



blink[®]

City of Coral Gables

RFP No. 2024-046 Electric Vehicle Charging Stations

Proposal Submitted
by Blink Network, LLC

January 17, 2025



STEPHANIE POZDOL | *Proposal Coordinator*
spozdol@blinkcharging.com
571-643-1062



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SECTION I



CITY OF CORAL GABLES, FL

2800 SW 72nd Avenue, Miami, FL 33155
Finance Department / Procurement Division
Tel: 305-460-5102 / Fax: 305-261-1601

PROPOSER'S ACKNOWLEDGEMENT

RFP No.: 2024-046	Electronic submittals must be received prior to 2:00 p.m., December 20, 2024, January 10, 2025 via INFOR and will remain valid for 120 calendar days. Submittals received after the specified date and time will not be accepted.
RFP Title: Electric Vehicle Charging Stations	Contact Name: Andrea Fortella
A cone of silence is in effect with respect to this RFP. The Cone of Silence prohibits certain communication between potential vendors and the City. For further information, please refer to the City Code Section 2-1027 of the City of Coral Gables Procurement Code.	Title: Procurement Specialist
	Telephone: 305-441-5745
	Email: afortella@coralgables.com
	contracts@coralgables.com
Proposer Name: Blink Network, LLC	FEIN or SS Number: 61-1723965
Complete Mailing Address: 5081 Howerton Way, Suite A Bowie, MD 20715	Telephone No.: (305) 521-0200
Indicate type of organization below:	Cellular No.:
Corporation: <input checked="" type="checkbox"/> Partnership: <input type="checkbox"/> Individual: <input type="checkbox"/> Other: <input type="checkbox"/>	Fax No.:
Bid Bond/Security Bond N/A	Email: spozdol@blinkcharging.com

ATTENTION: THIS FORM ALONG WITH ALL REQUIRED RFP FORMS MUST BE COMPLETED, SIGNED (PREFERABLY IN BLUE INK), AND SUBMITTED WITH THE RESPONSE PRIOR TO THE SUBMITTAL DEADLINE. FAILURE TO DO SO MAY DEEM PROPOSER NON-RESPONSIVE.

THE PROPOSER CERTIFIES THAT THIS SUBMITTAL IS BASED UPON ALL CONDITIONS AS LISTED IN THE RFP DOCUMENTS AND THAT THE PROPOSER HAS MADE NO CHANGES IN THE RFP DOCUMENT AS RECEIVED. THE PROPOSER FURTHER AGREES IF THE RFP IS ACCEPTED, THE PROPOSER WILL EXECUTE AN APPROPRIATE AGREEMENT FOR THE PURPOSE OF ESTABLISHING A FORMAL CONTRACTUAL RELATIONSHIP BETWEEN THE PROPOSER AND THE CITY OF CORAL GABLES FOR THE PERFORMANCE OF ALL REQUIREMENTS TO WHICH THIS RFP PERTAINS. FURTHER, BY SIGNING BELOW PREFERABLY IN **BLUE INK**, ALL RFP PAGES ARE ACKNOWLEDGED AND ACCEPTED AS WELL AS ANY SPECIAL INSTRUCTION SHEET(S) IF APPLICABLE. THE UNDERSIGNED HEREBY DECLARES (OR CERTIFIES) ACKNOWLEDGEMENT OF THESE REQUIREMENTS AND THAT HE/SHE IS AUTHORIZED TO BIND PERFORMANCE OF THIS RFP FOR THE ABOVE PROPOSER.

Michael Battaglia *Michael Battaglia*

Authorized Name and Signature

Chief Operating Officer
Title

06/01/25

Date

RFP No. 2024-046
Electric Vehicle Charging Stations



SOLICITATION SUBMISSION CHECKLIST

Request for Proposals (RFP) No. 2024-046

COMPANY NAME: (Please Print): Blink Network, LLC

Phone: 305-521-0200

Email: spozdoi@blinkcharging.com

A response package numbered by page must be submitted ELECTRONICALLY via INFOR. Please provide the PAGE NUMBER of your solicitation response in the blanks provided as to where compliance information is located in your Submittal for each of the required submittal items listed below:

SUBMITTAL - SECTION I: TITLE PAGE, TABLE OF CONTENTS, REQUIRED FORMS, AND MINIMUM QUALIFICATION REQUIREMENTS.

- 1) Title Page: Show the RFP number and title, the name of your firm, address, telephone number, name of contact person, e-mail address, and date. PAGE # 0
- 2) Provide a Table of Contents in accordance with and in the same order as the respective "Sections" listed below. Clearly identify the material by section and page number. PAGE # 1
- 3) Fill out, sign, and submit the Proposer's Acknowledgement Form. PAGE # 3
- 4) Fill out and submit the Solicitation Submission Check List. PAGE # 4
- 5) Fill out, sign, notarize (as applicable), and submit the Proposer's Affidavit and Schedules A through H. PAGE # 7
- 6) Fill out E-Verify Affidavit PAGE # 15
- 7) Minimum Qualification Requirements: submit detailed verifiable information affirmatively documenting compliance with the Minimum Qualifications Requirements shown in Section 3. PAGE # 16
- 8) Complete Lobbyist Registration & Oral Presentation Forms PAGE # 17

SUBMITTAL - SECTION II: EXPERIENCE AND PROPOSER'S QUALIFICATIONS

(i) FOR PROPOSER:

- 1) Provide a complete history and description of your company, including, but not limited to, the number of years in business, size, number of employees, office location, copy of applicable licenses/certifications, credentials, capabilities, and capacity to meet the City's needs. PAGE # 22
- 2) Proposer must demonstrate a level of expertise, technical knowledge, innovation, and overall capacity to provide self-service electric vehicle charging station services during variable periods of demand, including any unforeseeable circumstances. PAGE # 22
- 3) Describe the Proposer's relevant knowledge and experience in providing the services described in the "Scope of Services" to public sector agencies similar in size to the City of Coral Gables. PAGE # 22



4) Proof of financial stability.

PAGE # 24

(ii) FOR KEY PERSONNEL:

- 1) Provide a summary of the qualifications, copy of applicable licenses/certifications, and experience of all proposed key personnel. Include resumes (listing experience, education, licenses/certifications) for your proposed key personnel and specify the role and responsibilities of each team member in providing the services outlined in the RFP. Provide an organizational chart of all key personnel that will be used. For each key team member, please describe the experience in providing the services solicited herein.

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SUBMITTAL - SECTION III: PROJECT APPROACH AND METHODOLOGY

- 1) Describe in detail your approach to performing the services solicited herein. Include detailed information, as applicable, which addresses, but need not be limited to: understanding of the RFP scope and requirements, implementation plan and communication with City staff and Consultants. Indicate how the Proposer intends to positively and innovatively work with the City in providing the services outlined in this RFP.

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- 2) Proposer's capabilities and competency, including but not limited to:

- a. Recent, current and projected workload of the Proposer and key personnel and how the potential contract will fit into the Proposer's workload.

Page # 29

- 3) Provide a comprehensive description of your proposed ability to meet or exceed all of the technical requirements

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SUBMITTAL – SECTION IV: PAST PERFORMANCE AND REFERENCES

- 1) Using the required Attachment A - Reference Form, provide a minimum of three (3) references (but no more than five (5) for which Proposer has performed similar scope of services in the last five (5) years. **DO NOT include work/services performed for the City of Coral Gables or City employees as reference (City related experience will be outlined in the request below).**

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- 2) List all contracts for which the Proposer as performed (past and present) as a PRIME for the City of Coral Gables. The City will review all contracts the Proposer has performed for the City. Any and all Proposer's performance records (satisfactory and unsatisfactory) will be utilized in the evaluation process regardless of the type of work performed for the city.

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- 3) Provide a list with contact information (Name of Agency, contact person, telephone number, email address) of all public sector clients in the last ten (10) years, and include if any, that have discontinued use of Proposer's services within the last two (2) years and indicate the reasons for the same. Additionally, please provide any documentation related to performance issues of the current or past contracts to include any non-performance reports or notices to cure. The list of projects shall include the name of the project, the value, date(s) of project, etc. The City reserves the right to contact any reference or current customer identified as part of the evaluation process.

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- 4) Please identify each incident within the last five (5) years where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFP (See Schedule D of Exhibit A).

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SUBMITTAL – SECTION V: PROPOSAL PRICE PROPOSAL

- 1) Provide pricing in INFOR for Dual Port Charging Stations.

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SUBMITTAL – SECTION VI: AGREEMENT COMMENTS/EXCEPTIONS



- 1) Please follow the instructions as outlined in Section 1.6 Agreement Execution. The acceptance of or any exceptions taken to the terms and conditions of the City's Agreement shall be considered a part of a Proposer's submittal and will be considered by the Evaluation Committee.

