

Opportunity to Host a Tesla Electric Vehicle Destination Charging Service

Opportunity

Tesla Motors Australia Pty Ltd (Tesla) seeks up to 50 forward thinking businesses from across South Australia to host Destination Charging service on their premises. By doing so, Tesla owners will be able to charge their electric vehicles over one or more hours when customers or clients of the business concerned.

Preferred businesses include but are not limited to: shopping centres, hotels/motels, restaurants, wineries, iconic tourism sites, and local council offices located near appropriate amenities. Suitable locations may be found in the City of Adelaide, metropolitan Adelaide, regional service centres, country towns and remote tourism locations. Locations may also be chosen on the basis of providing connectivity between key regional centres on major travel routes.

Successful applicants will be selected by Tesla for the quality of services offered to Tesla owners and the contribution that the site would make to the overall Tesla charging network in South Australia.

Successful applicants will be provided with one or more Tesla Wall Connector charging unit(s) free of charge together with guidelines for installation, however electrical connection is the responsibility of the business concerned. The Wall Connectors can operate on either single-phase or three-phase power. They must be installed in a secure location for both the protection of the unit and vehicles being charged. Up to 100 Wall Connectors are available for the purpose of this program (typically of 2 per site).

A condition of the program is that electricity for charging be provided free, however businesses should expect to achieve significant value from services provided to visitors while vehicles are being charged.

In return for hosting a site, Tesla and the South Australian Government will identify and promote your business on electric vehicle charging maps and tourism websites.

The new sites add to the new Tesla Supercharger sites recently opened in Adelaide, Clare and Keith and will significantly expand the existing Tesla Destination Charging network across Adelaide and regional South Australia. The distribution of Tesla's current sites in South Australia can be seen at www.tesla.com/en_AU/destination-charging.

Background

As part of the deployment of the 100MW grid-connected battery near Jamestown in the mid-North, project partners Tesla Motors Australia Pty Ltd and Hornsdale Power Reserve Pty Ltd agreed to a range of economic development measures for the benefit of South Australia. This included the establishment 50 new electric vehicle charging stations by Tesla.

These charging stations will make substantial early contribution to Government's ambitions for the transition of the state's light vehicle fleet to electric vehicles over the next two decades. Electric vehicles charged with 100% renewable energy will be critical to achieving the state's target of Net Zero Emissions by 2050.

Teslas make very popular battery electric vehicles with strong uptake of the Model S and Model X luxury performance models in Australia to date. Tesla owners are proving to be keen travellers and seek to travel widely in their cars within the state and across Australia. To support this, Tesla have established a Supercharger network on major highways to provide a near full charge in 20 minutes and a Destination Charging network at metropolitan and regional sites to enable charging while visiting or staying overnight. The number of Teslas on road will expand markedly in early 2019 with the arrival of the lower cost Model 3.

Eligibility

In order to be eligible to participate in this scheme, an applicant must be a business, local government entity, or community organisation with an Australian Business Number, and be GST registered.

How to Apply

Complete the attached Application Form and email it to Tesla Motors Australia Pty Ltd at destinationchargingAU@tesla.com by 19 January 2018

Prior to this we recommend you seek advice from your electrician to ensure there is enough power to the site, and that you are comfortable with the cost of installation.

Chosen sites will be notified in late January to Early February 2018.

More Information

General information on this program and the requirements for hosting a Tesla Destination Charging Station can be found in the attached Applicant Information and Frequently Asked Questions (FAQ).

For more specific advice contact:

Low Carbon Economy Unit, Department of the Premier and Cabinet. Email: lowcarboneyconomyunit@sa.gov.au

or

Tesla Australia Pty Ltd
Email: destinationchargingAU@tesla.com

APPLICATION FORM

REQUEST TO HOST A TESLA DESTINATION CHARGING SERVICE

To be received at destinationchargingAU@tesla.com by Friday 19 January 2018

Business Name

> _____

ABN

> _____

Contact Details (Postal Address, Email and Contact Phone)

> _____

Proposed Installation Address for Charging Service (if not as above)

> _____
> _____

Proposed Number of Charging Units (Standard offer is 2)

> _____

Business Hours of Operation (when Charging Service will be available)

> _____
> _____

Nature of Business (services provided for visitors)

> _____
> _____
> _____

Adjacent attractions or services

> _____
> _____
> _____
> _____

Acknowledgement

I / We acknowledge that I / we have read the selection criteria and prioritisation methodology for the program, and if selected, agree to pay installation costs for the Wall Connector charging unit(s) and to provide a free destination charging service to Tesla owners for a period of 5 years.

