

March 14, 2024

Mr. Paul J. Wiedefeld
Secretary
Maryland Department of Transportation
7201 Corporate Center Drive
P.O. Box 548
Hanover, Maryland 21076

SUBJECT: Procurement of three SICHARGE UC150kw 480V output power control cabinets and six electric charging dispensers for Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall Airport)

Dear Mr. Wiedefeld:

The Maryland Aviation Administration (MAA) is requesting to purchase three (3) SICHARGE UC150 kw output power control cabinets, six (6) electric charging dispensers, mobilization, SaaS, and commissioning from Siemens Industry, Inc. (Siemens), for the price of \$272,740.00 utilizing 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. MAA procured eight 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. MAA procured four SICHARGE UC200 output power control cabinets and eight electric charging dispensers in June 2022. MAA is now in need of 3 additional cabinets and 6 additional dispensers.

During the final stages of bus charger commissioning on February 20, 2024, the charger manufacturer, Siemens Industry, Inc. (Siemens) discovered internal damage to three (3) chargers and six (6) dispensers caused by moisture intrusion. Per Siemens, these units are not serviceable nor repairable, and need to be replaced. Siemens stated, MAA stored the units improperly and exposed the units to inclement weather. Therefore, the units are not covered under warranty. Lengthy delays by the Utility provider (October 2023 through January 2024) prohibited supplying power to the units after being installed at the bus charging site. This resulted in the inability to energize the dryers and fans required to keep out moisture. Charger 1 and dispensers 1 & 2 were placed in service at the temporary site and thus were not damaged. Siemens is offering a discounted price of \$272,740.00 to replace the three chargers, six dispensers, mobilization, 5-year SaaS for the dispensers, and commissioning.

Mr. Paul Wiedefeld
Page Two

Contract No. 042221 between Minnesota State and Siemens, effective August 5, 2021, through July 20, 2025, provides the electric bus charging stations consisting of three power control cabinets for \$150,000.00, six dispensers for \$72,000.00, 1st and 2nd mobilization for \$26,748.00, five-year SaaS - depot connect software for eight chargers for \$15,632.00, and new equipment commissioning for \$8,360.00 for a total price of \$272,740.00. The lead time of this equipment is 1 months after receipt of order.

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 MAA to purchase the required additional electric bus charging stations in an expeditious manner.

To determine if the cost is fair, MAA compared the new replacement charger price of \$50,000 each and \$12,000 each for the dispensers to the price \$65,419 per charger and \$18,889.59 per dispenser MAA paid in June 2022. The replacement cost for the new units is \$15,419.00 and \$6,889.59 less respectively. Therefore, MAA deems Siemen's price fair and reasonable. It is imperative that we purchase the identical chargers and dispensers from Siemens to prevent significant infrastructure changes at the permanent site and to match the non-damaged equipment.

COMAR 21.05.09.05 requires, "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." Therefore, in order to procure the three (3) SICHARGE UC150 kw output power control cabinets, six (6) electric charging dispensers, mobilization, SaaS, and commissioning for BWI Thurgood Marshall, the MAA requests approval and authorization from MDOT to utilize the Intergovernmental Agreement Contract No. 42221 for the above-mentioned purchase.

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

Sincerely,

Linda Dangerfield

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

Concurrence: Valerie Radomsky Mar 15, 2024
Valerie Radomsky, Chief Procurement Officer Date
Office of Procurement, MDOT

Approved: Paul J. Wiedefeld 3/22/24
Paul J. Wiedefeld Date
Secretary, MDOT