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-- NOTICE --

BEFORE SUBMITTING YOUR RFP RESPONSE MAKE SURE YOU:

- ☒ 1. Carefully read and have a clear understanding of the RFP, including the Scope of Services and enclosed Professional Services Agreement (*draft*).
- ☒ 2. Carefully follow the Submission Requirements outlined in Section 6 of the RFP and ensure you have submitted all of the required information. **DO NOT INCLUDE A COPY OF THE ORIGINAL SOLICITATION.**
- ☒ 3. **Prepare and submit ONE (1) electronic copy via INFOR.**
- ☒ 4. **Make sure your Response is submitted prior to the submittal deadline. Late responses will not be accepted.**

FAILURE TO SUBMIT THIS CHECKLIST AND THE REQUESTED DOCUMENTATION MAY RENDER YOUR RESPONSE SUBMITTAL NON-RESPONSIVE AND CONSTITUTE GROUNDS FOR REJECTION. THIS PAGE IS TO BE RETURNED WITH YOUR RESPONSE PACKAGE.



PROPOSER'S AFFIDAVIT

SOLICITATION: RFP 2024-046 Electric Vehicle Charging Stations

SUBMITTED TO: City of Coral Gables
Procurement Division
2800 SW 72 Avenue
Miami, Florida 33155

The undersigned acknowledges and understands the information contained in response to this solicitation and the referenced Schedules A through H shall be relied upon by Owner awarding the contract and such information is warranted by the Proposer to be true and correct. The discovery of any omission or misstatements that materially affects the Proposer's ability to perform under the contract shall be cause for the City to reject the solicitation submittal, and if necessary, terminate the award and/or contract. I further certify that the undersigned name(s) and official signatures of those persons are authorized as *(Owner, Partner, Officer, Representative or Agent of the Proposer that has submitted the attached Response)*. Schedules A through H are subject to Local, State and Federal laws (as applicable); both criminal and civil.

- SCHEDULE A – STATEMENT OF CERTIFICATION
- SCHEDULE B – NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT
- SCHEDULE C – DRUG-FREE STATEMENT
- SCHEDULE D – PROPOSER'S QUALIFICATION STATEMENT
- SCHEDULE E – CODE OF ETHICS, CONFLICT OF INTEREST, AND CODE OF SILENCE
- SCHEDULE F – AMERICANS WITH DISABILITIES ACT (ADA)
- SCHEDULE G – PUBLIC ENTITY CRIMES
- SCHEDULE H – ACKNOWLEDGEMENT OF ADDENDA

This affidavit is to be furnished to the City of Coral Gables with its RFP response. It is to be filled in, executed by the Proposer and notarized. If the response is made by a Corporation, then it should be executed by its Chief Officer. This document **MUST** be submitted with the response.

Michael Battaglia <i>Michael Battaglia</i>	Chief Operating Officer	06/01/25
<i>Authorized Name and Signature</i>	<i>Title</i>	<i>Date</i>



STATE OF North Carolina

COUNTY OF Mecklenburg

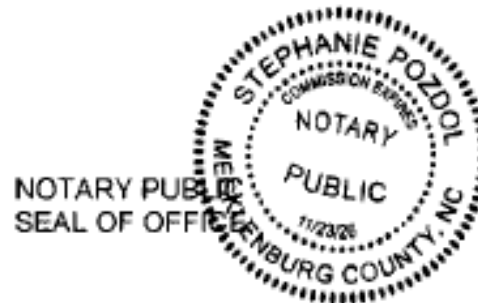
On this 7 day of January, 2025, before me the undersigned Notary Public of
the State of NC, personally appeared Michael Battaglia
(Name(s) of individual(s) who appeared before Notary)

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's
execution.



NOTARY PUBLIC, STATE OF NC

Stephanie Pozdol
(Name of Notary Public; Print, Stamp or
Type as Commissioned.)



Personally know to me, or Produced
Identification:

personally known
(Type of Identification Produced)



SCHEDULE "A" - CITY OF CORAL GABLES – STATEMENT OF CERTIFICATION

Neither I, nor the firm, hereby represented has:

- a. employed or retained for a commission, percentage brokerage, contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the Proposer) to solicit or secure this contract.
- b. agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the contract, or
- c. paid, or agreed to pay, to any firm, organization or person (other than a bona fide employee working solely for me or the Proposer) any fee, contribution, donation or consideration of any kind for, or in connection with, procuring or carrying out the contract except as here expressly stated (if any):

SCHEDULE "B" - CITY OF CORAL GABLES - NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT

1. He/she is the Officer
(Owner, Partner, Officer, Representative or Agent)

of the Proposer that has submitted the attached response.

2. He/she is fully informed with respect to the preparation and contents of the attached response and of all pertinent circumstances respecting such response;
3. Said response is made without any connection or common interest in the profits with any other persons making any response to this solicitation. Said response is on our part in all respects fair and without collusion or fraud. No head of any department, any employee or any officer of the City of Coral Gables is directly or indirectly interested therein. If any relatives of Proposer's officers or employees are employed by the City, indicate name and relationship below.

Name: _____ Relationship: _____

Name: _____ Relationship: _____

4. No lobbyist or other Proposer is to be paid on a contingent or percentage fee basis in connection with the award of this Contract.



SCHEDULE "C" CITY OF CORAL GABLES – VENDOR DRUG-FREE STATEMENT

Preference may be given to vendors submitting a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. This requirement affects all public entities of the State and becomes effective January 1, 1991. The special condition is as follows:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under solicitation a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under solicitation, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section. As the person authorized to sign the statement, I certify that this form complies fully with the above requirements.

The company submitting this solicitation has established a Drug Free work place program in accordance with State Statute 287.087

**SCHEDULE "D" CITY OF CORAL GABLES – PROPOSER'S QUALIFICATION STATEMENT**

The undersigned declares the truth and correctness of all statements and all answers to questions made hereinafter:

GENERAL COMPANY INFORMATION:

Company Name: Blink Network, LLC

Address: 5081 Howerton Way, Suite A Bowie MD 20715
Street City State Zip Code

Telephone No: (305) 521-0200 Fax No: () Email: _____

How many years has your company been in business under its present name? 11+ Years

If Proposer is operating under Fictitious Name, submit evidence of compliance with Florida Fictitious Name Statue:

Under what former names has your company operated? : _____

At what address was that company located? _____

Is your Company Certified? Yes _____ No _____ If Yes, ATTACH COPY of Certification.

Is your Company Licensed? Yes X No _____ If Yes, ATTACH COPY of License

Has your company or its senior officers ever declared bankruptcy?

Yes _____ No X If yes, explain: _____

LEGAL INFORMATION:

Please identify each incident *within the last five (5) years* where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFQ (*A response is required. If applicable please indicate "none" or list specific information related to this question. Please be mindful that responses provided for this question will be independently verified*):

Please see Section IV.

Has your company ever been debarred or suspended from doing business with any government entity?

Yes _____ No X If Yes, explain _____



SCHEDULE "E" CITY OF CORAL GABLES – CODE OF ETHICS, CONFLICT OF INTEREST, AND CODE OF SILENCE

THESE SECTIONS OF THE CITY CODE CAN BE FOUND ON THE CITY'S WEBSITE, UNDER GOVERNMENT, CITY DEPARTMENT, PROCUREMENT, PROCUREMENT CODE (CITY CODE CHAPTER 2 ARTICLE VIII); SEC 2-1023; SEC 2-606; AND SEC 2-1027, RESPECTIVELY.

IT IS HEREBY ACKNOWLEDGED THAT THE ABOVE NOTED SECTIONS OF THE CITY OF CORAL GABLES CITY CODE ARE TO BE ADHERED TO PURSUANT TO THIS SOLICITATION.

SCHEDULE "F" CITY OF CORAL GABLES - AMERICANS WITH DISABILITIES ACT (ADA) DISABILITY NONDISCRIMINATION STATEMENT

I understand that the above named firm, corporation or organization is in compliance with and agreed to continue to comply with, and assure that any sub-contractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and service, transportation, communications, access to facilities, renovations, and new construction.

The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 U.S.C. 12101,12213 and 47 U.S.C. Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private Entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Sections 5553.501-553.513, Florida Statutes

The Rehabilitation Act of 1973, 229 U.S.C. Section 794

The Federal Transit Act, as amended, 49 U.S.C. Section 1612

The Fair Housing Act as amended, 42 U.S.C. Section 3601-3631

SCHEDULE "G" CITY OF CORAL GABLES - STATEMENT PURSUANT TO SECTION 287.133 (3) (a), FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

1. I understand that a "public entity crime" as define in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any Proposal or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
2. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.



3. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime; or 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

4. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which Proposals or applies to Proposal on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

5. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **[Must indicate which statement below applies.]**

X Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

___ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity subsequent to July 1, 1989.

___ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list.

[Attach a copy of the final order]

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.



