



Township of Teaneck

Celebrating 125 Years

1895 - 2020



Township of Teaneck

PAUL A. VOLCKER
MUNICIPAL GREEN

818 TEANECK ROAD
TEANECK,
NEW JERSEY 07666
201-837-1600
FAX (201) 837-9547
E-MAIL:
admin@teanecknj.gov

COUNCIL

Mark J. Schwartz
MAYOR

Karen Orgen
DEPUTY MAYOR

Denis Belcher
DEPUTY MAYOR

DANIELLE GEE
ELIE Y. KATZ
HILLARY GOLDBERG
MICHAEL PAGAN

JACLYN HASHMAT
TOWNSHIP MANAGER

DOUGLAS RUCCIONE
TOWNSHIP CLERK

DATE: January 22, 2026
TO: Teaneck Township Council
FROM: Teaneck Township Review Committee
RE: Installation of Electric Vehicle Infrastructure and Services Provider
Concession Report

This Evaluation Report is being provided pursuant to and in accordance with the requirements of the competitive contracting provisions of the Local Public Contracts Law (N.J.S.A. 40A:11-4.1 et seq.). The purpose of this Evaluation Report is to provide the Council of the Township of Teaneck with an evaluation of the proposals received in response to a Request for Proposals issued by the Township, and to provide a recommendation to the Township Council of a Respondent for the award of a contract (the "Successful Respondent").

The Township is dedicated to improving regional air quality, reducing petroleum usage, mitigating greenhouse gas emissions, and improving the lives of its residents by offering affordable and state-of-the-art transportation options through the development of innovative technologies. Recognizing the critical role of local governments in the development of alternative-fuel infrastructure, the Township is acting as a catalyst for market transformation, leading by example in its own operations and encouraging the private sector to bring about significant and sustainable use of alternative fuels and advanced vehicle technologies.

The goal of the Township in utilizing the competitive contracting process is to obtain proposals from qualified respondents for the provision of concession services for the installation and operation of electric vehicle charging stations within the Township. More specifically, the Township of Teaneck is seeking a qualified firm to design, furnish, install, operate, and maintain between two (2) to six (6) publicly accessible electric vehicle ("EV") charging stations, Level II or higher, on Township-owned property through a turnkey solution in accordance with the terms, conditions, and specifications as described in the RFP "Services". The proposed term of the Contract for the Services is for five years.

On September 19, 2025, the Township of Teaneck issued a Request for Proposals ("RFP") to solicit Proposals for the provision of these concession Services, as more particularly described herein, pursuant the competitive contracting provisions of the Local Public Contracts Law, N.J.S.A. 40A:11-1 et seq, and authorized by Resolution #251-2025 adopted on September 9, 2025. Through this competitive contracting process, the Township seeks to enter into a contract with a qualified firm to implement a self-sufficient, reliable, independently operated system requiring no Township capital or operating expenses.

Services are expected to be performed in compliance with all federal, state, and local requirements, laws, rules and regulations, and in accordance with the terms and provisions of the Contract, the terms and provisions of the RFP and in accordance with prudent industry practice. The Township anticipates cooperating in good faith with the Successful Respondent to facilitate the performance of the obligations set forth in the RFP.

To evaluate Proposals, the Township organized an evaluation team comprised of Anthony Verley, Deputy Township Manager, Garah Gilani, Township Engineer, Arsalan Gilani, Township Engineer Representative, Issa Abassi, Township Chief Financial Officer, and Simona Casian-Sirbu, QPA, Township Purchasing Agent (collectively, the “Evaluation Team”).

The procurement and evaluation process were undertaken in accordance with the competitive contracting provisions of the Local Public Contracts Law, and all other applicable law. On October 15, 2025, the Township received and proceeded to open three (3) Proposals in response to the RFP. The Proposals were submitted by:

- JOLT CHARGE Inc, 850 New Burton Road, Dover, DE, 19904
- BLINK NETWORK LLC, 17301 Melford Blvd., Suite J, Bowie, MD, 20715
- Greenspot JC, LLC, 155 2nd Street, Jersey City, New Jersey.

The Evaluation Team conducted a comprehensive evaluation of the Proposals based upon qualifications, experience, reasonableness of the claims and/or commitments made, the completeness of the data provided, the innovation and reliability of the approach taken, the ability of the Respondent to perform the Services, and conformance with the requirements of the RFP, as set forth in detail in this Evaluation Report, in accordance with competitive contracting provisions of the Local Public Contracts Law and other applicable law. The evaluation of the Proposal was conducted in accordance with an evaluation matrix (“Evaluation Matrix”), that is based on a total potential score of 100. The following criteria and weighting factors were utilized:

EV Charging Stations Evaluating Criteria

<u>Item</u>	<u>Maximum Points</u>	<u>Comments</u>
A. Qualifications/Experience	10	Demonstration of relevant experience with EV infrastructure
B. Technical Criteria		
1. Scope of Work	5	Respondent's proposal demonstrates a clear understanding of the contract goals and scope of work.
2. Maintenance	9	Detailed description of maintenance plan, including frequency of tasks that will be performed to ensure electric vehicle charging stations remain operable throughout the contract term.
3. Track Record	7	Respondent demonstrates a proven track record of managing electric vehicle charging stations in an environment similar to Teaneck.
4. Completeness	5	Respondent's proposal is complete and responsive to the technical/RFP requirements.
5. Computer/System &	5	Functionality of charging station interface & main computer.
6. Customer Service	4	Quality of customer service/staffing
7. Website & Mobile Apps	3	Respondent's mobile app/website/dashboard are intuitive, feature-rich, and user-friendly.
C. Charging Network		
1. Level of Chargers	7	Level of chargers proposed.
D. Management Criteria		
1. Financial Capability/Sponsorship	11	Ability to secure project financing
2. Levels of Investment/System	11	Ability to financially sustain system
E. User Fee and Cost Proposal		
1. User Fee	6	Competitiveness of user charging fee
2. Cost Proposal/Revenue Share Agreement	8	Competitiveness of cost proposal or revenue share agreement.
F. Implementation Schedule	9	Provide implementation plan and ability to expedite schedule
Total	100	

