



Clean Fuel Connection and ChargePoint

Presentation for
WRCOG

September 28, 2011
Clean Fuel Connection, Inc.



Clean Fuel Connection, Inc. (CFCI)

- ▶ Started in 1999 by two former employees of Edison International
- ▶ Have sold and/or installed over 8,000 chargers
- ▶ Worked with Ford, GM, Nissan, Toyota, Honda and BMW
- ▶ Products
 - Coulomb Technologies EV Charging Equipment
 - Galileo CNG Equipment
- ▶ Woman-owned business
- ▶ CA C-10 electrical contractor
- ▶ Drive fleet of electric and natural gas vehicles

Coulomb Technologies

- ▶ Founded: September 2007
- ▶ Capital raised: \$33 Million
- ▶ Investors: Siemens, Harbor Pacific, LS Group, Rho Ventures, The Hartford, Voyager
- ▶ Locations: Campbell, CA (Headquarters) and Gurgaon, India
 - Employees: Approximately 100
- ▶ Intellectual Property: 22 Patent Applications including 7 granted
 - Network Architecture 4, Software 9, Design 3, System 6

20 Small Businesses of the Future
**Bloomberg
Businessweek**

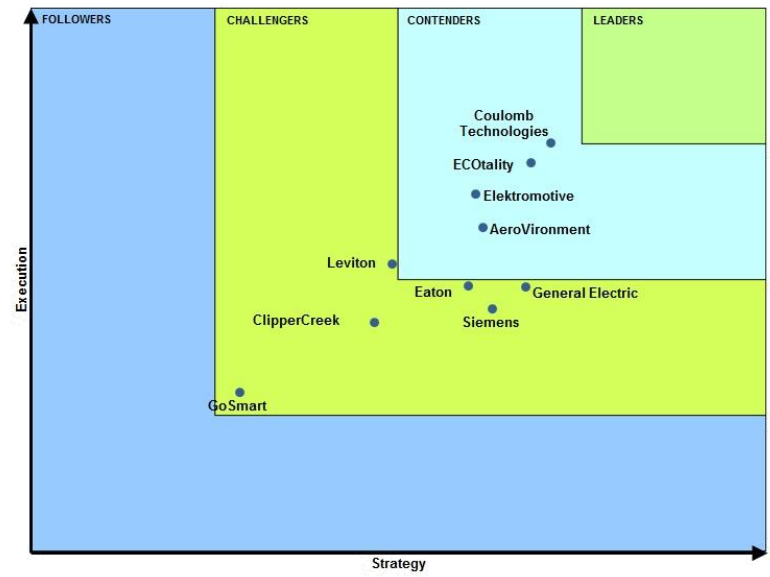
The 50 Best Inventions of 2010

TIME





“Coulomb attained the highest overall score in the Pike Pulse report due to the company’s successful technology partnerships, global sales network, and extensive product portfolio. Coulomb is rated highest in both the Strategy and Execution dimensions. For its part, Coulomb Technologies has been a pioneer in promoting networked EVSEs. It has subsequently won many retail contracts.”





Competitive Advantage

- Market Leader



- Over 3,000 units installed world wide

- All Wireless Network Connectivity

- Low cost, ease of installation, built-in network connection
- Cellular connection to ChargePoint Network, zigbee LAN between stations
- Maximum security - 256k/bit end to end encryption



- Driver access

- ChargePass RFID card, brandable for your customers
- Credit cards - via RFID
- PCI compliant - 3rd party, first charging company to ever accomplish this!
- 800# - Driver Support 24x7x365 (remote session start)
- Via mobile application
- Coming: integration with HID employee access badge