SCHEDULE "H" CITY OF CORAL GABLES - ACKNOWLEDGEMENT OF ADDENDA

1. The undersigned agrees, if this RFP is accepted, to enter in a Contract with the CITY to perform and furnish all work as specified or indicated in the RFP, any associated addendum and Contract Documents within the contract time indicated in the RFP and in accordance with the other terms and conditions of the solicitation and contract documents.
2. Acknowledgement is hereby made of the following Addenda, if any (identified by number) received since issuance of the Request for Proposal.

Addendum No. 1 Date Not in Infor Addendum No. Date

Addendum No. 2 Date 12/13/24 Addendum No. Date

Addendum No. 3 Date 1/9/25 Addendum No. Date

Failure to adhere to changes communicated via any addendum may render your response non-responsive.



**City of Coral Gables
Finance Department/Procurement Division**

Employer E-Verify Affidavit

By executing this affidavit, the undersigned employer verifies its compliance with F.S. 448.095, stating affirmatively that the individual, firm or corporation has registered with and utilizes the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in F.S. 448.095 which prohibits the employment, contracting or sub-contracting with an unauthorized alien. The undersigned employer further confirms that it has obtained all necessary affidavits from its subcontractors, if applicable, in compliance with F.S. 448.095, and that such affidavits shall be provided to the City upon request. Failure to comply with the requirements of F.S. 448.095 may result in termination of the employer's contract with the City of Coral Gables. Finally, the undersigned employer hereby attests that its federal work authorization user identification number and date of authorization are as follows:

030608147

Federal Work Authorization User Identification Number

1/12/24

Date of Authorization

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on 01/08/25 in Bowie (city), MD (state).

Michael Battaglia

Signature of Authorized Officer or Agent

Michael Battaglia, Chief Operating Officer

Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 7 DAY OF January, 2025

[Signature]

NOTARY PUBLIC

My Commission Expires:

11-23-26





MINIMUM QUALIFICATION REQUIREMENTS

For Blink's minimum qualifications, please see Attachment A – Reference Form in Section IV.

For Blink's proof of active status, please see the Supplemental Documentation section.



CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION
LOBBYIST REGISTRATION FORM

SOLICITATION NAME/NUMBER: RFP No. 2024-046 Electric Vehicle Charging Stations

The Bidder/Proposer certifies that it understands if it has retained a lobbyist(s) to lobby in connection with this specific competitive solicitation that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 as outlined below:

Lobbyist means an individual, firm, corporation, partnership, or other legal entity employed or retained, whether paid or not, by a principal, or that contracts with a third-party for economic consideration to perform lobbying activities on behalf of a principal.

Lobbying activity means any attempt to influence or encourage the passage or defeat of, or modification to, governmental actions, including, but not limited to, ordinances, resolutions, rules, regulations, executive orders, and procurement actions or decisions of the city commission, the mayor, any city board or committee, or any city personnel. The term "lobbying activity" encompasses all forms of communication, whether oral, written, or electronic, during the entire decision-making process on actions, decisions, or recommendations which foreseeably will be heard or reviewed by city personnel. This definition shall be subject to the exceptions stated below.

Procurement matter means the city's processes for the purchase of goods and services, including, but not limited to, processes related to the acquisition of: technology; public works; design services; construction, professional architecture, engineering, landscape architecture, land surveying, and mapping services; the purchase, lease or sale of real property; and the acquisition, granting, or other interest in real property.

City personnel means those city officials, officers and employees who are entrusted with the day-to-day policy setting, operation, and management of certain defined city functions or areas of responsibility, even though ultimate responsibility for such functions or areas rests with the city commission, with the exception of the City Attorney, Deputy City Attorney, and Assistant City Attorneys, advisory personnel (members of city advisory boards and agencies whose sole or primary responsibility is to recommend legislation or give advice to the city commission); and any employee of a city department or division with the authority to participate in procurement matters, when the communication involves such procurement.

Affidavit requirement. The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded negotiation meetings and sessions:

- a. The principal shall list on an affidavit form, provided by the City, all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in a city procurement matter involves an appearance and participation in an oral presentation before a city certification, evaluation, selection, technical review or similar committee, or recorded negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's presentation or negotiation team or has registered as a lobbyist. For purposes of this subsection only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees. The affidavit will be filed by the city procurement staff with the city clerk at the after the proposal is submitted or prior to the recorded negotiation meeting or session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

The Bidder/Proposer hereby certifies that: (select one)

X It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if one is retained anytime during the competitive process and prior to contract execution for this project, the lobbyist will properly register with the City Clerk's Office within two (2) business days of being retained with copy to the city procurement staff.

 It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables



CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION
LOBBYIST REGISTRATION FORM

Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section and that the required affidavit has been properly filed

It is a requirement of this solicitation that the following information be provided for all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Authorized Signature: Michael Battaglia
Printed Name: Michael Battaglia
Date: Jan 7, 2025
Title: Chief Operating Officer
Bidder/Proposer Name: Blink Network, LLC



CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

Solicitation Name/Number: RFP No. 2024-046 Electric Vehicle Charging Stations

The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded responsiveness, responsibility or negotiation meetings and sessions:

- a. The principal shall list below all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in an oral presentation before an evaluation, selection, technical review or similar committee, or recorded responsiveness, responsibility or negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement responsiveness, responsibility or negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's team pursuant to this affidavit or has registered as a lobbyist. For purposes affidavit only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees.

This affidavit will be provided by the city procurement staff to the city clerk after the proposal is submitted or prior to the oral presentation. Any changes after the original affidavit is submitted by the proposer and prior to the oral presentations, an updated copy shall be presented to the Procurement Division and the City Clerk at least twenty-four (24) hours prior scheduled time for the oral presentation session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

List of employees & technical experts:

NAME	TITLE	ROLE	COMPANY/FIRM



CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

I do solemnly swear that all of the foregoing information is true and correct and I will fully comply with requirements of this affidavit and the associated City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section.

Authorized Signature: Michael Battaglia

Printed Name: Michael Battaglia Title: Chief Operating Officer

Date: Jan 7, 2025

Bidder/Proposer's Name: Blink Network, LLC

NOTARY PUBLIC

STATE OF North Carolina

COUNTY OF Mecklenburg

On this 7 day of January, 2025, before me the undersigned Notary Public of the State of NC, personally appeared Michael Battaglia (Name(s) of individual(s) who appeared before Notary

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's execution.

[Signature]

NOTARY PUBLIC, STATE OF NC

Stephanie Pozdol (Name of notary Public: Print, Stamp or Type as Commissioned.)

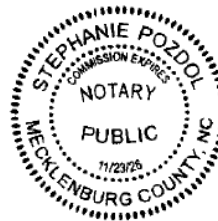
SEAL OF OFFICE:

Personally know to me, or Produced

Identification:

personally known

(Type of Identification Produced)





SECTION II



COMPANY OVERVIEW

Founded in 2009, Blink Network LLC is a Maryland based, publicly traded EV charging company. Blink is an EVSE leader who designs and manufactures a large deployment of EV charging stations ranging from home charging, Level 2, and 60kW-360kW DCFC. Blink is the second largest charging company in the US and our recent global expansion includes seven offices in five countries for a total of over 700 employees worldwide. Blink chargers are found in numerous locations including airports, retail, healthcare facilities, multi-family residential communities, recreation areas, transportation hubs, and more.

Blink presents a diverse product line-up that boasts the most advanced equipment in the industry, and we offer a wide range of reliable and efficient, innovative charging solutions and business models for every situation, including commercial fleet vehicles. Our chargers surpass market performance measures, allowing them to deliver faster charge times and more miles gained per hour. Beyond Blink's industry-leading equipment and comprehensive network of public charging stations, lies a mission to slow climate change by reducing greenhouse gas emissions caused by transportation.





Blink's corporate management team includes an unparalleled group of industry experts with over one hundred years of combined experience in the automotive and EV charging industry. This expertise allows Blink's products to be at the forefront of the EV infrastructure revolution. Our leaders are building the industry by developing forward-looking products that respond to auto manufacturers' adoption of larger and more advanced EV batteries. We collaborate with innovative, like-minded organizations that share our vision of building the EV infrastructure for widespread EV adoption leading to a greener, more sustainable tomorrow.

