

# GREENLOTS

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# Points of Interoperability

EV to EVSE

Driver Interoperability = Roaming

Network Interoperability

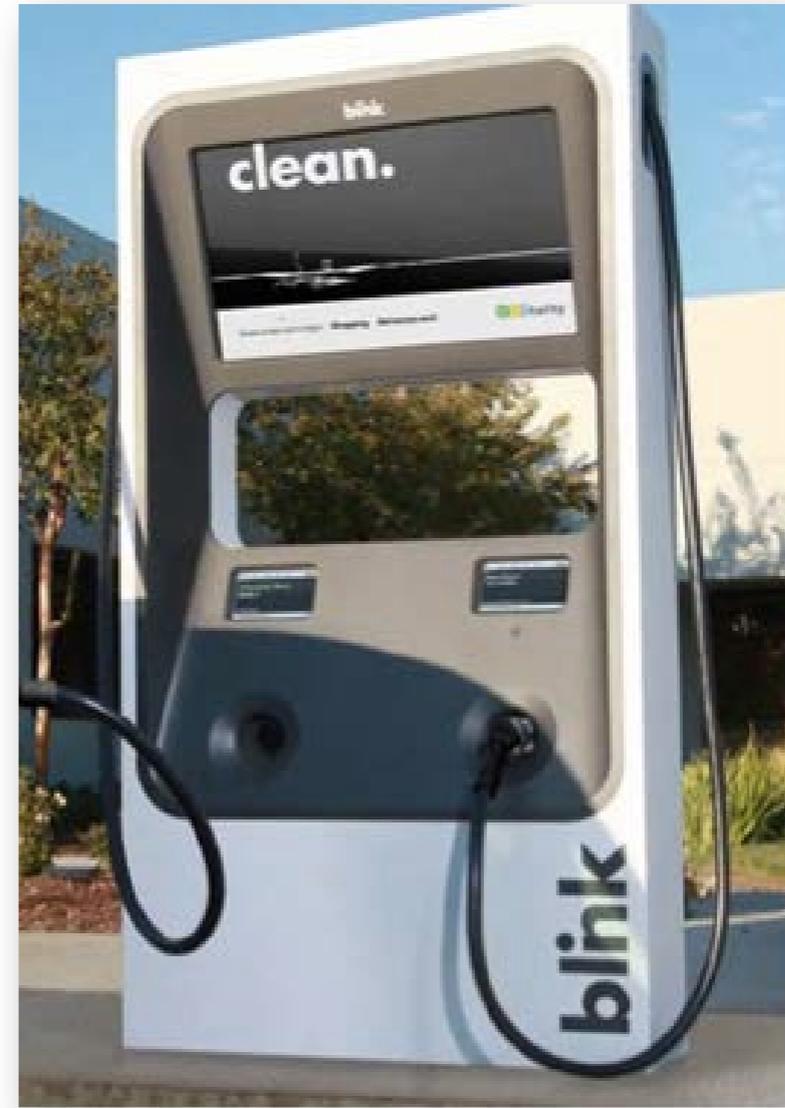
# ⊖ Risks of Proprietary Networks already present

77 stranded assets in Maui alone



better place 

Approx. 3,200 stranded commercial assets



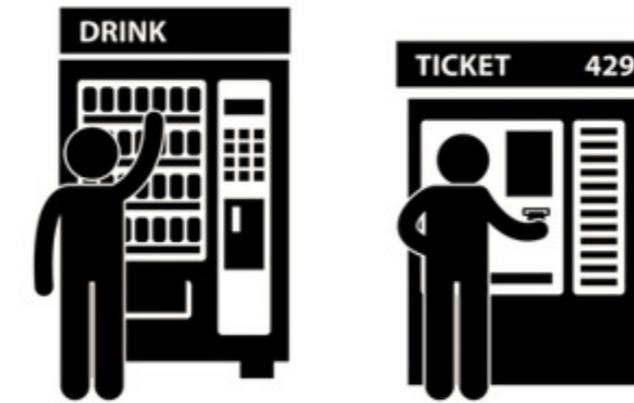
ecotality 

# Key blueprint criteria are required for Interoperability

De-Risk

Accept Payment Practices

Level Playing Field



# Open Standards vs Proprietary Networks

	OPEN STANDARDS	PROPRIETARY NETWORKS
Data ownership	Site host	Proprietary Network
Charge station agnostic and stable	✓	✗
Costs to switch	LOW	HIGH
Vendor lock-in	✗	✓
Innovation	HIGH	LOW
Encourages competition	✓	✗
Risk of stranded assets	LOW	HIGH
Competitive pricing	✓	✗

