

Exhibit B

From: [Les Pantin](#)
To: [Parjus, Alberto](#)
Cc: [Lago, Vince](#); [Anderson, Rhonda](#); [Fernandez, Ariel](#); [Castro, Melissa](#); [Menendez, Kirk](#); [Gomez, Joe](#); [Beltran, Monica](#); [Urquia, Billy](#); [Suarez, Cristina](#); [Santiago, Lina](#); [Anderson, Matthew](#); [Walker-Harmon, Celeste](#); [Hernandez, Eduardo](#); [William Watts](#)
Subject: Jolt 2024-046 Electric Vehicle Charging Stations
Date: Friday, April 11, 2025 3:08:29 PM
Attachments: [JOLT Coral Gables RFP Letter.pdf](#)

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Good Afternoon-

On behalf of our clients, Jolt Charge Inc., please see the attached letter regarding, 2024-046 Electric Vehicle Charging Stations.

Please let me know if you have any questions or concerns.

Les Pantin

Managing Partner
Pantin GOV

305.215.2162
300 Sevilla Avenue
Suite 215
Coral Gables, FL 33134

4/11/25

City of Coral Gables
405 Biltmore Way
Coral Gables, FL, 33134
Attn: City Manager Albert Parjus

Dear Manager Parjus,

We would like to express our sincere appreciation to the City of Coral Gables for the opportunity to participate in the recent RFP process, **2024-046 Electric Vehicle Charging Stations**. While Jolt Charge ("JOLT") was honored to place second in the evaluation, we remain enthusiastic about the City's vision and leadership in advancing clean transportation solutions.

We respectfully propose that the City consider working with both the vendor which the evaluation committee awarded the most points and JOLT to implement a multi-provider approach that maximizes benefits for residents, visitors, and the broader Coral Gables community. A collaborative model would accelerate infrastructure deployment, foster innovation, and ensure greater accessibility through diverse technology offerings. Most major cities in the US and around the world adopt multi-provider and multi-technology solutions approach to mitigate risk / reliance on a single provider, drive competition in energy prices for residents and ensure that various needs of residents are met through different charging speeds, technologies and locations.

It is worth noting that **JOLT's proposal was the only one to include a significant guaranteed revenue component**—an offering designed to provide the City with a consistent, long-term financial benefit alongside world-class charging infrastructure. However, we respectfully observed that **the financial benefits of our offer did not appear to be fully reflected in the scoring by a (non-Coral Gables) member of the evaluation committee**. We believe this aspect is worth revisiting, as it represents a meaningful opportunity for the City to generate revenue while advancing its environmental goals.

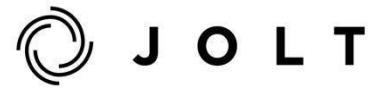
Additionally, **a joint award could include a strategic mix of Level 2 and Level 3 (DC fast) charging stations**, ensuring that Coral Gables can meet a broad range of charging needs—from longer-duration resident use to quick-turnaround options for visitors and commuters in high density central areas of the city. This flexibility is increasingly important as EV adoption grows and user expectations continue to evolve. We note the other RFP participant has deep experience in Level 2 charging solutions while JOLT has deep experience in delivering Level 3 charging solutions.

Furthermore, **JOLT's proposal offers 7kWh of free energy per user per day**, a feature that would significantly reduce the end-user cost of EV ownership. By directly lowering the cost of fueling an electric vehicle, this model makes EV adoption more accessible and equitable for a wider portion of the community.

As many leading municipalities have demonstrated, a multi-vendor, multi-technology approach to EV infrastructure can enhance resiliency, increase user choice, and ensure coverage that meets demand in a dynamic urban environment. We believe Coral Gables is uniquely positioned to take a leadership role in this space and set a precedent for other cities across the region.

JOLT is eager to contribute to this important initiative. We would welcome the opportunity to meet with your team to further discuss how our proposal can complement the City's selected solution and deliver enhanced value to the community.

JOLT Charge Inc
850 New Burton Road, Suite 201
Dover, Delaware 19904



Thank you again for your time, consideration, and continued commitment to a cleaner, smarter Coral Gables.

Sincerely,

William Watts
US Lead
JOLT Charge
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Email: William.watts@joltcharge.com

Cc:

Mayor and City Commission
Parking Director Monica Beltran
City Attorney Cristina Suarez
Asst. Director Finance for Procurement/Chief Procurement Officer - Procurement Celeste Walker-Harmon
Asst. City Manager Joe Gomez
Asst. Director Mobility and Sustainability Matt Anderson
City Clerk Billy Urquia