



EV Charging Station **Proposal**

• Confidential

The Lynkwell Advantage



Thousands
of chargers across the US,
Canada & Guam



24/7
USA-based site host
and driver support



One Team
Every step: design,
deploy, execute



> \$50M
captured from utility/
incentive programs



Top 3
network in the northeast



99.99%
software uptime

Why Lynkwell

Lynkwell is a leading energy infrastructure development company focused on connecting renewable generation, battery storage, utilities, and microgrids with next-generation fueling technologies via its Lynkwell X-Change™ platform. Ranked as one of the fastest-growing private companies in the United States for the last three years. Lynkwell's leadership is bolstered by its top 10 nationwide cloud-based EV charging software platform which hosts dozens of EV charging networks and manages 10,000 assets. With a curated catalog of more than 500 products from leading global OEMs plus its own XLink charger, Lynkwell's unique combination of full deployment solutions and energy integrations gives all clean energy stakeholders the power to thrive. Since 2016, the company has been instrumental in establishing private and public charging solutions and supporting infrastructure to empower America's growing clean energy revolution.

All USA-Based Team



Confidential

8/6/2025

Client Name: Community Center | Town of New Lebanon
Client Site: 523 US-20, New Lebanon, NY 12125
Utility: NYSEG



Preliminary Site Layout

Conduit Length 117' Primary 9' Secondary EV Dispenser Qty 1 x DCFC EV Stall Count 2 x DCFC



Legend DC Fast Charger

The image above represents an initial draft of the proposed EV charger placement and related infrastructure. Final layout may be refined based on site conditions, utility coordination, and permitting requirements.

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EV Charging Station Proposal

Item & Scope	Qty	Price	Years	Total Amount
LW301-DC320 320 kW DCFC; dual 15' 300A cables with CCS1 plug types, 0.98 PF, ISO 15118; IK10, NEMA 3R, OCPP 1.6J, 10.4" touch screen, 480 Vac input. Cable management included.	1	\$104,737.00		\$ 104,737.00
Not Applicable	0	\$ -		\$ -
Annual Software License ViaLynk Business-Level Software License. OCPP 2.0.1 Certified, Billing/Payments, Multi-Site Performance & Dashboard, Roaming; 24/7 US-Based Customer Support for Site Hosts & Drivers. Full Reporting Suite, Advanced Pricing Configurations, RFID, Private and Group Driver Discounting, Email Alerting, and Advanced Energy Management.	2	\$180.00	5 Years	\$ 1,800.00
EVSE - 360 Extended warranty covering parts, labor, repairs, and shipping, backed by an A+ rated insurer. Includes real-time charger monitoring, flexible configuration, and 24/7 U.S.-based technical support. Revenue reimbursement provided for claim delays beyond 72 hours.	1	\$27,772.50	5 Years	\$ 27,772.50
Infrastructure Installation Site engineering, design, and installation. May include required infrastructure upgrades, including new service, transformers, panels, meters, Milbanks, electrical wiring, and more. Site work may include excavation, trenching, and road & walkway work.	Std.	\$144,000.00		\$ 144,000.00
Total Project Value				\$ 278,309.50
<i>Estimated Utility Funding Discount (Subject to Program Approval)</i>				\$ (129,600.00)
<i>Client Portion - Infrastructure Installation</i>				\$ 14,400.00
<i>Client Portion – Stations & Accessories</i>				\$ 134,309.50
Final Project Cost Acknowledgment				\$ 148,709.50

Client Signature	Date

Electric Utility Provider and Account #	DBA	EIN

All pricing conforms with NY OGS Contract (042221-LIV)
 Awarded: 3/19/2024
 Group: 40404
 Contract: 23251

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Limited Time Offer



Office of General Services
Procurement Services

Total Project Value	\$ 278,309.50
<i>Potential Utility Funding Discount (Subject to Utility Approval)</i>	<i>\$ (129,600.00)</i>
<i>Lynkwell Contract Adjustment - Alternative Revenue Model</i>	<i>\$ (46,750.00)</i>
Client out of Pocket Cost	\$ 101,959.50



BPA Contract Number
47QMCA22A0009



No utility or any CIAC costs (Cost in Aid of Construction) administered by the utility are included in this proposal. Any additional costs from the utility will be considered pass-through costs. The utility is expected to cover these costs fully.



