



CharIN Academy GmbH | Kurfürstendamm 11 | 10719 Berlin

Berlin, April 22<sup>nd</sup>, 2024

# REQUEST FOR PROPOSALS

## Vehicle Interoperability Testing Events (Testivals)

Answers (A) to submitted questions

Could you give us an idea of your intended budget?

A: We currently work with internal staff, so we are curious to see your unbiased estimates

How many agencies are participating?

A: Our longlist is about 25 entries long

Would it be possible to have a discovery session to discuss idea and strategy?

A: Of course

Are we assuming that we need to offer/calculate only for one year or for the full three years?

A: We are looking for an offer over the entire contract period 2025-2027.

Is it correct that our offer should only include team costs and not third-party expenses?

A: Yes, that's the direct cost component. However, we would like to understand you estimates of third-party cost.

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Is it correct that the programming, speakers, and content are not part of the tender?

A: The conference component is fully part of the tender, including all of the above

Besides the mentioned criteria in the RFP, are there any other winning criteria we should have an eye on?

A: We would like to get a good understanding of your local set-up and subcontractor network in different world regions

Are we bidding to support you with your 2024 Festival Events described on this landing page or is it for 2025?

A: The RFP is for the upcoming Festivals in 2025-2027. You may visit this year's Festivals to get a better understanding!

Are you open to additional ideas to engage the audience, either at the individual, team or whole audience level?

A: Very much so!

Would you be expecting us to sign up to your commercial conditions? Do you have a copy of T&C's available?

A: Please see attached/ website

I have a question regarding the Rfp: "2.3: Produce a high-quality, live streaming video broadcast using web-based software for remote attendees." It is under Festival and not Conference. Is it really meant like that? What do you have to broadcast? How long?

A: I think this should really (only) be in the optional conference section, as it would also interfere with confidentiality requirements at the Festival.

In the Host/Event Management section you cite “Task 2.1. Host Nomination - This must include the protocols/standards testing that will be offered, different types of charging interfaces that will be accommodated (e.g., conductive, pantograph, wireless, etc.)” Can you elaborate on this please, Our question comes from whether we’d need third party support or whether we would be able to facilitate in house.

A: Currently, we are working with a dedicated subcontractor for matching the different test pairs. The connectors currently tested are II in the manual/ wire based spheres, such as Type-1, Type-2, CCS-1, CCS-2, MCS and variations thereof. Currently tested protocols include ISO 15118-2, -20, Plug & Charge and OCPP 1.6 and 2.0.1. Testing features include handshake tests, power and voltage tests, communication tests, but also bidirectional power transfer and numerous errors scenarios.

As an agency we are proficient in events for passenger cars, commercial vehicles, trucks, and motorcycles though ships, agricultural or mining equipment are a different product requiring possible separate facilities. How do you see the events been broken down by product? and the frequency of these products within the event programme?

A: Usually, the number of electric vehicles and EVSE (chargers) are roughly equal, complemented by selected test equipment that can simulate the behaviour of any one (or both). We are increasingly getting HCV for testing with MCS charging equipment; currently about 2-3 per Festival, but we expect that to increase (perspectives are that there will be busses and mining/ port equipment as well)

In Task 2.3. Event Management you cite “Manage testing throughout the event, ensuring participants are adhering to the event rules and schedule. Can you elaborate on this so we understand the requirements in full?

A: The testers from the EV and EVSE side must be matched up according to their technical capabilities and interests in testing; therefore, the order and consecution of

test pairing has to be strictly followed. Also, there are safety and security measure to be observed at all times; we also suggest a certain number of standard tests to be performed in order to get a sufficient number of comparable test reports for statistical analysis and anonymization.

In Task 4: Participants Management, you state “The number of participants at test and other Events may range from 100 up to 300 persons”. For a comparable quote cost how many people would you like us to quote for shall we take an average of 200 for instance?

A: I think an average quote would work well, with an indication how much per-capita cost would increase or decrease with a change in numbers.