STRONG AND GROWING PARTNERSHIPS

blink

<p>Fleet</p> <p>Significant reseller channels for wide-spread opportunities</p>	<p>Multifamily</p> <p>Targeting multifamily residential charging demands</p>	<p>Hospitality</p> <p>Prioritizing scalable, large scale deployment opportunities with national and multinational accounts</p>
<p>Commercial</p> <p>Prioritizing scalable, large scale deployment opportunities with national and multinational accounts</p>	<p>Government</p> <p>Leveraging funding and deployment opportunities</p>	<p>Automotive</p> <p>Automotive OEMs and dealer agreements</p>

CAPABILITY AND SKILLS

For the past 15 years, Blink has been an electric vehicle charging company dedicated to slowing climate change by reducing greenhouse gas emissions caused by gas-powered transportation. We are a nationwide leader in electric vehicle charging equipment, network, and services, and we continue to pave the way for growth of the EV industry by accelerating adoption of EVs through deploying EV charging infrastructure nationwide and globally. We have thousands of EV chargers deployed across the globe in 26 different countries. Blink's vertical integration creates unparalleled opportunities for Blink to control its supply chain and accelerate its go-to-market speed while reducing operating costs. Complete Blink vertical integration includes research and development, manufacturing, EV charger deployment and installation, charger ownership, operations, and maintenance, and finally, the Blink Network providing 24/7/365 customer service and support.



Blink's deployment team has years of experience rolling out large-scale EVSE projects throughout the United States and globally. Our success in installations is due to strong connections with our vendors who are vetted, EVITP-certified, and trusted to handle every task. The contractors we work with provide industry-leading quality of work and professionalism, and they hold years of installation experience.

Due to the continued volatility in the world's supply chain, Blink relies on its industry connections with suppliers that can prioritize obtaining equipment within the scope of service timelines. We will work with our partners to ensure best pricing for all services outlined in this RFP. The Blink team has a proven record of accomplishment in managing stakeholders' communication, objectives, and expectations to complete projects no matter the size. Blink's deployment manager ensures all subcontractors have all necessary certifications/licenses to complete the projects following local, state, and federal regulations.

In all projects, Blink provides transparency and process support from inception to installation. We pinpoint optimal locations for EV charging infrastructure, offer flexible business models, identify funding opportunities and provide an expert team to ensure project success. Blink offers industry leading equipment, low or no up-front costs, revenue sharing opportunities, real-time charger tracking, 24/7 support, and more.

We are a publicly traded, financially sound company, with revenue streams that include hardware and software sales, station utilization, grants and rebates programs, financial reserves, and assessing and managing risks, all while strategically managing overhead costs. Blink has the financial stability necessary to support a large project scale and scope for City of Coral Gables and its customers. We can provide adequate capital, supplies, labor, and equipment needed to satisfy various timelines and phases needed. See <https://ir.blinkcharging.com/sec-filings/all-sec-filings> for details.

KEY PERSONNEL

Blink's project team exhibits an impressive ability to seamlessly manage multiple projects concurrently, demonstrating a remarkable balance between efficiency and meticulous attention to detail. Their adept project management skills enable them to navigate the complexities of various initiatives without compromising the quality of their work. This team's capacity to juggle multiple tasks concurrently speaks to their organizational prowess and commitment to delivering excellence across the board. By maintaining a keen focus on each project's unique requirements while efficiently allocating resources, Blink's project team exemplifies a dedication to achieving high standards without sacrificing attention to detail. The project team below represents the key personnel dedicated to providing the highest level of service to South Coast AQMD. Bolstered by a large and highly qualified team, Blink ensures that its key personnel are surrounded by dedicated individuals who bring diverse expertise to the table. This collaborative synergy enables seamless coordination and execution of tasks, fostering an environment



where the collective capabilities of the team amplify the impact of the key personnel's leadership. See attached resumes.

Jeremy Watrous - Sr. Director of Sales Operations: Jeremy Watrous oversees the manufacturing, purchasing, sales and production departments and is responsible for targeting specific areas in the company that may need to improve operational efficiencies. Jeremy is responsible for overseeing the management of employees and departments to ensure job functions and performance are maintained. This will include monitoring revenue margins and worker productivity, implementing new directives for growth, proper communication, and follow-up with executives. Mr. Watrous has 11 years of experience in the field in EVSE.

- Education: Towson University Master of Business Administration - Concentration in Finance; SUNY College at Cortland Bachelor of Science, Business Economics - Concentration in Financial Management

Randy Etman - Sr. Director, North American Sales: Randy Etman oversees the sales team in North America and Canada by assisting prospective clients and customers achieve electrification by getting an understanding of their challenges and needs to electrify properties. Randy uses an education first approach to uncover challenges, wants and objectives all while maintaining ethical standards, honesty, and integrity along with technology and passion as the driving force. Randy has 11 years of experience in the field in EVSE.

- Education: Ashworth College – Professional Private Investigation/Criminal Justice Program
- Certification: Six Sigma Certification

Charlotte Watters – Regional Sales Director: Charlotte Watters manages a team of Territory Sales Managers and Sales Development Representatives in the southern region of North America. Charlotte provides strategic direction, coaching, and support to ensure the achievement of sales targets and business objectives. Charlotte has 4 years of experience in the field in EVSE.

- Education: Sweet Briar College – Bachelor of Arts, Business
- Certification: IC Agile Certified Professional

Adrianne Noicely – Territory Sales Manager: Adrianne Noicely is responsible for creating and maintaining customer relationships with all vertical markets in the Florida market, meeting sales targets and ensuring an efficient sales process. Adrianne will serve as the primary liaison between the City of Coral Gables and Blink; she will process and monitor hardware orders, provide program implementation updates and support post award requirements. Adrianne has 6 years of experience in the field of EVSE.

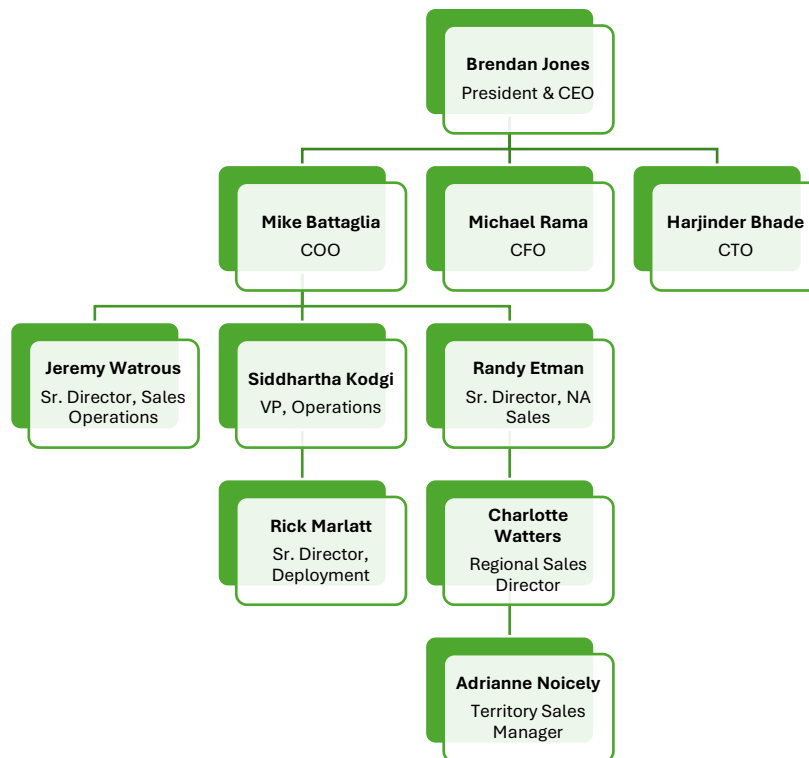
- Education: Johnson & Wales University – Associates, Accounting; Bachelors, Business Management



Rick Marlatt - Senior Director of Design, Deployments and Installations: Rick Marlatt will develop, monitor, and execute project plans and schedules with multiple subcontractors simultaneously. He manages multiple projects from the preconstruction phase through project closeout. Rick delivers outside plant construction projects on time and on budget, while meeting quality and safety objectives. Rick also supervises subcontract construction crews, and will effectively lead customer meetings. Rick is responsible to document field changes and prepare redline drawings, and ensuring billing is timely and completed accurately. Rick has 10 years of experience in the field in EVSE.

- Education: IBEW Local 375 – Electrical Apprenticeship Program Journeyman Wireman; “A” School – United States Navy Operations Specialist
- Certification: Master Systems – Estimating; Licensed Journeyman Wireman; Project Management – Productivity and Pre-Construction Planning

See attached for full resumes for the Blink team.





SECTION III



PROJECT APPROACH AND METHODOLOGY

Our approach to performing the services solicited in this RFP begins with a comprehensive understanding of the scope and requirements. We recognize the importance of aligning our work with the City's strategic goals, operational needs, and community expectations. This includes conducting a thorough needs assessment in collaboration with City staff and Consultants to ensure clarity on priorities, timelines, and constraints. We are committed to compliance with all relevant regulations, policies, and reporting standards while emphasizing high-quality service delivery and innovative solutions to enhance efficiency and outcomes.

