

## SECTION 4 RESPONSE FORMAT AND CONTENT

### 1. RESPONSE PREPARATION INSTRUCTIONS

Respondents are asked to provide a response in the following format:

#### 1. Introduction

Please provide:

##### 1. Contact name, phone number, and email

**Bradley Staite**  
[bradley.staite@julepower.com](mailto:bradley.staite@julepower.com)  
**905-441-0553**

##### 2. Business name, address, and phone number

**eCAMION USA, Inc., (dba Jule)**  
**505 20th St, Unit 1200, Birmingham, AL 35203. Phone: 905-441-0553**

### 2. TECHNICAL RESPONSE

Respondents are asked to provide the following information within the following categories:

Respondents may choose to abstain from answering questions that may not be relevant to them.

#### 1. GENERAL

a. Which site(s) along the Interstates would your organization be interested in developing? These can be identified in the NEVI plan or other sites along the interstates.

**Jule would be interested in developing 6 out of the 7 sites identified in Wyoming's NEVI plan. This includes Laramie, Wheatland, Douglas, Buffalo, Sheridan, and Sundance.**

- If there are any additional sites throughout the state that your organization would be interested in developing please state where those locations would be.

**N/A**

b. What do you perceive as the biggest challenges or barriers to implementing NEVI sites in Wyoming?

**The biggest challenge we perceive will be finding sites in Wyoming with adequate infrastructure to support 600 kW.**

c. Do you have experience in deploying charging infrastructure in rural, remote, and underserved regions and communities? If yes, please summarize any current or planned experience.

**Yes, we have experience installing two DC fast chargers in Anchorage, Alaska as part of the City of Anchorage's electric waste management fleet program. We have 3 further sites planned in Alaska as part of Alaska Energy Authority's Round 1 NEVI awards. Furthermore, we completed a project with Natural Resources Canada (NRCan) to introduce three DCFC stations strategically placed along remote parts of the Trans-Canada Highway in Northern Ontario and Manitoba.**

d. How does your organization identify optimal locations for charging? Please provide all factors used for consideration and how your organization evaluates these factors for considered locations.

**Our organization takes into consideration many different factors when identifying sites for charging. Amenities, safety, and other available EV charging stations nearby are top considerations.**

e. If you are an existing EVSE operator along an AFC, would your organization be interested in the potential to upgrade existing DCFC charging stations to meet NEVI requirements?

**N/A**

- If yes, please tell us the location your organization would be interested in upgrading.

## 2. PARTNERSHIPS AND BUSINESS MODELS

f. Is there a business model or procurement contracting method that would prevent you from participating in the WYDOT NEVI plan? If so, what is it?

**Our company would be averse to answering RFPs with bid bonds. Additionally, Jule will not participate in any type of developer model procurement where one developer would earn the rights to operate exclusively in multiple AFC zones.**

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g. Please provide your organization's viewpoints on contracting methods for DCFC infrastructure, including leasing and/or revenue sharing agreements. Have you implemented any cost/revenue sharing

models for the operation of DCFC EVSE? If yes, please share what you can about the terms of those partnerships.

**N/A**

h. WYDOT may require validation that the charging station operator has site control, such as a lease, option to lease, letter of intent, or other similar agreement between the operator and the property owner (if different entities) that confirms the charging station operator has permission to locate the charging infrastructure on the property for at least five (5) years. Provide an overview of your organization's approach to installing and operating EVSE on private land. Will you be leasing land or owning?

**Every potential site host owner signs a Memorandum of Understanding with Jule on the basis that a formal written Parking Lot License Agreement will come into effect should any NEVI sites be awarded. This agreement will be for a period of no less than 5 years and adhere to all NEVI site guidelines.**

i. What information about electrical service at a proposed site can you provide during the application process? How do you plan to coordinate with utility providers to evaluate electrical service at a proposed site in advance of an application?

**N/A**

### 3. TECHNICAL REQUIREMENTS

j. Please describe the EV charging equipment you would propose to deploy in Wyoming.

