in the development for future Requests for Proposals.

Cennox Response

9. Continued from previous page:

Public Cost Share:

- To support the deployment of more public charging stations along freight corridors, a public cost share of 40% to 60% of the total project cost is often necessary. This range can help mitigate the initial capital expenditure and make the investment more attractive to private stakeholders. Cennox can also support this initiative without grant assistance.

Previous Projects:

- We've installed 200+ chargers for various EV OEMs. For example, for Hertz we installed over 50 new Tesla wall mounted chargers throughout CA, in 2022. We checked current load calculations on the existing building panel to let the customer know how many units would be able to be install. After hours we installed new breakers, conduit, wiring and the chargers. On the following day we commissioned and showed the staff how to charge the vehicles.

10. **Read and Understood.** Identifying locations consist of site surveys and physical interaction on site to fully understand the unique requirements of each location. One of the most important requirements is the grid (on-grid vs off-gird) and if there is adequate power distribution and availability for an on-grid solution. If not, then a microgrid with proper Solar and ESS (Energy Storage System) would be required to support the MDHD ZEV Hub site.

11. N/A

Cennox

Proven Solution

Facilities Hardware & Security Solutions

ATMs/ITMs
Conventional & Electronic Security
Smart Safes & Self Checkout
Teller Cash Recyclers
EV Charging
ATM Security & Ink Staining

EV Charging Turnkey Solutions

Hardware, Software, Installation & Service
Flexible Payment Options
Multiple Hardware Providers – L2 &DCFC
Nationwide Presence
Security & Lighting

Construction/Facility Transformation

Rigging
Turnkey Construction
Project Management
CAD & Permitting
Branch Transformation

Cennox Full Suite of Capabilities

Technology, security and facilities solutions

Technology Solutions

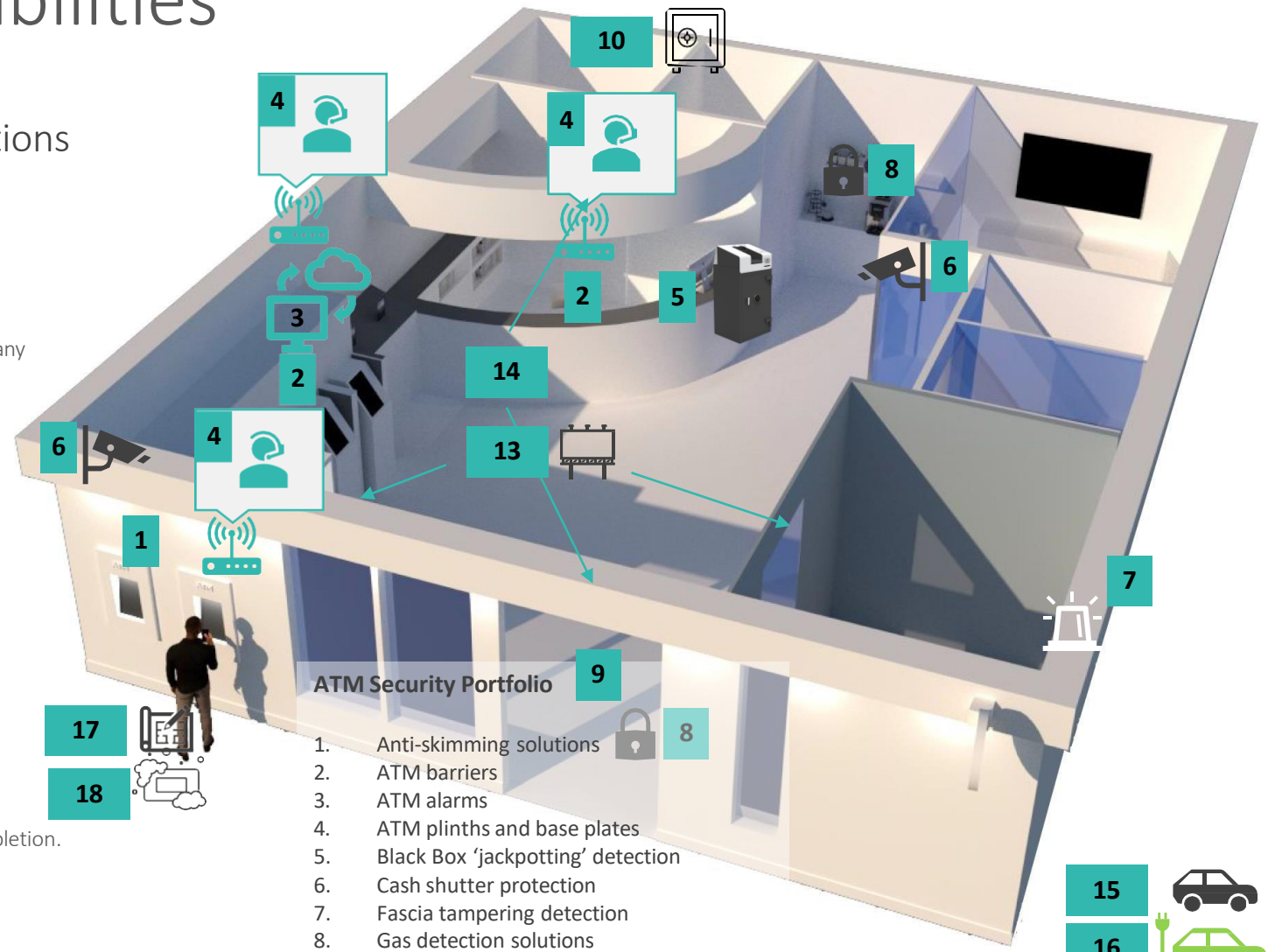
1. Procurement and installation of your multi-vendor ATM network.
2. Procurement and installation for ITMs, Teller Devices, Video Banking Terminals, full-function internal banking devices, plus many teller devices.
3. Software integration and monitoring across your devices.
4. Break fix and FLM and SLM help desk support
5. A leading OEM in smart safe technology.