The implementation plan will follow a structured process to ensure seamless execution. It begins with an onboarding and kickoff phase, during which we will engage with City staff and Consultants to clarify the scope, roles, and expectations. A detailed Project Management Plan (PMP) will be developed to outline timelines, deliverables, milestones, and resource allocation. In the planning phase, we will assign a dedicated Project Manager as the primary point of contact and establish workflows leveraging tools and technology to streamline tasks. Subject matter experts (SMEs) will be engaged as needed to address specific project components. During execution, services will be delivered with precision, using proven methodologies to ensure timeliness and cost efficiency. Progress will be monitored against key performance indicators (KPIs), and any challenges will be addressed collaboratively. Quality assurance will be integrated throughout the project, with routine audits, progress reporting, and final performance reviews to ensure all deliverables meet or exceed expectations.

Effective communication will be a cornerstone of our approach. We will maintain clear, consistent, and transparent communication with City staff and Consultants by scheduling regular status meetings, providing updates, and gathering feedback. A centralized project management platform will facilitate real-time communication, document sharing, and task tracking. Our team will also prioritize responsiveness, ensuring quick resolution of ad-hoc queries or urgent matters.

To foster a positive and innovative partnership, we will actively engage stakeholders through workshops and feedback sessions, tailoring our services to meet the City's unique needs. Sustainability will be a guiding principle, with a focus on eco-friendly practices and solutions that align with the City's environmental goals. By combining robust planning, transparent communication, and innovative practices, we aim to deliver exceptional services that meet the City's expectations and contribute to a successful and collaborative partnership.

For this project, Blink is proposing our Series 7 ISO dual port Level 2 charger. This Series 7 model is configurable up to 80A via a built-in derating switch, and can be connected via Wi-Fi, ethernet, or cellular. This charger is ISO 15118 hardware-ready, and features a modern and compact design with a terminal block for effortless installation. An optional cable management system keeps the cables



clean and tidy for drivers, offering customers a full sleek EV charging solution to meet their business needs.

- Single and dual-port design
- Rugged aluminum enclosure for durability
- Configurable up to 80A max via built-in derating switch
- Seamless data communication: Wi-Fi, built-in Ethernet port, and 4G LTE cellular
- Sleek and compact head unit, pedestal, and cable management system
- New terminal block supporting #2 AWG input cabling for simple installation
- ISO 15118 hardware-ready
- Easy-to-read LCD screen for clear charging session information
- Universal J1772 and NACS connectors for compatibility with all electric and plug-in electric hybrid vehicles
- Bright status LED indicator lights
- Pedestal and wall mount options for flexible installation



WORKLOAD

Our organization is well-equipped to manage multiple contracts simultaneously due to our robust team structure, efficient resource allocation, and proven project management processes. Currently, our team is successfully handling a diverse portfolio of projects, all progressing on schedule and within scope. While our workload remains steady, we have the capacity and flexibility to seamlessly integrate this potential contract without compromising the quality or timeliness of any ongoing commitments. We proactively plan for future projects, ensuring that resources and key personnel are available to meet new demands. This approach enables us to deliver exceptional results while maintaining our commitments across all engagements.

ABILITY TO MEET TECHNICAL REQUIREMENTS

Our proposed approach is fully designed to meet or exceed all technical requirements outlined in the RFP. We will begin by removing the City's existing 28 EV charging stations and returning them at no cost to the City. For the new infrastructure, we will install, operate, and maintain universal Level 2 Dual Port AC stations that are open to all EV drivers without requiring subscriptions. The infrastructure will become the property of the City upon installation, ensuring long-term ownership. Our program will also include a competitive revenue-sharing model, providing the City with a clear financial benefit and transparent monthly reporting.



To support the program, we will implement a robust cloud-based platform that enables the City to manage key parameters, such as overnight fees and idle charges, while also providing a dashboard with detailed insights into energy usage, greenhouse gas emissions, session data, user statistics, financial reports, and real-time station status monitoring. Our operations will be supported by a dedicated 24/7 support team available 365 days a year to address maintenance needs and public complaints within 48 hours. A customer service team will ensure all EV users receive guidance and support, with drivers able to pay for charging sessions directly at the station without needing to create accounts. Our stations will also be easily locatable via a mobile-friendly website, app, and popular EV mapping services such as PlugShare, ChargeHub, and the Alternative Fuels Data Center's Station Locator. Additionally, drivers will receive notifications via SMS or email when their charging session is complete.

We are committed to maintaining high standards of emergency preparedness and post-event responsiveness, ensuring equipment is secured before and repaired promptly after any natural disasters. Each station will be regularly cleaned and inspected to remain free from damage or defacement. Our services will fully comply with Miami-Dade County and City of Coral Gables Building and Electrical Codes, and our stations will support demand-response programs and time-of-use pricing to encourage off-peak charging.

Detailed monthly reports will be provided to the City, including metrics such as reliability, energy usage, demand, uptime, and financial performance. Upon contract expiration or termination, all infrastructure will be transferred to the City, ensuring ownership continuity. We will also offer discounted rates for City fleet vehicles and staff, as well as implement station upgrades to keep pace with technological advancements. Our maintenance protocols will guarantee a minimum 95% uptime for all stations year-round, supported by proactive monitoring and rapid issue resolution.

By combining advanced technology, robust support systems, and a focus on sustainability, we will deliver a reliable, user-friendly EV charging solution that meets all technical requirements and exceeds expectations, ensuring a seamless and highly beneficial partnership for the City and its residents.



SECTION IV



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

CITY OF CORAL GABLES REFERENCE FORM

RFP 2024-046 Electric Vehicle Charging Stations

Complete the form as indicated below, to provide the required information as outlined in Section 3 of the solicitation. The City shall contact the companies listed below to verify the work performed on behalf of your company. All fields must be completed.

Reference # 1 must cover the minimum five (5) year period from the issuance date of this solicitation.

1.	Project Name/Location	Avison Young
	Owner Name	TA Realty - SC LP DBA SCRS 2800 Ponce de Leon, LLC
	Contact Person	Karina Del Junco
	Contact Telephone No.	(305) 476-7127
	Email Address:	karina.deljunko@avisonyoung.com
	Yearly Budget/Cost	\$12,000
	Dates of Contract	From: 2020 To: Current
	Project Description	4 charging stations purchased and installed

Additional References must cover similar engagements satisfactorily performed in the last five (5) years.

2.	Project Name/Location	Seminole Tribe of Florida
	Owner Name	Seminole Tribe of Florida
	Contact Person	Sandy Leonard
	Contact Telephone No.	(954) 966-6300 Ext. 11204
	Email Address:	sandyleonard@semtribe.com
	Yearly Budget/Cost	\$933,000
	Dates of Contract	From: 2020 To: Current
	Project Description	7 L2 charger installations currently, with multiple more L2 and DCFCs
		being installed over 2025



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

3. Project Name/Location City of Miami Beach
- Owner Name City of Miami Beach
- Contact Person Claudia Wong
- Contact Telephone No. (305) 673-7000 Ext. 26049
- Email Address: claudiawong@miamibeachfl.com
- Yearly Budget/Cost \$200,000
- Dates of Contract From: 2016 To: Current
- Project Description Installed over 50 charging stations across multiple parking garages in
Miami Beach
4. Project Name/Location _____
- Owner Name _____
- Contact Person _____
- Contact Telephone No. _____
- Email Address: _____
- Yearly Budget/Cost _____
- Dates of Contract From: _____ To: _____
- Project Description _____
5. Project Name/Location _____
- Owner Name _____
- Contact Person _____
- Contact Telephone No. _____
- Email Address: _____



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

Yearly Budget/Cost _____

Dates of Contract From: _____ To: _____

Project Description _____

6. Project Name/Location _____

Owner Name _____

Contact Person _____

Contact Telephone No. _____

Email Address: _____

Yearly Budget/Cost _____

Dates of Contract From: _____ To: _____

Project Description _____

BIDDER INFORMATION:

Company Name: Blink Network, LLC

Representative: Stephanie Pozdol

Address: 5081 Howerton Way, Suite A, Bowie MD 20715

Telephone No.: (305) 521-0200

Fax No.: _____

Email Address: spozdol@blinkcharging.com



CONTRACTS WITH CITY OF CORAL GABLES

Blink Charging has not currently performed as a prime for any project with the City of Coral Gables.

