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| Electric Vehicle Charging Infrastructure  Guy’s and St Thomas’ NHS Foundation Trust  Pre-Market Engagement  Ref: ST23-P200 |
| **Supplier Name:** [Insert Supplier Name]  Please return completed responses to:  [CommercialServices@gstt.nhs.uk](mailto:CommercialServices@gstt.nhs.uk) |

# Table of Contents

[Table of Contents 2](#_Toc156917533)

[1. Response Questions 3](#_Toc156917534)

[2. Company Information 3](#_Toc156917535)

[3. Subject Specific Questions 4](#_Toc156917536)

[3.1 Commercial Model 4](#_Toc156917537)

[3.2 Public Chargers 4](#_Toc156917538)

[3.3 Cost Estimate 5](#_Toc156917539)

[3.4 Overall Offering 5](#_Toc156917540)

[3.5 OCPP compliant chargers 5](#_Toc156917541)

[3.6 Planning, Design Consultancy 5](#_Toc156917542)

[3.7 Grid Connection Capacity 5](#_Toc156917543)

[3.8 Mandela Way 6](#_Toc156917544)

[3.9 Pre-Existing Chargers 6](#_Toc156917545)

[3.10 Relocation of Chargers from Site to Site 6](#_Toc156917546)

[3.11 Contract Length 6](#_Toc156917547)

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# Response Questions

Please complete all sections of this questionnaire, the answers you provide here are purely for the Authority to gather information for its internal business case processes and to help develop its future specification and tender documents.

These documents will not be used to exclude, pre-qualify or shortlist potential bidders, nor will any information be carried over to any future tender exercise.

# Company Information

|  |  |  |
| --- | --- | --- |
| **Question number** | **Question** | **Response** |
| 1.1(a) | Name (if registered, please give the registered name) |  |
| 1.1(b) | Trading status  a) - public limited company  b) - private limited company  c) - limited liability partnership  d) - other partnership  e) - sole trader  f) - third sector  g) - other (please specify your trading status) |  |
| 1.1(c) | Relevant classifications (state whether you fall within one of these, and if so which one)  a) Voluntary Community Social Enterprise (VCSE).  b) Sheltered Workshop.  c) Public service mutual. |  |
| 1.1(d) | Are you a Small, Medium or Micro Enterprise (SME)[[1]](#footnote-1)? | Yes **▢**  No **▢** |
| 1.1(e) | Details of your immediate parent company:  - Full name of immediate parent company,  - Registered or head office address,  - Registration number (if applicable),  - VAT number (if applicable),  Please enter N/A if not applicable) |  |

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| **2 Contact Details** | | |
| 2.1 | Name |  |
| 2.2 | Job Title |  |
| 2.3 | Telephone |  |
| 2.4 | Mobile |  |
| 2.5 | Email |  |

# Subject Specific Questions

## Commercial Model

| Please confirm if you can provide the ‘Managed Service Agreement’ or ‘Charging as a Service’, model i.e. the Authority to outsource all elements of the above and to pay per kWh for vehicle charging to you as a single third-party (excluding the cost of electricity).  Alternatively, are there any other fully funded or partially funded commercial models that you would consider for this project?  (Note the Authority has no capital to support the project and any loan would contribute to capital spending limits of the Authority so would not be feasible. The Authority cannot guarantee future utilisation rates or commit to any predefined payment amounts).  If you believe these models are not feasible please confirm your reasoning. |
| --- |
| Response |

## Public Chargers

|  |
| --- |
| With reference to chargers open to the public, which commercial model(s) would you recommend for offering the most competitive pricing for the Authority, incorporating strategies such as profit sharing or gain sharing?  (Note the Authority has no capital to support the project and any loan would contribute to capital spending limits of the Authority so would not be feasible. The Authority cannot guarantee future utilisation rates or commit to any predefined payment amounts).  If you believe these models are not feasible please confirm your reasoning. |
| Response |

## Cost Estimate

| Can you provide a cost estimate for the design, installation, and ongoing maintenance of charging points at the initial 15 priority sites? Can you provide a cost per site? |
| --- |
| Response |

## Overall Offering

| Is your company capable of meeting the full specifications in the section above, or are there areas of concern that you would recommend changing? Please consider the Authority’s intention to have 90% of Charge Points for fleet use only and 10% for public use (dependent on utilisation, this may change).  During the tender exercise we would currently require potential bidders to undertaking site surveys including information gathering from the DNO at your own cost. What tasks would you require to undertake as part of the site survey(s), how long would you expect each survey to take. |
| --- |
| Response |

## OCPP compliant chargers

| Should the Authority consider making OCPP compliant chargers a mandatory part of the specification? Provide a justification. |
| --- |
| Response |

## Planning, Design Consultancy

| Please share your conclusions of the data and draft specification that has been made available.   * What additional information (if any) would you require from us during the procurement process? * Is further telematics analysis required? If so, please specify. |
| --- |
| Response |

## Grid Connection Capacity

|  |
| --- |
| Please share your assessment of grid connection capacity, constraints and your advice to rectifying this for the sites specified (where possible). Please consider:   * Where smart charging solutions such as load balancing would prevent a DNO capacity upgrade at specific sites. * Sites which will require DNO capacity upgrades and whether this is feasible given the commercial model being sought. * Alternative energy generation and/or storage solutions which would suit specific sites and why from a cost and operational perspective they would be beneficial as opposed to further capacity upgrades. |
| Response |

## Mandela Way

| As identified on the site specification, Mandela Way (Tower Bridge Business Park Unit B) is in the process of becoming the Authority’s Patient Transport Depot. Once in full operation vehicle numbers are expected to grow to 80+ per day.  As part of the transition, the site is being renovated which includes a UKPN power capacity upgrade to enable 750kVa for this site.   * If Mandela Way was out of scope of any future MSA, would the MSA with the other sites only still be something you would be interested in bidding for? * If the Authority completed the grid update and then installed Charge Points in 2024 via a contract with a third party, would you accept novation of this contract to align with the MSA? |
| --- |
| Response |

## Pre-Existing Chargers

| There may be a need to incorporate a small number of pre-existing chargers into this network and terms of use. Is this feasible given your operating model? |
| --- |
| Response |

## Relocation of Chargers from Site to Site

| How feasible is it to transfer of units to other sites should the use of a site change (or close)? What are the indicative time periods needed for a move of chargers to take place?  What would the potential impacts be? |
| --- |
| Response |

## Contract Length

| What would be the optimum contract length to achieve the best use of resources considering the:   * Life expectancy of the equipment (please state) * Future developments in technology (please elaborate on how you would enable the integration of these future developments in technology and ensure continuous improvement)? |
| --- |
| Response |

1. See definition of SME <https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en> [↑](#footnote-ref-1)