

A collage of images representing various services and infrastructure, including water treatment, renewable energy, transportation, and public facilities. The collage is framed by a blue diamond shape. Text on the left reads "Service™" and "fleets". Text at the bottom left reads "ers (SP)" and "mpany". A QR code with the "SP" logo is in the bottom right corner.



Brian Figenshow
Sustainability Partners (SP)
a Public Benefit Company

Sustainability Partners At a Glance



- Founded in 2016
- Public Benefit Company that provides reliable, safe, and improving essential infrastructure
- Customers include states, municipalities, hospitals, schools, universities, HOAs, and utilities
- Hundreds of millions of dollars in essential infrastructure projects
- Nationwide capabilities with over 20 diverse infrastructure asset types currently deployed
- > 150 vendor partnerships





STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



BACKGROUND

Hawai'i selected SP to convert its full government fleet to EVs and deliver supporting infrastructure (chargers, solar, storage, microgrids)

Through SP's **M-USA contract**, the State can easily add vehicles and infrastructure as needed with a simple contract addendum.



HDOT Airports Division
HDOT Harbors Division
HDOT Highways Division



HAWAI'I
STATE
ENERGY
OFFICE



CITY AND COUNTY OF
HONOLULU

PROJECT SCOPE

SP's EV as a Service™ provides:

- **Statewide EV deployment:** SP provides full-service EV + charging infrastructure across all islands.
- **\$200M+ funded for diverse assets:** cars, trucks, buses, ATVs, shuttles, microgrids, storage, facilities upgrades.
- **Funding mix:** SP-funded /SP+federal grants/state funds. Available to agencies, cities, counties, schools, and hospitals.



Electric Vehicles as a Service™

Simplifies Fleet Electrification



We fund infrastructure and partner with you to keep it reliable, safe, and improving.

- Zero upfront costs
 - 100% of design, materials, and installation
 - Expedited funding and project rollout
 - Monthly fee based on actual usage
 - 10-page, month-to-month agreement
 - Asset use is entirely in your control
 - Anytime option to own assets
 - No termination penalties
- No markup on equipment or services
 - Robust Engineering vs. Value Engineering
 - Maintenance and upgrades over time
 - Open book accounting, contracts, warranties, designs and documentation
 - 24/7 IoT monitoring, real-time alerts, compliance reporting
 - Deferred payments as needed



STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



KEY DELIVERABLES



Turnkey solution: EVs, chargers, training, upfitting, detailing, and maintenance



Zero-emissions assets reduce carbon footprint and cut reliance on imported fuels



Usage-based contract: If it's not working, you don't pay for the service until it does



Lower Operating Costs with IoT monitoring, lower maintenance & upgrade options



Online dashboard shows real-time data on asset health, fuel savings, and service logs