Task 4.1.: Tester Management. “Also, much of the equipment is in an early technical development stage, so it may display unexpected or even potentially dangerous behavior”. Can you please provide further context as to what you deem potentially dangerous behaviour as we will have to take a view on this from an operations H&S standpoint.

A: As we are handling high voltage and high-power equipment, unexpected behaviour can range from simple malfunction to short circuits to fire and explosions. Due to the weight and size of some of the equipment, there is also the danger of accidents and bodily harm, for example while installing or maneuvering.

Can you confirm if we will be responsible for shipping your equipment to events and if so from a carnet perspective what equipment this will be?

A: The testers will provide the testing equipment to the test site and are fully responsible for transport and insurance. Equipment will mostly be (prototype) electric vehicles and charging equipment, but possibly also battery systems (Li-Ion) and electronic testing equipment (prototypes).



Can you confirm your key stakeholders in making the decision on this RFQ?

A: The decision will be taken by the RFQ Board consisting of myself and the two directors of CharIN e.V.

Do you have a proposed budget per year for the event programme?

A: Actually, we can only judge from our own previous experience and are curious to receive your suggestions.

Did we understand correctly that you are seeking a service provider contract - relationship with your potential agency partner? Is the financial income control (sponsorship income/participant income) with you?

A: CharIN Academy will be fully financially responsible, will collect all revenues and pay all bills, as well as provide necessary pre-financing and insurance.

During our research, we noticed that there was no exhibition in Europe compared to the US & Asia. Can you possibly tell us about the reasons for this?

A: There were 2 Festivals in Europe in 2023.

How many sponsors were you able to win for 2023 in total?

A: For every Festival, we have 5-10 sponsors. Sponsors only occasionally decide to sponsor more than one event.

Was the sponsorship income generated exclusively from the Festival events or were there additional engagement opportunities? (If so, which ones?)



A: Sponsorships are mainly focused at individual event features, but also social side events and/or other services, such as media coverage.

Within the sponsorship support, the creation of a database is usually part of our task field. Would it be conceivable for you to share insights on engagement from 2023/2024?

A: we have our own, extensive contact database which we would leverage for Festival-related communication and engagement

Has the engagement developed over the course of the Festivals?

A: the Festivals have gone through a significant growth trend in both number and engagement

To how many potential sponsors is the engagement offer usually sent?

A: Today, we use pre- selected shortlists

In which locations do the Festivals usually take place?

A: Festivals usually take place in commercial production/ logistics halls, on parking lots or in dedicated test facilities

Have you ever been able to win a global sponsorship?

A: there have been occasions of multiple-event sponsorships

Definition of the format "Festival": Recurring content only at different locations or completely new content each time? How many days are planned per Festival?



A: base features are tested at every location, but additional features are introduced successively. Testivals are usually scheduled for 3 test day.

Is the conception in cooperation between CharIN and the agency? Or should the content be planned solely by the agency?

A: Conception would be completed in cooperation

Who delivers and handles the vehicles? Who delivers and handles the charging infrastructure?

A: The testers deliver and handle the tested equipment (EV and EVSE). The host usually provides the infrastructure.

Who is responsible for the technical tests on site?

A: The testers – i.e. maunfacturers/ pronviders of the tested equipment – will perform the testing among themselves

Are the vehicles also moved in a driving-active manner? The focus seems to be on the charging infrastructure, are we correct in our understanding?

A: Dynamic testing is not done

May we ask who our competitors are, or how large the call for bid circle is?

A: Our longlist is about 25 entries long

How do you want the offer to be prepared? May we submit explanatory documents in addition to the pure quotation that specify the effort more concretely?



A: We expect a fully detailed documentation of the proposal in either text or presentation slides; additional in-person presentations will be requested from finalists.

What do you expect from your future agency partner?

A: we expect full reliability, flexibility and professional execution.

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What are your 3 golden keys to a successful collaboration?

A: See above

Is a pitch fee planned?

A: A pitch fee is not planned.

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