Based on the information and analysis set forth in this Report, the Evaluation Team recommends the Township of Teaneck award the contract with the Township for Installation of Electric Vehicles Infrastructure and Services Provider to Blink Network LLC.

Qualifications/Experience:

In reviewing the qualifications/experience, the Committee focused on whether the proposers demonstrated relevant experience with EV Infrastructure that has been documented.

Blink Network demonstrated the most extensive and relevant experience, with over 40,000 charging ports deployed across the United States and more than 100,000 worldwide. Jolt maintains a strong presence in Australia and Europe but has limited U.S. deployment.

Greenspot has a significant presence in New Jersey; however, its national and international footprint is comparatively limited.

Technical:

In evaluating the technical criteria, the committee assessed whether each proposer demonstrated a clear understanding of the project scope and objectives, the completeness of the proposal, and the functionality of the charging station interface as well as the associated mobile application or website.

The committee determined that all respondents demonstrated a clear understanding of the project and submitted complete proposals. However, Blink and Greenspot were noted for offering more user-friendly charging station interfaces, allowing users to make immediate payments without requiring additional information or prior registration with a designated application. In contrast, Jolt's model requires users to access the charging stations exclusively through its designated app. The committee concluded that this requirement could deter some EV owners from using the sites due to accessibility concerns.

Charging Network:

In evaluating the charging network offerings, the committee focused on the level and suitability of the chargers proposed. The committee found that Blink and Greenspot's chargers are more adaptable to user needs, as they do not require high visibility or significant traffic at their installation locations. Conversely, Jolt's units rely on an advertising-based model and therefore require placement in more prominent, high-traffic areas.

Management:

In reviewing the management criteria, the Committee considered the availability of the proposer's ability to secure the project financing and ability to financially sustain it.

All respondents presented a business model that met the criteria.

Cost:

In reviewing the cost criteria, the committee focused on ensuring that the proposed pricing structures and revenue-sharing models were as advantageous to the Township as possible.

Jolt's pricing structure appears to offer a slight advantage in terms of charging fees, while Greenspot's pricing is comparatively the most expensive. Blink's pricing aligns with

prevailing industry standards. With respect to revenue-sharing competitiveness, both Jolt and Blink presented advantageous revenue-sharing models.

Conclusion:

Based on the evaluation and scoring results, Blink Network LLC achieved the highest overall score, with an average of 95 points. The Evaluation Team recommends awarding a five (5) year contract, with two optional five (5) year renewal terms, to **Blink Network LLC** for the provision of Electric Vehicle Charging Infrastructure and Services.

The recommended agreement would be at no cost to the Township and include a ten percent (10%) revenue share, payable monthly to the Township.

Respectfully submitted by,

Electric Vehicle Infrastructure and Services Provider Committee:

Anthony Verley, Deputy Township Manager

Garah Gilani, Township Engineer

Arsalan Gilani, Township Engineer Representative

Issa Abassi, Chief Financial Officer

Simona Casian-Sirbu, QPA, Purchasing Agent

EV Charging Stations Evaluating Criteria

Item	Maximum Points	Comments	JOLT	BLINK NETWORK	GREENSPOT
A. Qualifications/Experience	10	Demonstration of relevant experience with EV infrastructure	5	9	7
B. Technical Criteria					
1. Scope of Work	5	Respondent's proposal demonstrates a clear understanding of the contract goals and scope of work.	4	5	5
2. Maintenance	9	Detailed description of maintenance plan, including frequency of tasks that will be performed to ensure electric vehicle charging stations remain operable throughout the contract term.	6	8	8
3. Track Record	7	Respondent demonstrates a proven track record of managing electric vehicle charging stations in an environment similar to Teaneck.	4	6	7
4. Completeness	5	Respondent's proposal is complete and responsive to the technical/RFP requirements.	5	5	5
5. Computer/System &	5	Functionality of charging station interface & main computer.	2	5	4
6. Customer Service	4	Quality of customer service/staffing	2	4	4
7. Website & Mobile Apps	3	Respondent's mobile app/website/dashboard are intuitive, feature-rich, and user-friendly.	2	3	3
C. Charging Network					
1. Level of Chargers	7	Level of chargers proposed.	4	7	7
D. Management Criteria					
1. Financial Capability/Sponsorship	11	Ability to secure project financing	11	11	11
2. Levels of Investment/System	11	Ability to financially sustain system	11	11	11
E. User Fee and Cost Proposal					
1. User Fee	6	Competitiveness of user charging fee	6	5	4
2. Cost Proposal/Revenue Share Agreement	8	Competitiveness of cost proposal or revenue share agreement.	8	8	6
F. Implementation Schedule	9	Provide implementation plan and ability to expedite schedule	4	8	9
Total	100		74	95	91