Workplace Charging-as-a-Service (CaaS) Overview

PURPOSE

Explain Charging-as-a-Service (CaaS) business model(s) and key contract decisions to property owners.



WHAT IS CAAS?

CaaS is a financial model that lets a property owner avoid upfront costs to install charging stations and electrical equipment. Under a CaaS contract, the property owner engages a vendor to install, own, and operate the chargers in exchange for a monthly payment, a revenue-sharing agreement, or both (depending on contracting terms).

However, many CaaS contracts exclude electric utility upgrade costs, which are often among the largest expenses in an EV charging installation. These costs can sometimes be negotiated with the CaaS vendor for longer terms or higher monthly payments.



WHY CAAS IS WORTH CONSIDERING

- Significantly lowers or even eliminates upfront costs
- All maintenance costs covered, including vandalism.
- Guaranteed uptime and service timeframes can be built into contracts.

POINTS TO EVALUATE WITH THE VENDOR

- Contract length, exclusivity, and termination clauses.
- Infrastructure ownership transfer at contract end.
- Uptime guarantees through service level agreements (SLAs).
- Repair timeframes based on different wear items or issues.
- Revenue sharing agreements.
  - When or if transaction and networking fees are paid for.
  - Get multiple quotes; compare revenue-sharing contracts between vendors and negotiate to get the best offer.
- Pricing structure for the end user.
  - Energy-based pricing.
  - Time-based pricing.
  - Subscription (flat-rate) pricing.
  - Control over setting idle fees, grace periods, and other potential user fees.
- Data access rights.
  - Which organization has the right to generate Clean Fuels Program/Low-Carbon Fuel Standard credits.