PUBLIC SECTOR CLIENTS

American Lung Association in AZ
Arlington County, VA
City of Chandler
City of Coronado
City of Hollywood, FL
City of Miami Beach
City of Petoskey, MI
City of Portland
City of Santa Cruz
City of Syracuse
City of Torrance
MMF Railway LLC
North County Transit District
Town of Westwood
Alcona Bus Garage
Allegheny County
Brightview Landscape Services Inc
City of Baltimore
City of Boynton Beach
City of Charlottesville
City of College Park
City of East Point
City of Harrison Public Works
City of Joliet
City of Knoxville
City of Lynchburg, Fleet Services
City of Minneapolis
Cobb County
Columbia Association
Cortland
County of Baltimore
County of Delaware
CSP - Tampa Student Housing

Delaware Department of Transportation
Franklin County, OH
Maryland National Capital Park and Planning Commission
Meals on Wheel San Diego County
Metropolitan Government of Nashville & Davidson County
Municipal Services Commission
Niagara Falls Bridge Commission
Oshkosh Corporation
Park Place Township Apartments
Pierce County Parks
Port Authority of New York and New Jersey
Rocky Mountain Arsenal
Town of Bedford
Town of Indian Trail
Town of Vienna
Tucson City
United States Postal Service
Airway Height Corrections Center
City of Chicago
City of Duluth Police Department
City of Elmhurst
City of Lake Oswego
City of Las Cruces
City of Richmond, CA
Clear Creek County
County of York, VA
Maryland Department of General Services
Media Borough
Monroe County, FL
Oregon State Bar
Sound South 911
US Customs and Border Patrol

We prioritize maintaining the confidentiality of our customers' information and, as such, do not share specific client details during the RFP process. However, upon award, we would be happy to provide additional references or contact information for relevant public sector clients as required. Our



commitment to client privacy reflects our dedication to fostering trust and safeguarding relationships built over the years. If necessary, we can provide general insights into our public sector experience while ensuring confidentiality is preserved.

PENDING LITIGATION

On August 24, 2020, a purported securities class action lawsuit, captioned *Bush v. Blink Charging Co. et al.*, Case No. 20-cv-23527, was filed in the United States District Court for the Southern District of Florida against the Company, Michael Farkas (Blink's Chairman of the Board and Chief Executive Officer), and Michael Rama (Blink's Chief Financial Officer) (the "Bush Lawsuit"). On September 1, 2020, another purported securities class action lawsuit, captioned *Vittoria v. Blink Charging Co. et al.*, Case No. 20-cv-23643, was filed in the United States District Court for the Southern District of Florida against the same defendants and seeking to recover the same alleged damages (the "Vittoria Lawsuit"). On October 1, 2020, the court consolidated the Vittoria Lawsuit with the Bush Lawsuit and on December 21, 2020, the court appointed Tianyou Wu, Alexander Yu and H. Marc Joseph to serve as the Co-Lead Plaintiffs. The Co-Lead Plaintiffs filed an Amended Complaint on February 19, 2021. The Amended Complaint alleges, among other things, that the defendants made false or misleading statements about the size and functionality of the Blink Network and asserts claims under Sections 10(b) and 20(a) of the Securities Exchange Act of 1934. The Amended Complaint does not quantify damages but seeks to recover damages on behalf of investors who purchased or otherwise acquired Blink's common stock between March 6, 2020 and August 19, 2020. On April 20, 2021, Blink and the other defendants filed a motion to dismiss the Amended Complaint, which has now been fully briefed and is ready for review. On April 7, 2022, the court held oral argument on the motion to dismiss, but did not issue a decision. The Company wholly and completely disputes the allegations therein. The Company has retained legal counsel in order to defend the action vigorously.

On September 15, 2020, a shareholder derivative lawsuit, captioned *Klein (derivatively on behalf of Blink Charging Co.) v. Farkas et al.*, Case No. 20-19815CA01, was filed in Miami-Dade County Circuit Court seeking to pursue claims belonging to the Company against Blink's Board of Directors and Michael Rama (the "Klein Lawsuit"). Blink is named as a nominal defendant. The Klein Lawsuit asserts that the Director defendants caused Blink to make the statements that are at issue in the securities class action and, as a result, the Company will incur costs defending against the consolidated Bush Lawsuit and other unidentified investigations. The Klein Lawsuit asserts claims against the Director defendants for breach of fiduciary duties and corporate waste and against all of the defendants for unjust enrichment. Klein did not quantify the alleged damages in his complaint, but he seeks damages sustained by the Company as a result of the defendants' breaches of fiduciary duties, corporate governance changes, restitution, and disgorgement of profits from the defendants and attorneys' fees and other litigation expenses. The parties agreed to temporarily stay the Klein Lawsuit until there is a ruling on the motion to dismiss filed in the consolidated Bush Lawsuit.

On December 23, 2020, another shareholder derivative action, captioned *Bhatia (derivatively on behalf of Blink Charging Co.) v. Farkas et al.*, Case No. 20-27632CA01, was filed in Miami-Dade



County Circuit Court against the same defendants sued in the Klein Lawsuit and asserting similar claims, as well as additional claims relating to the Company's nomination, appointment and hiring of minorities and women and the Company's decision to retain its outside auditor (the "Bhatia Lawsuit"). On February 17, 2021, the parties agreed to consolidate the Klein and Bhatia actions, which the court consolidated under the caption *In re Blink Charging Company Stockholder Derivative Litigation*, Lead Case No. 2020-019815-CA-01. The parties also agreed to keep in place the temporary stay. The court subsequently vacated the consolidation order and explained the parties should first file a motion to transfer, which the parties have done. The Company wholly and completely disputes the allegations therein. The Company has retained legal counsel in order to defend the action vigorously.

On February 7, 2022, another shareholder derivative lawsuit, captioned *McCauley (derivatively on behalf of Blink Charging Co.) v. Farkas et al.*, Case No. A-22-847894-C, was filed in the Eighth Judicial District Court in Clark County, Nevada, seeking to pursue claims belonging to the Company against six of Blink's directors and Michael Rama (the "McCauley Lawsuit"). Blink is named as a nominal defendant. The complaint filed in the McCauley Lawsuit asserts similar allegations to the Klein Lawsuit relating to the statements at issue in the securities class action and asserts claims for breach of fiduciary duty and unjust enrichment. The McCauley Lawsuit seeks both injunctive and monetary relief from the individual defendants, as well as an award of attorneys' fees and costs. On March 29, 2022, the Nevada court approved the parties' stipulation to temporarily stay the McCauley Lawsuit until there is a ruling on the motion to dismiss filed in the consolidated Bush Lawsuit.



SECTION V



PRICE PROPOSAL

Blink proposed a Blink Owned Turnkey business model for this proposal where Blink will own, install, operate, and maintain the EV chargers for an initial period of 5 years, providing a seamless EV charging experience for the City of Coral Gables.

The Blink Owned business model is ideal for high-traffic, public accessible locations that will have frequent use. Blink will provide the EV chargers and a 50% revenue share on net revenue. The revenue share will be paid to the City on a quarterly basis. Blink is proposing a full Blink Owned turnkey model with \$0 cost to the City, except for electricity and monthly network fees which are the responsibility of the City. Monthly network fees can be taken directly from the 50% revenue share. Blink is assuming that all electrical bills are and will remain in the name of the City. Alternatively, Blink can reimburse the City for electricity if requested, for a reduced host revenue share percentage.

Cost and Revenue Breakdown

	Host	Blink
Sire Preparation		•
Equipment Cost		•
Charger Installation		•
Electricity	•	
Maintenance		•
Blink Network Fee	\$40/month	
Charging Revenue Share	50%	50%

BLINK OWNED

Monthly Charging Revenue Example

Charging Gross Revenue	\$ 100.00
- CC Processing Fee of 8%	\$ 8.00
- Blink Network Fees	\$ 40.00
Net Revenue	\$ 52.00
50% Host Revenue Share	\$ 26.00
Payment to Host	\$ 26.00



SECTION VI



AGREEMENT COMMENTS/EXCEPTIONS

Blink takes exception to the following terms and conditions, and would like to further negotiate these points:

RFP Section 1, 1.13 Contract Termination

In the event of contract termination for any reason other than a breach of signed contract, Blink proposes the City reimburse for the installed units based on the 5-year depreciation schedule provided in the Supplemental Documentation section.

RFP Section 1, 2.2.2 Provide, operate and maintain universal EV charging stations and/or infrastructure for Level 2 Dual Port AC and/or DC Fast Charge that is open to all drivers without requiring a subscription. Any provided infrastructure becomes property of the City.

Blink requests to strikethrough "Any provided infrastructure becomes property of the City."

RFP Section 1, 2.2.18 Provide ownership of the charging stations to the City when the contract expires or if it is terminated due to low/unsatisfactory performance.

In the event of contract termination for any reason other than a breach of signed contract, Blink proposes the City reimburse for the installed units based on the 5-year depreciation schedule provided in the Supplemental Documentation section.

RFP Section 1, 4.19 Auditing of Records

Blink requests to change language from three (3) days to ten (10) days.

RFP Section 2, 4.4 Most Favored Public Entity

If Blink is required to cover costs for electricity, we cannot accept this term.

RFP Section 2, 5.2 Termination for Convenience

In the event of contract termination for any reason other than a breach of signed contract, Blink proposes the City reimburse for the installed units based on the 5-year depreciation schedule provided in the Supplemental Documentation section.