Security Solutions

6. CCTV procurement, installation and maintenance.
7. Alarm procurement, installation and maintenance.
8. Access control procurement, installation and maintenance.
9. The most comprehensive ATM security portfolio
10. Vault services

Facility Solutions

11. Facility redesign and CAD services
12. Full turnkey fit-out services – from planning, construction to completion.
13. Digital screen installation
14. Branch signage manufacture and installation
15. Car park construction
16. EV installation and maintenance
17. Compliance testing / ADA, PCI, Lighting
18. Technology and facility refresh services



ATM Security Portfolio

1. Anti-skimming solutions
2. ATM barriers
3. ATM alarms
4. ATM plinths and base plates
5. Black Box 'jackpotting' detection
6. Cash shutter protection
7. Fascia tampering detection
8. Gas detection solutions
9. IBNS ink dye solutions
10. Safe reinforcement

www.cennox.com | info@cennox.com

Facilities. Security. Technology.

EV CHARGING CAPABILITIES – FULL TURNKEY SOLUTION

Charging Device Procurement
- Sourcing and supplying the best devices to fit the needs of our customers

Surveys, Compliance & Project Management
- Full Turnkey Solution
  - Survey to determine location and feasibility
  - Verify utility requirements and existing infrastructure
  - Manage project from conception to completio

Pre-Installation CAD Creation
- Initial design drawings with renderings
- Full architectural design drawings for permitting

Construction Work
- Full site preparation
- Demo, trenching, concrete, asphalt, electrical, and lighting

Electrical Planning & Installation
- Electrical review of the existing on-site capacity
- Coordination with utility providers for additional capacity when needed
- Design to customer and manufacturer requirements
- Planning for additional units as needed (future-proof)

Charging Device Installation
- Experience rigging teams that specialize in the installation of EV chargers and kiosks
- Warehousing and staging
- Final electrical terminations and software/ hardware testing

Ongoing Device Maintenance
- Aftermarket care - 1st and 2nd line maintenance
- Site and device cleaning, graffiti removal, and facility maintenance

Site Signage Manufacturing
- Work with customers to design, manufacture, and install signage
- Able to provide static and digital signage

Device Repair & Parts Replacement
- 600+ directly employed Field Technicians
- Storage for replacement parts

Open API Integration
- Cloud Software to power your infrastructure operations
- Charging network that can integrate at an eMSP level for third-party parking, tenant access, and loyalty ecosystems

US Based Help Desk Support
- Local help desk support within the United States

Nationwide Coverage
- Field Technicians across the continental United States
- Access to 1,000+ subcontractors within our full footprint

Device Branding
- Brand consultation and design for EV charging device and the EV parking landscape
- Manufacture and install signage

Cennox EV CHARGING SOLUTIONS

Cennox EV Charging

Cennox

The sectors we serve

Financial

Retail

Commercial

Cennox

If you have questions about our response, please contact:

Nik Laskovski, National Sales Account Executive
Email: nikola.laskovski@cennox.com
Phone: 330-445-6580

Jake Kempt, EVSE Installation & Services – National Account Executive
Email: jacob.kempt@cennox.com
Phone: 872-240-0074

Cennox

Thank you