# OCPP is the optimal choice for Open Standards

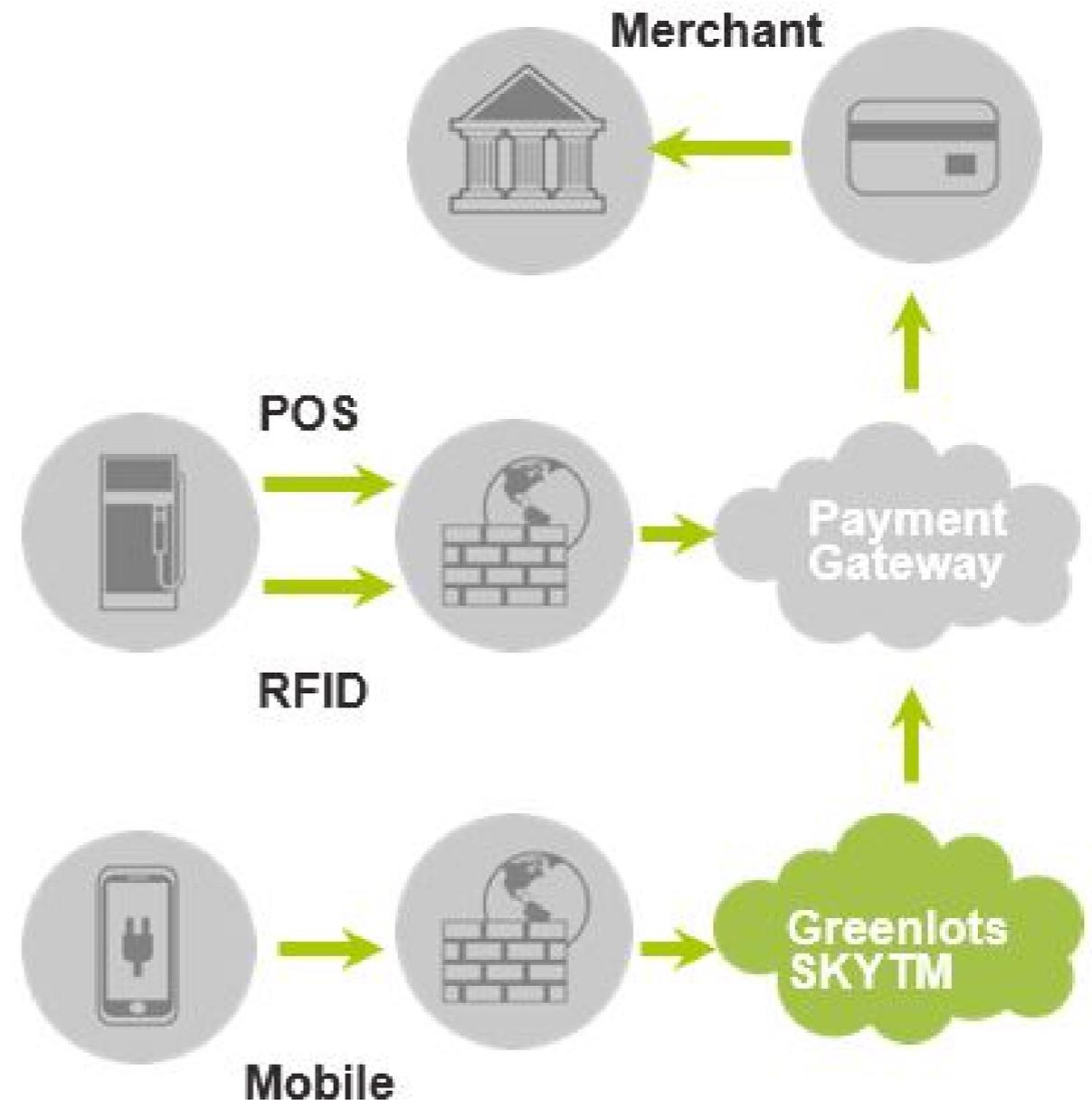
- Thousands of assets operating worldwide
- Already the mandated standard for public EV infrastructure in Europe
- Zero transaction fees
- Adopted by major power equipment manufacturers



# Adopting best practices for payments

## Subscription models:

- Form a barrier to entry by requiring users to sign up ahead of time
- Discourage roaming and create fragmented systems
- Require roaming fees which increase costs to consumers



# The blueprint going forward

- De-risk existing and future investment for site hosts
- Leverage accepted driver payment practices
- Public funding to infrastructure should mandate Open Standards, specifically OCPP