SUPPLEMENTAL DOCUMENTATION



5-YEAR DEPRECIATION SCHEDULE

	80A	
Month	Series 7 - 25ft cable	
	MSRP	\$9,200.00
	INSTALL	\$2,500.00
	TOTAL	\$11,700.00
1	\$(195.00)	\$11,505.00
2	\$(195.00)	\$11,310.00
3	\$(195.00)	\$11,115.00
4	\$(195.00)	\$10,920.00
5	\$(195.00)	\$10,725.00
6	\$(195.00)	\$10,530.00
7	\$(195.00)	\$10,335.00
8	\$(195.00)	\$10,140.00
9	\$(195.00)	\$9,945.00
10	\$(195.00)	\$9,750.00
11	\$(195.00)	\$9,555.00
12	\$(195.00)	\$9,360.00
13	\$(195.00)	\$9,165.00
14	\$(195.00)	\$8,970.00
15	\$(195.00)	\$8,775.00
16	\$(195.00)	\$8,580.00
17	\$(195.00)	\$8,385.00
18	\$(195.00)	\$8,190.00
19	\$(195.00)	\$7,995.00
20	\$(195.00)	\$7,800.00
21	\$(195.00)	\$7,605.00
22	\$(195.00)	\$7,410.00
23	\$(195.00)	\$7,215.00
24	\$(195.00)	\$7,020.00
25	\$(195.00)	\$6,825.00
26	\$(195.00)	\$6,630.00
27	\$(195.00)	\$6,435.00
28	\$(195.00)	\$6,240.00
29	\$(195.00)	\$6,045.00
30	\$(195.00)	\$5,850.00



31	\$(195.00)	\$5,655.00
32	\$(195.00)	\$5,460.00
33	\$(195.00)	\$5,265.00
34	\$(195.00)	\$5,070.00
35	\$(195.00)	\$4,875.00
36	\$(195.00)	\$4,680.00
37	\$(195.00)	\$4,485.00
38	\$(195.00)	\$4,290.00
39	\$(195.00)	\$4,095.00
40	\$(195.00)	\$3,900.00
41	\$(195.00)	\$3,705.00
42	\$(195.00)	\$3,510.00
43	\$(195.00)	\$3,315.00
44	\$(195.00)	\$3,120.00
45	\$(195.00)	\$2,925.00
46	\$(195.00)	\$2,730.00
47	\$(195.00)	\$2,535.00
48	\$(195.00)	\$2,340.00
49	\$(195.00)	\$2,145.00
50	\$(195.00)	\$1,950.00
51	\$(195.00)	\$1,755.00
52	\$(195.00)	\$1,560.00
53	\$(195.00)	\$1,365.00
54	\$(195.00)	\$1,170.00
55	\$(195.00)	\$975.00
56	\$(195.00)	\$780.00
57	\$(195.00)	\$585.00
58	\$(195.00)	\$390.00
59	\$(195.00)	\$195.00
60	\$(195.00)	\$-

Accessible.

blink

Series 7 (ISO Model)

80A L2 EV Charging Station with Wi-Fi, Ethernet,
and Cellular Connection Capability

Enhance your business or fleet's EV charging capabilities with the versatile Blink Series 7 ISO models. This innovative charging solution offers added connectivity options, adjustable power and is ISO 15118 hardware-ready, making it suitable for a wide range of applications.

FLEXIBLE • ETHERNET & WIFI • COMPACT

The Blink Series 7 ISO model is available as a single or dual port Level 2 EV charger. This Series 7 model is configurable up to 80A via a built-in derating switch, and can be connected via Wi-Fi, ethernet, or cellular. This charger is ISO 15118 hardware-ready, and features a modern and compact design with a terminal block for effortless installation. An optional cable management system keeps the cables clean and tidy for drivers, offering customers a full sleek EV charging solution to meet their business needs.

Benefits

- Single and dual-port design
- Rugged aluminum enclosure for durability
- Configurable up to 80A max via built-in derating switch
- Seamless data communication: Wi-Fi, built-in Ethernet port, and 4G LTE cellular
- Sleek and compact head unit, pedestal, and cable management system
- New terminal block supporting #2 AWG input cabling for simple installation
- ISO 15118 hardware-ready
- Easy-to-read LCD screen for clear charging session information
- Universal J1772 and NACS connectors for compatibility with all electric and plug-in electric hybrid vehicles*
- Bright status LED indicator lights
- Pedestal and wall mount options for flexible installation



Product Codes:
Series 7 – ISO Single J1772: 101-000440-A | Series 7 – ISO Single NACS: 101-000441-A | Series 7 – ISO Dual J1772: 101-000022-A
Series 7 – ISO Dual J1772/NACS: 101-000431-A | Series 7 – ISO Dual NACS: 101-000432-A

*Tesla adapter required

Series 7 (ISO Model) Technical Specifications



ELECTRICAL SPECIFICATION – AC OUTPUT	
Number of Ports	One or Two
Current	Configurable up to 80A per port
Power	Up to 19.2kW (@240VAC) or 16.64kW (@208VAC) max per port
Energy Metering Accuracy	+/- 1 %
Charging Connector	J1772 or NACS
ELECTRICAL SPECIFICATION – AC INPUT	
Input Connector	Hardwired
Voltage	208/240VAC
Service Panel Breaker	2x 100A max (depending on output configuration)
Power Connection	Line 1, Line 2, and Ground (no Neutral) per port
Standby Power	4.6W per port
SAFETY SPECIFICATION	
Ground Fault Circuit Interrupt	20mA CCID with auto-retry
Automatic Plug- Out Detection	Power terminated per SAE J1772 spec
Surge Protection	6kV @ 3,000A
FUNCTIONAL SPECIFICATION	
Connectivity	Cellular 4G LTE, Wi-Fi, Ethernet
Backend Protocol	OCPP 1.6J compliant
Remote Management	Remote access, diagnostics, Over-the-Air (OTA) software update enabled
Load Management	Smart, dynamic allocation and distribution of power to each port
USER INTERACTION SPECIFICATION	
Charging Status Indicator	High-visibility, multi-color visual status indication
Display	LCD screen – 4 lines, 20 characters per line
Authentication	RFID: ISO14443 Type A & B, MiFare, Felica, ISO15693 NFC: Apple VAS, NEMA, Google Smart Tap Plug and Charge: ISO 15118 ready
Payment	RFID card, Mobile app, or Credit Card via IVR
ENVIRONMENTAL SPECIFICATION	
Enclosure	Aluminum, UL Type 3R
Operating Humidity	Up to 95% non-condensing
Operating Temperature	-30 degrees C to +50 degrees C
Operating Altitude	<=6560 ft
MECHANICAL SPECIFICATION	
Dimensions	Head Unit: 18.9" H x 7.4" W x 7.4" D Pedestal: 35" H x 12.5" W x 8.1" D Wall Mount: 14.7" H x 8.6" W x 7.7" D
Approximate Weights	Head Unit: 42.7 lbs Pedestal: 24.2 lbs Wall Mount: 16.3 lbs
Mounting Option	Wall or Pedestal mount
Cable Length	23 ft
Cable Management System	Optional
REGULATION	
Safety	UL 2594 / CSA C22.2 No. 280-16, UL 2231-1 / CSA C22.2 No. 281.1-12, UL 2231-2 / CSA C22.2 No. 281.2-12 certified
EMI	FCC Part 15 Class A Compliant
Energy Efficiency	Energy Star Certified
Compliance	California Type Evaluation Program (CTEP) certified
Accessibility	ADA Compliant



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Foreign Limited Liability Company

BLINK NETWORK LLC

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Principal Address

5081 Howerton Way
Suite A
5th Floor
Bowie, MD 20715

Changed: 11/18/2024

Mailing Address

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Bowie, MD 20715

Changed: 11/18/2024

Registered Agent Name & Address

Hillo, Aviv, Esq.
605 LINCOLN RD
5th Floor
MIAMI BEACH, FL 33139

Name Changed: 02/11/2019

Address Changed: 01/25/2022

Authorized Person(s) Detail

Name & Address

Title MGR

Blink Charging Inc.
605 LINCOLN RD
5th Floor
MIAMI BEACH, FL 33139

Annual Reports

Report Year	Filed Date
2022	01/25/2022
2023	04/28/2023
2024	11/18/2024

Document Images

11/18/2024 -- REINSTATEMENT	View image in PDF format
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04/28/2015 -- ANNUAL REPORT	View image in PDF format
02/11/2014 -- Foreign Limited	View image in PDF format

JEREMY WATROUS

Senior Director of Sales Operations

Blink Charging, 2023-Present

Sr. Director of Business Development

- Leading charging services for Blink's owner operator portfolio of 6,000 company-owned chargers
- Utilize data analytics to refine sales strategies, driving improved efficiency and better decision-making outcomes
- Develop revenue forecasting models based on pipeline analysis, enabling more accurate budget planning and resource allocation
- Conduct market research and competitor analysis to craft differentiated value propositions, leading to stronger market positioning and increased win rates