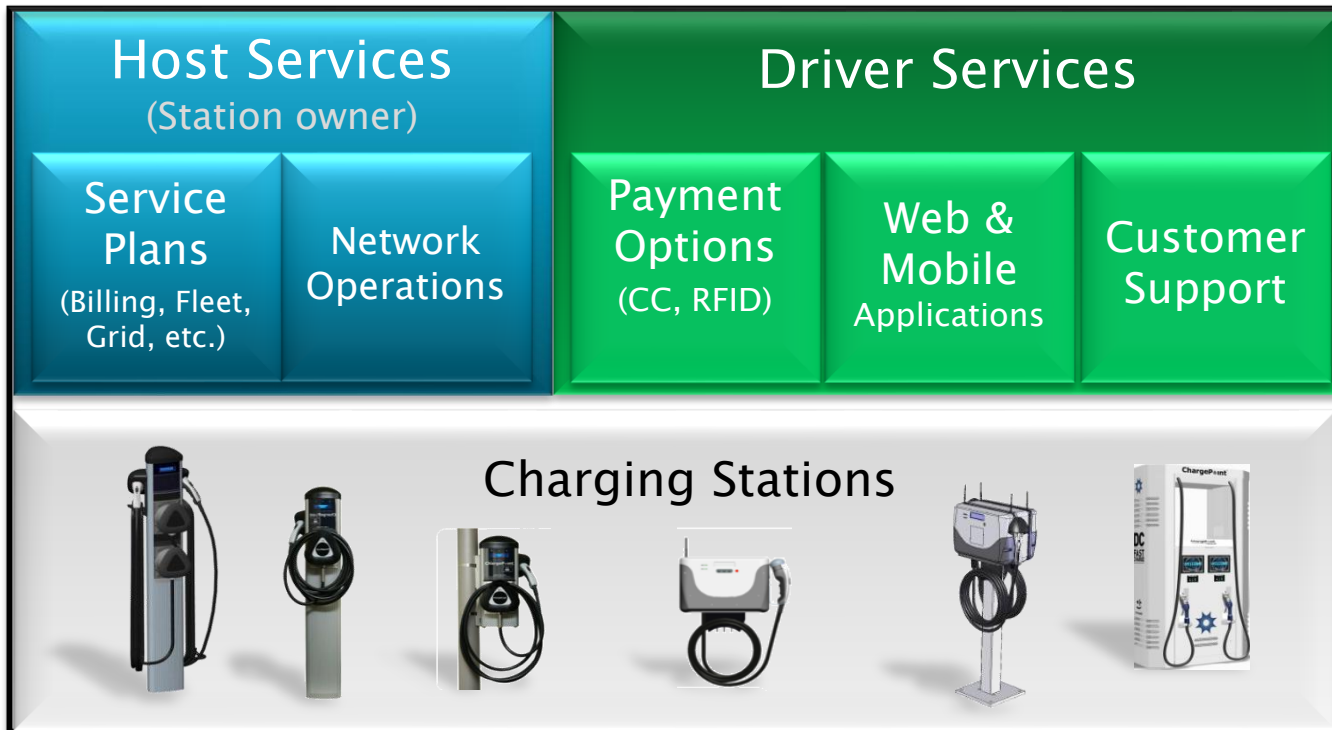
- Remote monitoring

- Advanced knowledge if the station is not operating properly
- Future proofing





ChargePoint Services





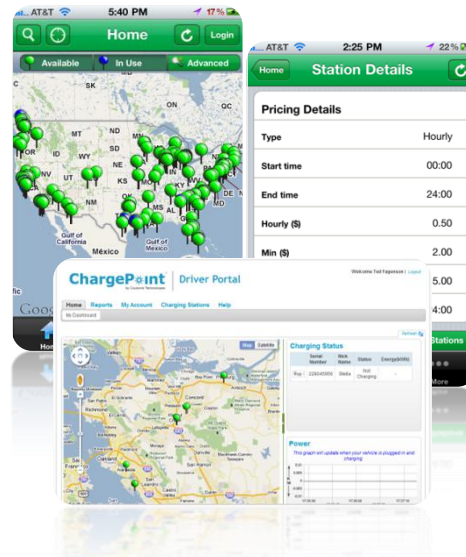
ChargePoint Driver Services

Payment and Access Options

- ChargePass RFID card
- Credit Cards – RFID only
- Employee badge (coming soon)
- PCI compliant – Industry standard
- We do not store customer data



Find Stations, Receive Notifications



- Web and Mobile accessible
- Sign up for ChargePass service
- Refill, top-up
- Acceptable at every public station
- www.chargepoint.net
- Mobile platforms:
 - iPhone, Android, Blackberry
 - Remotely unlock a station
- Notifications
 - E-mail
 - Text (SMS)



