

The Chargepoint logo is displayed in white text on a dark grey rectangular background. This background is positioned over the side mirror and door area of a blue car. The car is moving along a road with green trees in the background, which are blurred to indicate motion.

—chargepoint—[®]

Rate Design: Managing Demand & Unlocking Multiple Value Streams from EVs

ACEEE National Convening on Utilities and Electric Vehicles

November 14th, 2018

The World's Largest and Most Advanced EV Charging Network



Largest Community of EV drivers

- + 70% of new EV drivers join every month
- + A driver plugs into our network every 2 seconds

57,000+

Charging Everywhere

- + 57,000+ commercial charging spots
- + 900+ DCFC stations
- + 46+ M charging sessions
- + Dispensed 379,000+ MWh



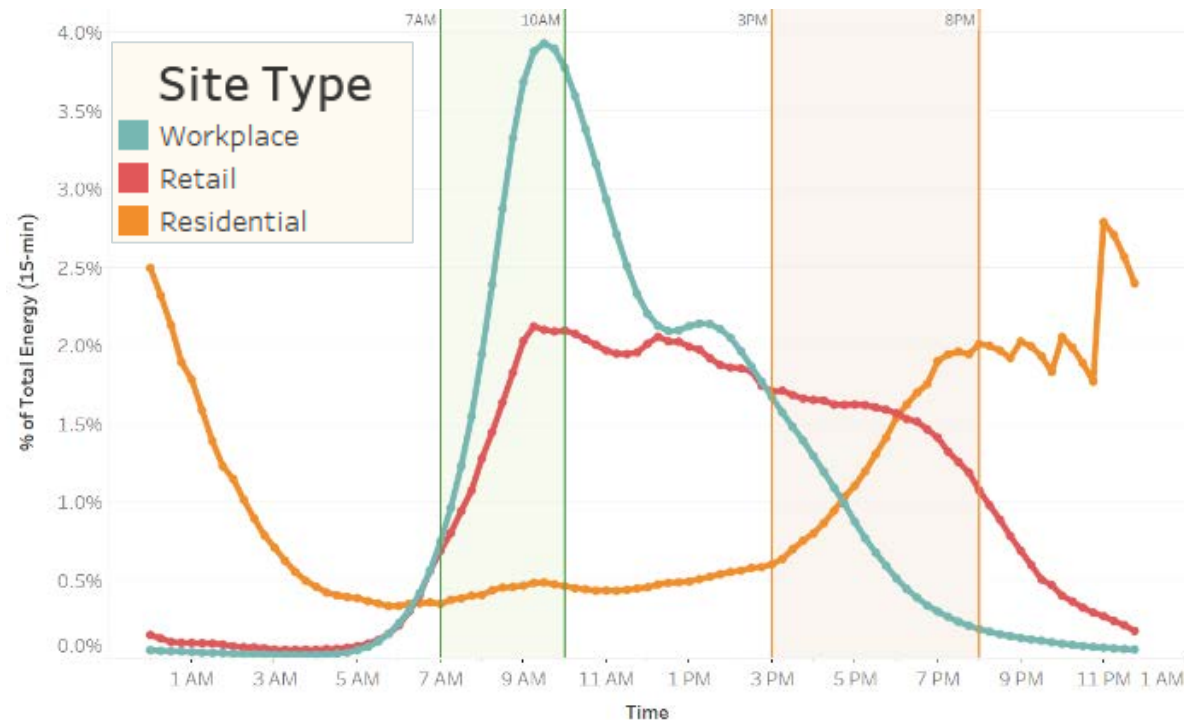
We're Established and Growing

- + A decade of experience
- + \$300+ million in funding
- + European expansion

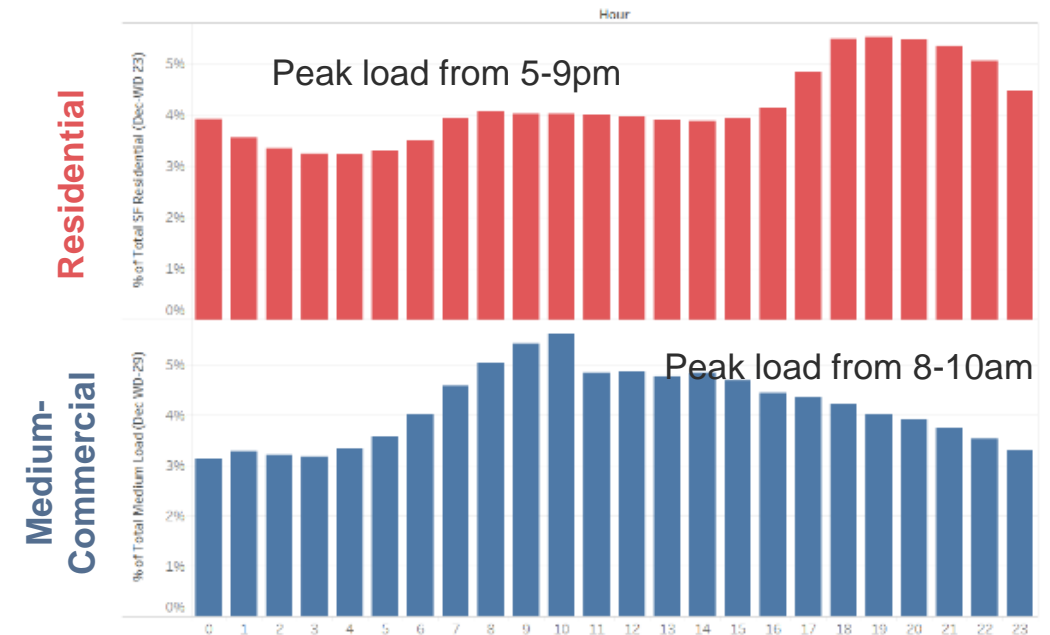
ChargePoint's mission is to get everyone behind the wheel of an EV and provide them convenient, connected charging everywhere they go

Understanding EV Load is Critical to Shaping It

Large temporal load swings



Load Profiles by Distribution Delivery Subclass

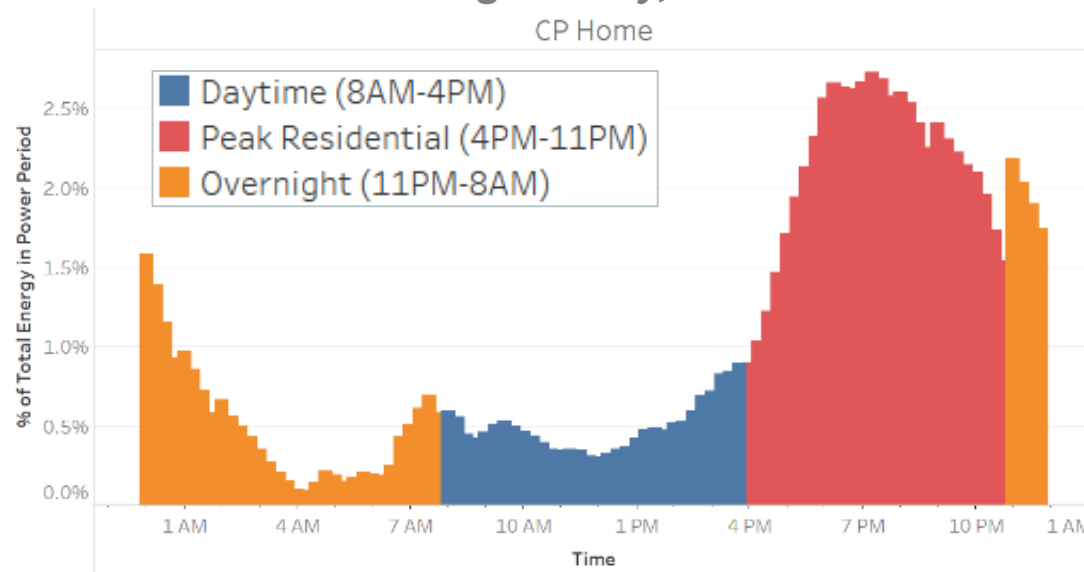


Home EV Charging Rate Design Opportunities

- + Most all EV charging will occur at home where it's also the most flexible and responsive
- + Options include Whole House TOU, EV specific TOU, and Flat Fee
- + Embedded metering in charging stations opens up new possibilities