Blink Charging, 2022-2023

Director of Automotive EV OEM Business Development

- Sales and Business Development leader focusing on automotive OEM dealer infrastructure sales
- Managed automotive vertical directly with corporate leadership at most global auto OEM's
- Collaborated internally and externally grow automotive OEM programs from \$5 to \$75 million

HardGuard Group, 2018-2022

VP of Business Development

- Sales, Finance, and Product Development leader for a B2B automotive & EV OEM Tier 1 supplier
- Built and maintained partnerships with EV leaders such as Tesla, Rivian, Lucid, and others
- Directly interfaced with internal engineering team and clients new model engineering leadership
- Financial Planning, CapEx, Budgeting, and Forecasting responsibilities during growth phase
- Led CRM management in Oracle NetSuite and Salesforce

Apogee Designs, Ltd, 2017-2018

Director of Operations, Plant Manager

- Led all operations including manufacturing, procurement, maintenance, and logistics functions
- Directly managed a multi department manufacturing team of 15 production operators, supervisors, and administrative staff to support our automotive OEM clients new model launch schedules
- Cross functional leader bridging Sales, Finance, and Engineering with Manufacturing

EDUCATION

Towson University Master of Business Administration - Concentration in Finance

SUNY College at Cortland Bachelor of Science, Business Economics - Concentration in Financial Management

JEREMY WATROUS

Senior Director of Sales Operations

SKILLS

- Operations, Purchasing, Inventory, Procurement, Logistics, eCommerce
- Experience deploying, optimizing, and utilizing multiple ERPs and CRMs including Salesforce, Oracle
- NetSuite, SAP, Ariba, Taulia, Exact, QuickBooks, and others
- Budgeting, forecasting, quantitative analysis, KPI's, and planning
- Extensive project management experience working cross functionally and with clients for manufactured products to be designed, developed, engineered, prototyped, and manufactured in volume

RANDY ETMAN

Senior Director of North American Sales

SemaConnect/Blink Charging, 2021-Present

Sr. Director of North American Sales

As a Senior Director I manage a team of based in the US with specific focus to all North American sales. I implement training best practices and work with the team one on one in the field growing marking share in markets that include multifamily, commercial real estate, universities, and fleet applications. There is also focus to resellers and distribution partners.

JuiceBar EV, 2019-2021

Vice President of Sales (June 2020-July 2021)

As Vice President of Sales, I was responsible for sales growth of Electric Vehicle Charging stations within the Southeast Region. I am also responsible for management of a strategic business development team to grow market share across the U.S. I will also be responsible for the implementation of a manufacturing process within the Southeast to support growth within the southern region in order to cut manufacturing and shipping costs and managing the full-circle sales cycle.

- Implemented inside sales structure for Southeast
- Increased revenues 110%

Regional Sales Manager (September 2019-June 2020)

As a Regional Sales Manager for Juice Bar EV, I was responsible for the Southeast to include Florida, Georgia, Tennessee, Texas, Alabama, Mississippi, North and South Carolina and Texas. I am responsible for developing customer relationships, marketing and brand awareness and the development of reseller and distribution channels throughout my region to include large electrical contractors such as Power Design and working with OEM's such as GM, Ford and BMW on EV charging programs and infrastructure within dealerships and fleet applications.

- Pre-sale of \$550,000 in product
- Promoted to VP of Sales Southeast

SemaConnect, 2013-2019

Territory Manager - Florida/National Account Manager

As a Territory Sales Manager for SemaConnect I was responsible for the Southeast which includes: Florida, Georgia, North and South Carolina, Texas, Alabama, Mississippi, Arkansas and Tennessee along with large national accounts such as Dunkin Brands, Oracle and others. SemaConnect is the manufacturer of commercial electric vehicle charging stations with a focus to a variety of vertical markets to include commercial real estate, development, hospitality, multifamily, and corporation. As part of my responsibilities, I call on C level executives of companies such as CBRE, Jones Lang LaSalle and others such as general contractors, developers and large corporations to educate the client on the electric vehicle industry and then to position the benefits in adding an electric vehicle charging station(s) to their respective property or properties or fleet applications.

- Ranked #1 fiscal year 2014
- Ranked #2 fiscal year 2015/2016/2017/2018
- \$1,000,000 plus in sales revenue 2018
- \$1,350,000 in sales revenue through August 2019
- Managed Electrify America deployment in Miami and Chicago

EDUCATION

Ashworth College Professional Private Investigation/Criminal Justice Program

CHARLOTTE WATTERS

Regional Sales Director

Blink Charging, May 2024-Present

Regional Sales Director

- Manage team of Territory Sales Managers and Sales Development Representatives in the southern region of North American

Blink Charging, May 2021-May 2024

Territory Sales Manager

- Outside sales representative for the Carolinas
- Maintained current relationships with clients to retain business on new projects
- Built new relationships via cold calling, email campaigns, networking events, conferences, and referrals throughout the community
- Utilize tools such as ZoomInfo, LinkedIn, and driving by construction sites to find leads
- Assisted with training new employees and helping SDR's position themselves to take over new territories

EVunited, January 2021-May 2021

Business Development Associate

- Outside sales representative for Virginia, North Carolina, and South Carolina

CAPTRUST, November 2019-January 2021

Business Development Associate

- Partner with Advisors, Client Relationship Managers, and research to execute request for proposals on tight client deadlines
- Utilize RFPIO, Sharepoint and Microsoft Office technologies daily

Signature Consultants, February 2019-October 2019

Mobile Operations Analyst

- Contractor for government health agency
- Act as Project Manager for one client working directly with stakeholder to identify issues and organize schedule with team to create business requirements, development schedule, UAT, and deployment
- Research and present new analytics tools to VP and senior executives

EDUCATION

Sweet Briar College Bachelor of Arts, Business

CERTIFICATIONS

- IC Agile Certified Professional

ADRIANNE NOICELY

Territory Sales Manager

Blink Charging, July 2019-Present

Territory Sales Manager

- Optimize customer satisfaction in client needs and solutions for their establishments and ensuring a smooth sale process
- Creating Leads and Sales from inbound calls, both through research and the CRM system; qualifying the Lead and sending quotes/ agreements to potential client
- Responding promptly and effectively to client's needs
- Selling Blink electric vehicle charging stations through inside sales process
- Interactive meetings with perspective prospects and clients
- Speaking to clients about the different features on the charging stations and answering any questions they might have
- Informing clients of alternate charging solutions for their property, and rebate information if available
- Meeting with clients onsite and advising them the perfect charging solution for their property, example: location and business model
- Building rapport with customers through friendly, engaging communication
- Managing signed agreements for processing, assisting finance department with ensuring invoice is billed to clients

Blink Charging, September 2018-July 2019

Territory Sales Manager

- Managing busy CEO and President's calendars and scheduling meetings.
- Preparing internal and external documents for team members.
- Prioritizing executive communications, taking calls, responding to emails, and interfacing with clients.
- Coordinating and managing travel itineraries.
- Arranging corporate events.
- Maintaining an organized electric filing system of CEO and President's individual information.
- Upholding a strict level of confidentiality.
- Displaying strong organizational, project management, and problem-solving skills with impeccable multi-tasking abilities

EDUCATION

Johnson & Wales University Associates in Accounting; Bachelors in Business Management

RICK MARLATT

Senior Director of Design, Deployments, & Installations

Blink Charging, 2021-Present

Sr. Director of Design, Deployments, & Installations

- Develop and implement a site walk evaluation plan and program to quickly identify suitable locations for EVSE stations
- Determine electrical infrastructure capabilities
- Review and approval of all construction costs
- Determine site location viability
- Develop and/or review design proposals and provide timeline for construction and cost estimate for quoting purposes
- Communicate with Procurement Coordinator on status of items to be installed
- Attend pre-installation/sales meetings as required for installations, and walkthroughs for RFPs
- Review installation drawings and manage installation technicians
- Participate actively in installation alongside crew members as required
- Communication with customer and facilities staff at installation site
- Ensure high quality installation to meet or exceed company standards
- Maintain installation notes and data on labor time, installation defects, process improvements, and other documentation as required
- Develop visual standards for communicating clear and acceptable installation to staff

Graybar Electric Supply, 2017-2021

Area Manager

- Develop and implement programs to maximize net profit and return on sales
- Responsible for multiple locations
- Manage and lead sales team
- Initiate new and improve existing programs to support meeting or exceeding financial performance metrics
- Monitor customer service levels, and take action to improve service as needed
- Monitor inventory levels, and promote the sale of obsolete and overstocked material
- Oversee preparation of large branch budget, and monitor actual performance to ensure branch achieves objectives
- Manage large number of employees, and delegate effectively through key positions

EDUCATION

IBEW Local 375 – Electrical Apprenticeship Program Journeyman Wireman

“A” School – United States Navy Operations Specialist

CERTIFICATIONS

- Master Systems – Estimating
- Licensed Journeyman Wireman
- Project Management – Productivity and Pre-Construction Planning