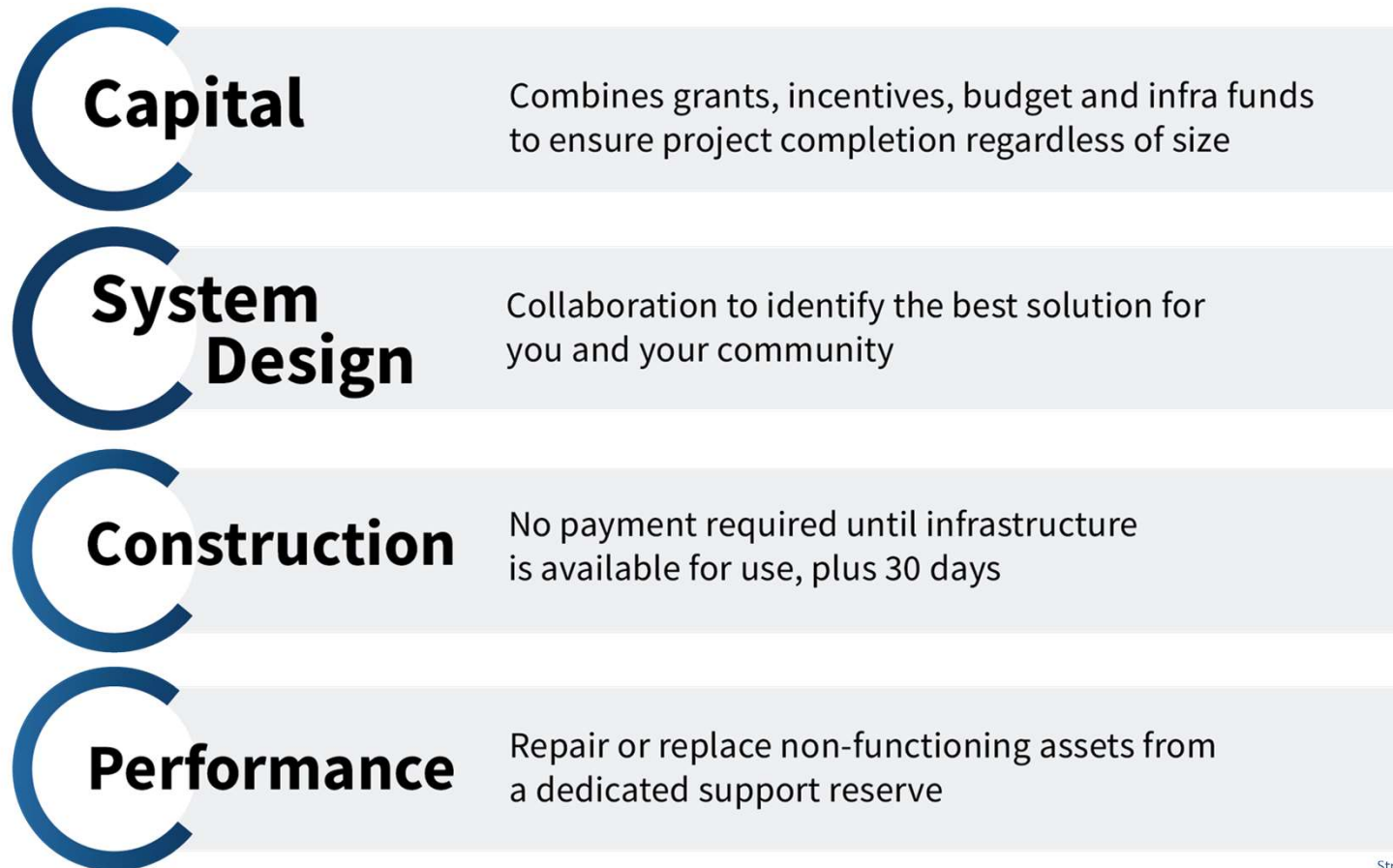


Flexible agreement allows HI to expand fleet and infrastructure as needed



SP ELECTRIC VEHICLE FLEETS & CHARGING
Infrastructure as a Service®

EV as a Service™ *Mitigates Risk & Adds Value*



On the Road & On the Way



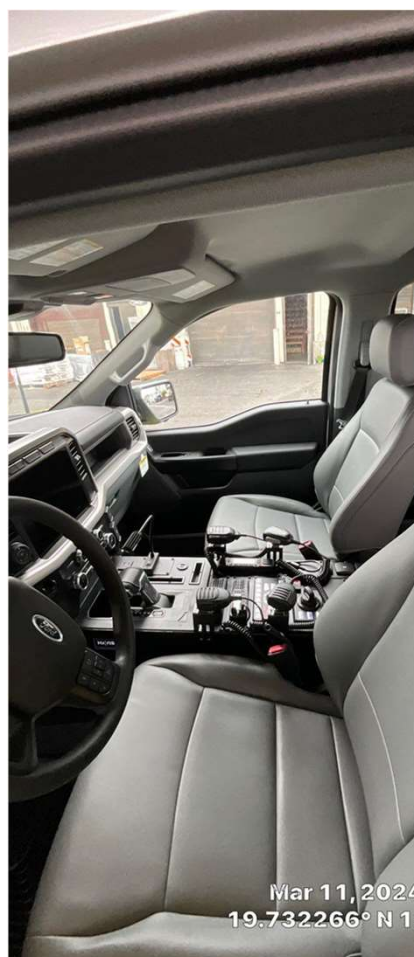
HDOT, Airports Division

Fully Upfitted: F150 Extended Range with Level 2 Chargers

Upfitting package incl. push bars, lights, radios, tool boxes, hotspot, fleet management, telematics