Signed: _____

Name: _____

Position: _____

Date: _____

APPLICANT INFORMATION

SA TESLA DESTINATION CHARGING PROGRAM

Selection

The choice of successful applicants is at the sole discretion of Tesla Motors Australia Pty Ltd. However, Tesla will be assisted in the assessment of applications by advice from government personnel.

Prioritisation Criteria

Prospective applications will be prioritised according to the extent that they:

- Provide an attractive and safe destination suited to Tesla owners with desirable activities to pass time while the vehicle charges.
- Reflect local/regional demand for electric vehicle charging services.
- Improve the distribution and connectivity of the Tesla Destination Charging Network.

Responsibilities of the applicant if an offer is made by Tesla and accepted

The successful applicant will undertake to:

- Install the Wall Connector charging unit(s) at his/her own cost in an agreed location on the premises.
- Provide free charging to all Tesla owners between the advertised hours of business. However, charging may be associated with a fee paying service such as overnight accommodation or fees for access to a car park.
- Keep the charging station and its parking spaces free of other vehicles.
- Maintain the Tesla charging station for a minimum period of 5 years.

Proponents are free to install additional non-Tesla chargers at the site at their own expense.

Contractual Relations

All contractual relations in regard to the Destination Charging service will be between Tesla Motors Australia Pty Ltd and the business concerned.

The role of the South Australian Government in this program is simply to promote the opportunity to businesses and to assist in selection of the most suitable sites.

Promotion of the Destination Charging Service by Tesla and the SA Government

The business and charging site will be listed on the Tesla website map and in-car navigation services.

The Government will promote the business and its charging service for electric vehicle tourism purposes.

FAQS: SA TESLA DESTINATION CHARGING PROGRAM

What will I gain from providing a Tesla Destination Charging service?

You will be well placed to attract a growing number of Tesla owners to your business and obtain the benefit of these visitors purchasing your goods and services.

Are there any ongoing fees to be a part of the Tesla Destination Charging Program?

No, Tesla provides the charging equipment free-of-charge and will promote its availability via its website and in-car navigation service once it is successfully installed.

Can I charge a customer for using the Wall Connectors?

Destination Charging is a free service to attract customers to your business, it's like offering free Wi-Fi. However if contained within a commercial car park, normal parking charges may apply.

Can I promote the availability of the Wall Connectors through my company's communication channels?

Yes, but you must first obtain Tesla's written endorsement of what you intend to publish by social media/website/print media to ensure compliance with Tesla's corporate values and for consistency of message across all Tesla Destination Charging sites. It is not permitted to use the Tesla logo or images from the Tesla website, but Tesla we will provide you with a stock image for the purpose if required.

How long will it take to charge a car?

Most customers will spend between 1 – 3 hours charging while consuming goods and services onsite. At accommodation locations customers tend to charge overnight which can range from 3 – 5 hours.

Is the Tesla Wall Connector compatible with other electric vehicles?

No, the Tesla Connector is specific to Tesla vehicles. You are free to install other charging units to cater for non-Tesla vehicles, but this will be at your own cost and Tesla will not promote this facility.

How much power do I need to have available?

The Wall Connector can be installed either 3-phase or single phase and is programmable from 16 – 32A.

- For locations with an average visiting time of 1 hour, a 3-phase 32A connection is preferred.
- For locations where customers are staying overnight, a single phase 32A connection is sufficient.

Can the Wall Connector be installed outdoors?

Yes, the connector is IP 44 rated for indoor-outdoor use.

How do I mount the Wall Connector in my car park?

The wall connector can be mounted to either a post or a wall, however Tesla do not provide the post.

Can I directly measure the amount of electricity the Wall Connector uses?

No, there is no hardware to meter the consumption of electricity when charging vehicles.

Does the Wall Connector require maintenance?

There is no ongoing maintenance.

Where is the charge port located on the car and how far does the cable reach?

The charge port is located on the rear left hand side of the Tesla vehicle and the cable is 2.4m long.

Who can install the Wall Connector?

Any qualified electrician can do the work.

What is the estimated cost of installation for a Wall Connector?

Installation is site dependent and the distance from switchboard. 2 x Wall Connectors (with power sharing) is on average \$1,000 - \$2,000, but a quote from your electrician should be sought to confirm this.

How long it will take to install the connectors?

Depending on the labour involved it can take a few hours or couple of days. A site inspection from your electrician can determine the requirements and timeframe for installations.

What do I do if my wall Connector stops working?

First check that the isolator switch hasn't turned on. If it is an internal reason Tesla will send a replacement unit under the 1 year warranty.