Customer Service

- Available 24x7x365
- Accepts credit cards
- Remotely unlocks the station



ChargePoint Host Services

Plan	Segment	Benefits
Corporate Plan	Workplace	<ul style="list-style-type: none"> • Restrict access to the station: <i>"for employees only"</i> • 800# employee support (24x7x365) <ul style="list-style-type: none"> • No depending on the front desk, facilities or HR to answer questions • Delivers multiple sustainability metrics <ul style="list-style-type: none"> • Report carbon savings, energy usage, etc.
Commercial Plan	Workplace, Retail, Parking, Hotels, MDU, Train/Airports	<ul style="list-style-type: none"> • Generate revenues <ul style="list-style-type: none"> • Set pricing for station usage, multiple payment options • Restrict access to employees, customers; you set the rules • 800# EV driver support, "Install & forget" – turnkey
Service Provider Plan	Utilities, EVSPs	<ul style="list-style-type: none"> • Complete control over entire EV infrastructure <ul style="list-style-type: none"> • Remotely shed load in minute increments plus inform the customer • Gain unprecedented visibility into driver trends • Integrate into smart grid deployment
Fleet Plan	Fleet: workplace, municipals, government	<ul style="list-style-type: none"> • Ensure the fleet is charged and ready • Analyze and report by department or by driver • Provides energy usage, carbon and gasoline savings



ChargePoint Driver Services



CT503 Series

- Applications: residential, fleet, covered parking lots
- Specifications
 - Level 2, 208/240V, 30A
 - Connector: SAE J1772
 - Options: RFID, ZIGBEE



CT2000 Series

- Applications: Public, corporations, fleet, munis
- Specifications
 - Level 2, 208/240V, 30A
 - Connector: SAE J1772
 - Options: Credit Card Reader, Locking holster
 - Mounting: Bollard, pole, wall



CT2100 Series

- Applications: Public, corporations, fleet, munis
- Specifications
 - Level 2, 208/240V, 30A
 - Level 1, 120V, 16A, Nema 5-20 outlet
 - Connector: SAE J1772
 - Options: Credit Card Reader, Locking holster
 - Mounting: Bollard, pole, wall



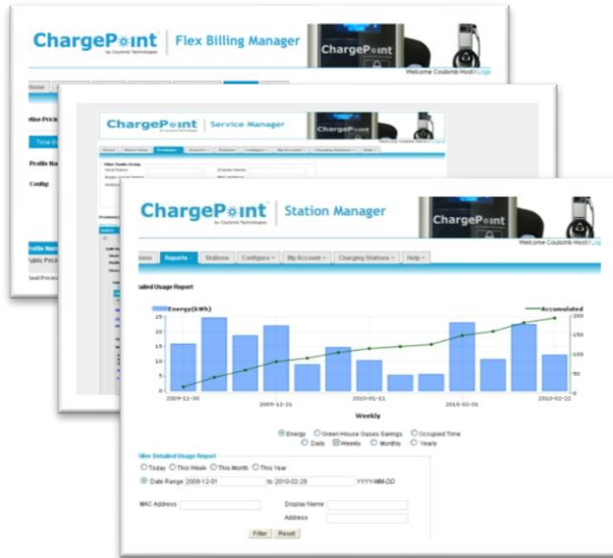
CT2020 Series

- Applications: Public, corporations, fleet, munis
- Specifications
 - Dual Port Level 2, 208/240V, 30A
 - Connector: SAE J1772
 - Options: Credit Card Reader, Locking holster
 - Mounting: Bollard, Bollard with retractable cords and top light



Comprehensive EV Infrastructure Solution

ChargePoint® Service Plans



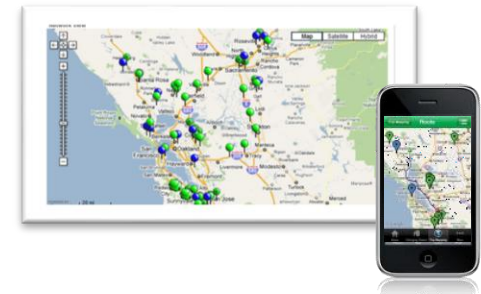
Station Product Line

Fleet, Residential



DC Fast Chargers*

EV Driver Tools



Find, join, pay for the most widely deployed EV stations

- Rapidly deploy an EV Charging Service
- Immediately collect revenues without building a payment system
- Measure, report, and integrate into business systems

Parking Services Current Customers



City of Sacramento



Workplace Charging Current Customers

Google



3M

Microsoft





Thank You!

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