King County, WA

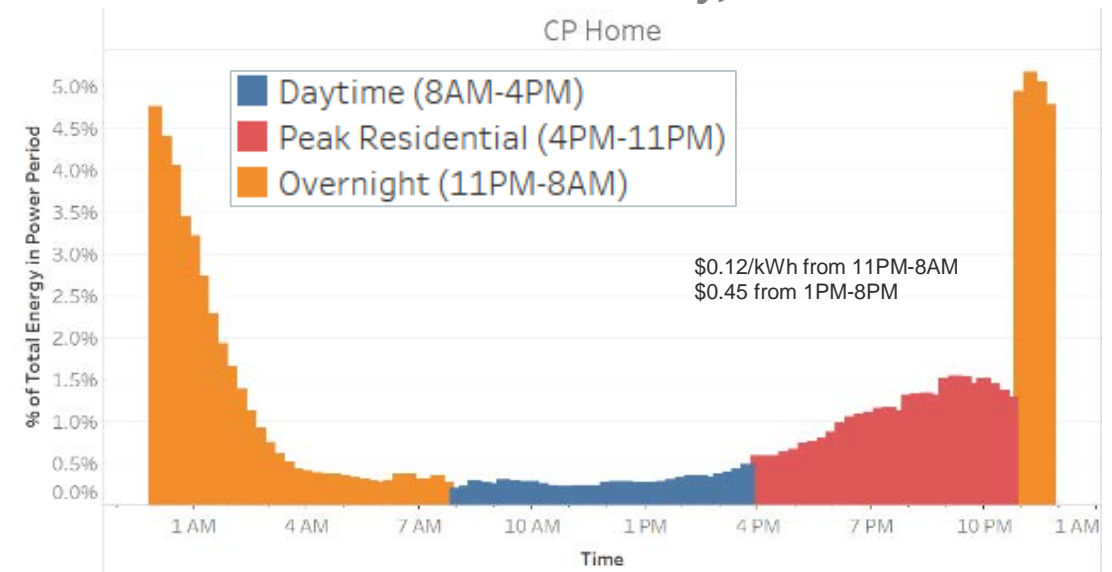
CP Home



No TOU Rate: 60% of EV load in peak hours (4-11PM)

Santa Clara County, CA

CP Home



TOU Rate: 30% of EV load in peak hours (4-11PM)

Example Utility Smart Home Charging Programs



Monitor and Control
Charging of your
Electric Vehicle from
the Palm of your Hand
For Free*!



