



Larry Hogan
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Secretary

Ricky D. Smith, Sr.
Executive Director

May 5, 2022

Ms. Joy Abrams, Director
Office of Procurement
Maryland Department of Transportation
7201 Corporate Center Drive, P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of 8 SICHARGE UC200 power cabinets/ 8 200A Dispensers including options for Baltimore/Washington International Thurgood Marshall Airport (BWI Marshall) – Intergovernmental Cooperative Purchasing Agreement

Dear Ms. Abrams:

The Maryland Department of Transportation Maryland Aviation Administration (MDOT MAA) is requesting to purchase 4 SICHARGE UC200 output power control cabinets and eight electric charging dispensers plus options from Siemens Industry, Inc. (Siemens), for the price of \$470,936.00 using an intergovernmental agreement between Minnesota State and Siemens, Contract No. 042221.

The Airport parking shuttle service provides no-charge transportation to Airport patrons and their luggage between the Airport Terminal Building and the Airport operated surface parking lots, the daily garage and Amtrak BWI Rail Station. The Airport parking shuttle service operates seven days a week, 24-hours per day, every day of the year. MDOT MAA is procuring eight (8) battery electric buses to assist with these operations. This change in the propulsion system from Diesel to Electric brings the need for electric charging stations. SICHARGE UC is a newly developed, third generation, DC charger which is specifically designed and built for eBus and eTruck charging. The SICHARGE UC200 output power control cabinets that MDOT MAA is requesting to purchase, provide extensive customer benefits, such as multiple charging options in a wide power range, interoperability with a wide range of electric vehicles, multiple dispensers with one charging power cabinet and small footprint while minimizing the cost of energy. MDOT MAA will be utilizing the Siemens 2:1 dispenser to cabinet ratio allowing two charging dispensers per power cabinet for a total quantity of four (4) SICHARGE UC200 output power control cabinets and eight (8) electric charging dispensers.

Contract No. 042221 between Minnesota State and Siemens, effective August 5, 2021 through July 20, 2025, provides the electric bus charging stations consisting of four (4) power control cabinets for \$271,186.00, eight (8) dispensers for \$156,610.00, EVC3 – depot connect software for eight chargers for five (5) years for \$8,300.00, cable management system for \$10,800.00 and e-mobility service training for \$24,040.00, for a total price of \$470,936.00. The lead time of this equipment is five (5) months after receipt of order.

Joy Abrams
Director, Office of Procurement, MDOT

Through market research MDOT MAA compared the price per charger for the ABB product under the State of Washington (Washington) contract with the cost of the Siemens charger under the State of Minnesota contract. The ABB option from the Washington contract is \$127,530.39 per station (1 cabinet and 2 dispensers) for a total of \$510,121.56, whereas the Siemens option is \$106,949 per station (1 cabinet and 2 dispensers) for a total of \$427,796.00. While both offer a charging station cabinet and dispenser and both products allow for a 1:2 charging cabinet to charging dispenser ratio, the Siemens' product will enable MDOT MAA to potentially be utilized at 1:4 ratio for future infrastructure upgrades. The State of Minnesota contract provides e-Mobility Service training which includes one technician, 6 workdays, two mobilizations, and 4 hours of informal training for a total of \$24,040.00. In comparison, the State of Washington provides a 1-hour bus operator training video for the price of \$29,520.00

Procuring the Siemens units over the ABB units requires a lower capital outlay and allows for the possibility of a smaller footprint due to their ability to use four (4) dispensers per cabinet. This also makes the ABB option more restrictive to future modifications to the charging infrastructure. Based on the above calculations, MDOT MAA will receive a savings of \$82,325.56 on the charger cabinets and dispensers and a savings of \$5,480 for training by utilizing the Siemens option. Furthermore, Siemens charging cabinets purchased directly through Siemens would be approximately \$149,000 each while piggybacking through Sourcewell would be approximately \$67,000 each, which is less than half the cost. ABB reports a 24-week lead time upon receipt of order, while Siemens is reporting a 20-week lead time. The total configured price of the Siemens cabinets, dispensers, EVC3 depot connect software, cable management system, and onsite training is \$39,185.56 less than the ABB option for the cabinets and dispensers alone.

Minnesota State received 49 bids and awarded 10 competitive electric vehicle supply contracts. Participating with the State of Minnesota in the procurement of electric bus charging stations will allow MDOT MAA to purchase the required additional electric bus charging stations in an expeditious manner. The cost and time savings makes purchasing the charging equipment from Siemens through the Sourcewell contract in the best interests of the State of Maryland and MDOT MAA. Therefore, the Procurement Officer deems the Washington intergovernmental price fair and reasonable.

As stated in COMAR 21.05.09.05:

“Before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals required under this title.”

In order to procure the 4 SICHARGE UC200 output power control cabinets and eight electric charging dispensers plus options for BWI Thurgood Marshall, the Procurement Officer requests approval and authorization from MDOT to use the Intergovernmental Agreement Contract No. 42221 to purchase the electric bus charging stations.

If you have any questions or require additional information, please contact me at 410-859-7097.

Joy Abrams
Director, Office of Procurement, MDOT

Sincerely,

Linda D. Dangerfield

Linda D. Dangerfield, NIGP-CPP, CPPB
Director/Chief Procurement Officer
Office of Procurement & Materials Management, MDOT MAA

Concur: _____

Joy Abrams, Director
Office of Procurement, MDOT

Or

Valerie M. Radomsky 5/5/2022

Valerie Radomsky, Chief Procurement Officer
Office of Procurement, MDOT