SUSTAINABILITY
PARTNERS



Mar 11, 2024
19.732266° N 156.040476° W



Mar 11, 2024 at 2:11:24 PM
19.732262° N 156.040476° W

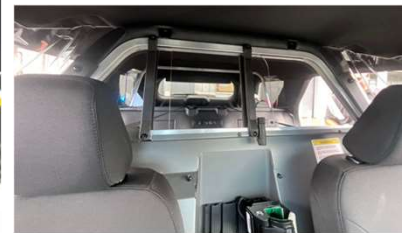
Sheriff's Pursuit Vehicles

Fully Upfitted: Ford Interceptor Hybrid Utility PPV

Upfitting package incl. lights, radios, prisoner containment, bumpers, ceramic film, paint protection, floor mats, stickers/decals, telematics



SUSTAINABILITY
PARTNERS



HDOT, Highways Division

Fully Upfitted: F150 Extended Range with Level 2 Chargers & 120kw Fast Chargers



Varying customizations include:

- Radio uplift
- Liftgate package
- Hitch mount package
- Surveyor package
- USB drive
- Custom paint colors + protection
- Ceramic paint film
- Rear fender wrap
- Telematics
- Hotspot equipment
- LED Lighting, multi-colors
- Roof racks
- Stickers/decals
- Detailing, etc.



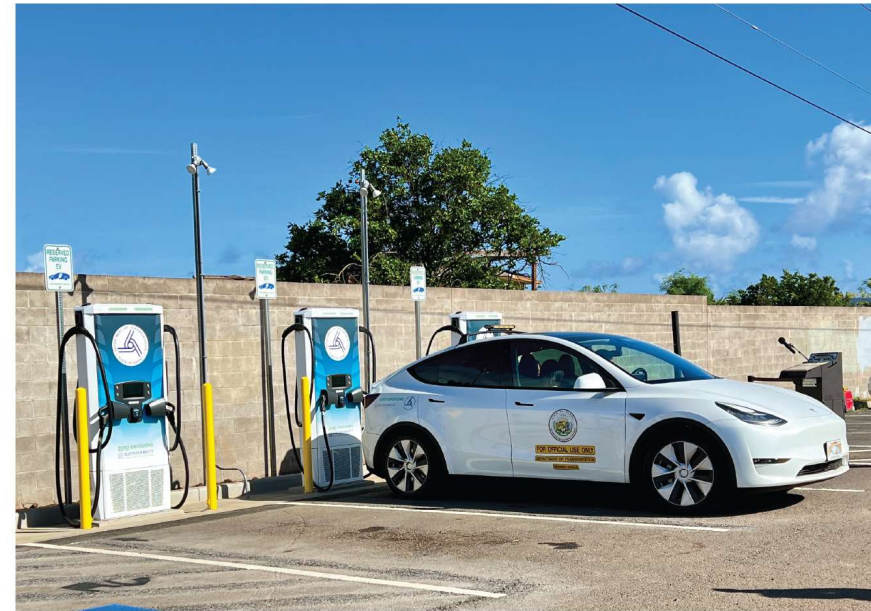


STATEWIDE ELECTRIFICATION

HAWAI'I'S JOURNEY TO FULL IMPLEMENTATION



SUSTAINABILITY
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Honolulu International Airport



HDOT Airports Division



How to Procure SP's Services



Cooperative Purchasing

SP has "as a service" contracts awarded for essential infrastructure and water meters by:

PCA *Purchasing Cooperative of America*



Direct Contracting

When applicable legal authorities allow direct contracting for:

1. Utility-like services;
2. SP is deemed a sole source solution;
3. A declaration of emergency; or
4. Other local infrastructure procurement enabling statutes.



Request for Proposals or Qualifications (RFP/RFQ)

SP's "as a service" model has been procured many times through RFP/RFQ submissions

A sample RFP template is available on SP's website at www.s.partners/how

Thank You!

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