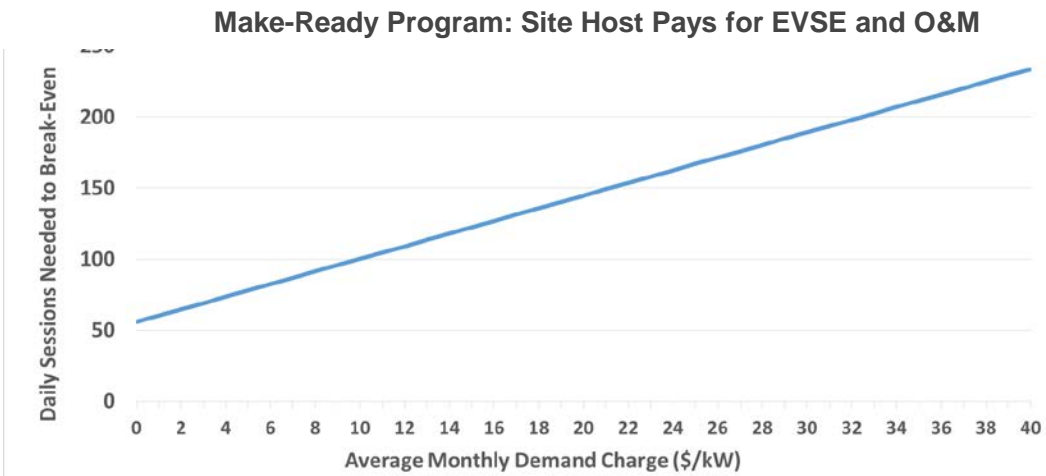
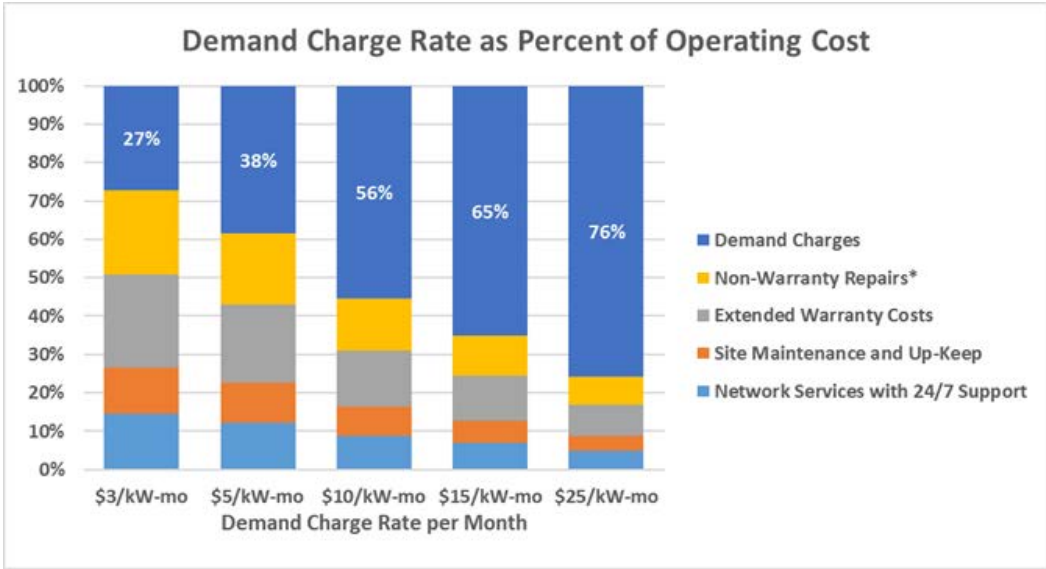
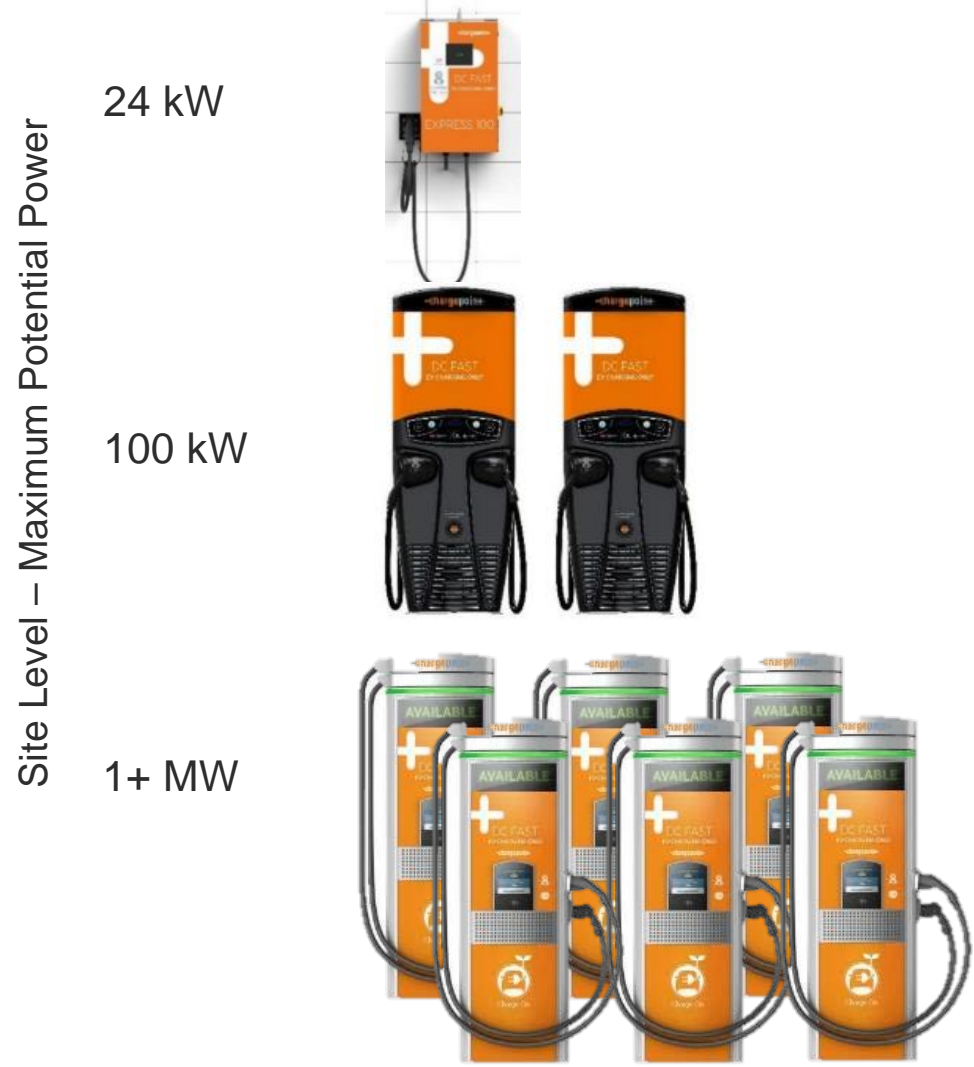
FREE [Select >](#)
In-home car charger when you buy a new electric vehicle (\$600 value).

\$9.99 / month [Select >](#)
In-home car charger if you already own an electric vehicle.

Other Options

- \$29.99/month off-peak Unlimited Plan
- \$0.60/kWh during peak hours if charging during that time.

Commercial DCFC Rate Design Considerations



Commercial Rate Design Examples: DCFC

Demand Charge Credit

- + Provide temporary relief of demand charge bill component for commercial customers



PECO
An Exelon Company



Volumetric Rates

- + Replace demand charges with higher volumetric energy rates
- + Can transition back to demand charges over time



Effective Volumetric Rates

- + Traditional rate structure with retroactive bill credits if effective target cost per kWh is exceeded
- + As utilization increases, credits decrease on a per site/customer basis



Subscription Model

- + Replace demand charges with a subscription rate
- + Use load management tools to maintain subscription
- + Overage payments if subscription exceeded



—chargepoint+®

Driving a Better Way