**Jule will provide a Direct Current Fast Charging (DCFC) system consisting of four (4) 150 kW charging pedestals, with a total simultaneous delivery capacity of up to 600 kW. While each charger can deliver up to 150 kW as mandated, the same chargers are also rated for potential field upgrades to 200 kW to meet future market demands. Complementing this, our system is bolstered by one (1) 440-kWh battery energy storage system (ESS), the Jule Hub. ESS are eligible under NEVI regulations and the presence of a battery system greatly improves the charging experience for drivers, while reducing costly peak demand electricity charges. Example use cases include but are not limited to – Taking advantage of low demand times and charging the battery, discharging energy to one or all of the fast chargers when the grid is at a constraint, or supplementing the grid. Our system can also function like a direct-to-grid fast charger system, meaning it can bypass the battery and supply power directly to the fast chargers. As a vendor, we are uniquely positioned since we act as both the original EVSE manufacturer as well as the EVSE operator, minimizing supply chain issues that might impact other EVSE operators.**

k. Are there any facets of the NEVI guidelines that your EVSE cannot meet?

**No**

l. What functional site design elements (beyond those required by the NEVI Program rules) should WYDOT consider in developing its minimum technical requirements and evaluation criteria for sites?

Examples would be the capacity per site, installing more than (four) 4 chargers per site, views on spacing of chargers, traveler amenities, technology solutions, ability to expand locations, etc.

**N/A**

#### 4. FUNDING

m. What financial structure is most feasible for your organization, and will you provide the non-federal match required by NEVI Program of 20% or possibly more?

**Non-federal match of 20% or more will be provided.**

- Please describe the percentage of participation in construction costs would you desire or expect from public, federal, or private partners? n. How do you believe the implementation approach could be structured to maximize private sector funding as the match required by FHWA for use of NEVI funds and to reduce the amount needed for a federal subsidy? Insight is welcomed on whether this could vary based on specific site conditions or locations.

**N/A**

#### 5. OPERATION AND MAINTENANCE

o. Would the lack of Operations and Maintenance funding be a barrier to your participation?

**Yes. Electricity demand charges are a huge cost component, especially in grid-constrained areas. O&M funding is a necessity, especially in lower-traffic corridors where charging revenues may not offset operating costs.**

p. How will your organization support the continued operation of the EV network deployed beyond the five (5)-year agreement under the NEVI Program?

**It is our company's objective to extend the Parking Lot Lease agreement with the site host owner after the five (5) year agreement under the NEVI program. We aim to operate the charging stations for another five (5) year agreement, barring any unexpected circumstances for a total of ten (10) years.**

q. Please offer thoughts on the level and types of effort related to staffing requirements, monitoring systems, partnership arrangements, etc., to meet the 97% uptime requirement in the NEVI Program rules. What factors will influence the cost of meeting that 97% uptime requirement, and is there anything you view as within WYDOT's discretion or influence that can aid in achieving 97% uptime?

**Our team implements our proprietary real-time monitoring software, Jule Link, for every DCFC and Battery Storage System we deploy. We can monitor, control, and communicate with our hardware over a secured online connection. We have operating procedures in place to dispatch EVITP-certified technicians and engineers for any downtime. Furthermore, as we are the original EVSE manufacturer,**

**we have dedicated spare parts availability and the ability to warranty a product quickly, minimizing downtime.**

#### 6. ADDITIONAL INFORMATION

r. Please provide any additional information that would be beneficial for WYDOT to consider when developing a Request for Proposal for the deployment of its NEVI plan. Respondents are requested to not provide proposals or marketing material and should instead provide detailed answers to the RFI questions. WYDOT may invite respondents to meet and discuss the information provided in more detail.

**The importance of Battery Energy Storage Systems (BESS) in supporting Direct Current Fast Charging (DCFC) infrastructure is becoming increasingly critical in the EVSE industry. In the past three years, the rapid growth in EV adoption has highlighted the limitations of the existing electrical grid, which was not designed to handle the high power demands of DCFC. BESS plays a pivotal role in mitigating these challenges. By storing energy during off-peak hours and releasing it during peak demand, BESS helps manage the load on the grid, thereby reducing the need for costly and time-consuming grid upgrades.**

**Looking forward, the next five years are expected to see significant advancements in BESS technology, making it more efficient, cost-effective, and scalable. This evolution is crucial for supporting the widespread deployment of DCFC stations, especially in areas where the grid infrastructure is less robust or where upgrades are financially or logistically impractical. BESS not only alleviates grid strain but also ensures a more stable and reliable power supply for fast charging, which is essential for maintaining high uptime and customer satisfaction.**

**Moreover, the integration of renewable energy sources with BESS is a growing trend, promoting sustainability in the EV charging ecosystem. Jule's DCFC-BESS systems have been integrated with solar panel systems and are currently deployed in the public. This synergy enables a greener charging infrastructure by utilizing renewable energy for EV charging, further reducing the carbon footprint of EVs.**