Account Exec.: Verrol Jackson
 Email: vjackson@lynkwell.com
 Office Phone: 518-261-2987
 Cell Phone:



Client Signature _____ Date _____

Lynkwell Signature (After Site Verification) _____ Date _____

Printed Name _____ Title _____

Printed Name _____ Title _____

By signing this Proposal, the Client and Lynkwell agree to the project as detailed above. The Client and Lynkwell will also need to agree to and sign a Scope of Work Agreement, which will be presented after Site Verification has taken place. If Site Verification or Utility Funding requires any adjustments or changes to the costs detailed in the above Proposal, Lynkwell and the Client must both agree to an updated Proposal, and this Proposal will be voided. Both Lynkwell and the Client reserve the right to cancel without penalty at any time before signing the Scope of Work Agreement. If the Client cancels after signing the Scope of Work Agreement, Lynkwell reserves the right to bill the Client for costs associated with the project, including, without limitation, site preparation (not including site verification), project scoping, permitting, seeking funding or utility approvals, or other such activities.

Any potential tax credits listed above cannot be guaranteed by Lynkwell; please verify availability with your accountant. Incentives may be used to cover applicable costs for this project, and the Client agrees to assist Lynkwell in obtaining this incentive on the Client's behalf. This includes providing requested information, granting site access if required, and working within the rules of the applicable incentive program both during and after the project. By signing this Proposal, the Client grants Lynkwell permission to use the Client's name and/or logo in relation to this project and funding. Standard terms and conditions governing Lynkwell projects and the items and subscriptions depicted above can be found at www.lynkwell.com/terms and are subject to change without notice.

Customer Intake Form



Lynkwell™

8/6/2025

Client Business Name
Client/ Site Address
Electric Utility
Make Ready Incentive

Community Center | Town of New Lebanon
523 US-20, New Lebanon, NY 12125
NYSEG
Std.

Please fill out the following to accurately receive revenue checks from the charging stations.

Please attach the following documents with the signed proposal. Any documents that are missing may delay the approval process by Livingston and/or the utility. Failure to attach will likely jeopardize the available funding for the project.

Make Payable to:

Mail-to Address:

Check to Confirm

Business W9

Recent copy of Utility Bill

Capital Improvement form

Best **On-Site** Contact for Project Management Team

Name

Number

Email

Site Host Dashboard Access

Let us know who you would like to have access to the Site Host Dashboard. This will provide views of the activity at the charging stations, including revenue generated and session history.

Name

Number

Email

Name

Number

Email

Introduce Us to Others!

We're committed to expanding clean transportation infrastructure. If there are peers, customers, or local businesses you believe would benefit from EV charging stations, we'd be grateful for the opportunity to connect and share how incentives and turnkey solutions can make adoption easy and cost-effective.

Name

Number

Email

Name

Number

Email

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Your Project Roadmap

Lynkwell makes it easy. We streamline the entire EV charging installation process—so you don't have to. Your involvement is minimal, with just two simple sign-offs at key project milestones.

Sit back and watch your project come to life—effortlessly.





ViaLynk™ Network for EV Charging

Get more from your charging stations with cutting-edge software solutions that transcend the status quo. The ViaLynk™ network offers unparalleled innovation and performance to elevate the charging experience for drivers, installers, and site hosts alike.



Be Confident with Lynkwell's Software Solutions



>99.99% software uptime with industry-leading remote monitoring and diagnostic service included



Full lifecycle accountability delivered through our remote managed services and technical support team



>98% connectivity uptime enabled by our multi-network redundant cellular SIM technology



100% co-located, US-based hardware, software, and support team positioned together in New York State

The Lynkwell Difference

- » **REACH MILLIONS OF DRIVERS**
Our partnerships with leading global roaming networks including both Hubject and ChargeHub maximize the number of vehicles that can charge at your stations.
- » **COLLECT REVENUE EASILY**
The revenue collection and driver billing is seamless via premier payment service integrations.
- » **TRUST OUR SECURITY**
Lynkwell complies with rigorous security standards, including being fully compliant with the Center for Internet Security AWS Foundations Benchmark, to ensure your data is secure from the moment drivers plug in.



- » **ENJOY NO HIDDEN FEES**
Get configuration, station connectivity, and data included with your plan.
- » **ENSURE ADAPTABILITY**
Our software is Open Charge Alliance certified and hardware-agnostic to be compatible with all OCPP-compliant chargers.
- » **STAY CONNECTED**
Lynkwell's system is cellular-network agnostic, powered by a single SIM card that connects ports to any of the top tier 1 global networks.



Lynkwell EV Destination Referral Program

Get paid to refer another business to become an EV charging destination!



Up to **\$1000**

referral bonus for each station installed

Everyone gets energized

With Lynkwell's EV Destination Referral Program, refer another business to become an EV charging destination and earn a referral reward for each station installed.



Earn up to \$1000 for each station installed



Offer applies to DCFC stations only



Current Lynkwell customers and non-customers are eligible



Referral bonus paid out after installation and close out of the project

Know a business that could be a great EV charging destination?



All USA-Based Team

* Terms and conditions apply, see website for full details

Lynkwell's co-located hardware manufacturing, operations, software, support, and service team are proudly based in the U.S. Build America, Buy America (BABA) compliant options available.

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