



Welcome to the Public Promise Procurement Webinar
POWERING THE FUTURE: EV CHARGING SOLUTIONS

Contract Announcement



Electric Vehicle Charging Equipment and Services

Today's Presenters



Carolyn Secor
Purchasing Agent
Broome County, N.Y.



Frank Huerta
Director, Alternative Fuels
Lilypad EV



Anthony Chapman
National Program Director
Public Promise Procurement



Cathy Muse
National Program Director
Public Promise Procurement



AGENDA AND GOALS

Introduce Public Promise Procurement, Powered by NACo

The Lead Public Agency, Broome County & the procurement process and contract

Overview of the products and services Lilypad EV can provide under the Broome County contract

Next steps

Questions

Public Promise Procurement



Anthony Chapman

National Program Director

Public Promise Procurement



Who We Are

ADVOCACY



Strengthening America's Counties

Healthy, safe and vibrant counties across America

- 3,069 County Governments
- 40k County Elected Officials
- 3.6M County Employees



BUSINESS



Purchasing, People, Performance

Establishes sustainable, cost-saving and value-added solutions by harnessing the purchasing power of all 3069 counties.



Wholly owned by NACo, Public Promise Procurement provides counties with cost-effective and efficient contracting vehicles. The unique Lead Public Agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers and make a single award.

PURCHASING



**Lead Public
Agency Model**



**Competitively
Solicited**



Transparency



Savings

The NACo Difference

- Wholly Owned by NACo
- Transparent LPA Model
- Nationally Competed
- Leverage +90k Public Agencies
- Single Award
- Federal Funding Compliant
- Comprehensive Scope
- Long Runways
- Reinvesting in Counties

Benefits to Procurement

- No Private Investment
- Solicited & Vetted by Trusted Peers
- Best in Class Suppliers
- Competitively Priced
- Compliant w/ Procurement Laws
- 2 CFR 200... Compliant
- Reduced Number of Contracts
- Increase Efficiency/Reduce Costs
- Strengthening America's Counties

Procurement Advisory Council



MARIA AGRUSA
County Procurement Officer
Orange County, Calif.



SEAN BEHAN
Chief, Procurement
Services, Dept. of
Purchasing and Contracting
San Diego County, Calif.



STEPHANIE BRICE
Deputy Director,
Purchasing Dept.
Cobb County, Ga.



ERIC CARLSON
Purchasing Agent
Douglas County, Neb.



KAREN DAVIDSON
Purchasing Agent
El Paso County, Texas



PATRICK FLANARY
CFO &
Deputy County
Manager
Wake County, N.C.



JAMES FOLEY
Deputy Chief
Procurement Officer
Maricopa County, Ariz.



MIKE FROSCH
Director of Purchasing
Dallas County, Texas



ADAM MANNE
Chief Procurement
Officer
City of Baltimore, Md.



MARIA MILES
MWBE Program
Director
Guilford County, N.C.



GILBERT ODONKOR
Manager, Construction
Procurement
Hennepin County,
Minn.



LEE ANN PENDER
Chief Procurement
Officer
Fairfax County, Va.



**MEGAN
PERRY-BALONIER**
Purchasing Dept
Director
Franklin County, Ohio



RAFFI SARRAFIAN
Chief Procurement Officer
Cook County, Ill.



CAROLYN SECOR
Purchasing Agent
Broome County, N.Y.



FELICIA STRONG-WHITAKER
Chief Purchasing Agent
Fulton County, Ga.

Our Team



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Steven James Media Group

Marketing Partner
www.stevenjames.com

Broome County, New York



Carolyn Secor

Purchasing Agent
Broome County, N.Y.



★ Broome County

- Carolyn Secor, Purchasing Agent
- Jason T. Garnar, County Executive, and Hal McCabe, Deputy County Executive for Physical Services – Executive Sponsors
- Mid-size county with a population of just under 200,000 located in the Southern Tier region and home to Binghamton University
- Led a public procurement process following Broome County procedures on behalf of themselves and all public agencies
- <https://broomecountyny.gov/purchasing/>



Role of Broome County as the LPA for Public Promise Procurement

- Work with PPP to develop the RFP based on County needs and coordinate national requirements
- Approve and issue the RFP based on County terms and conditions
- Post the RFP and receive responses through eProcurement system
- Perform initial review of responses for responsiveness to the solicitation and responsibility
- Organize and advise selection committee members on their duties which include being fair, impartial and conflict free
- Lead the evaluation, negotiate final contract with selected respondent and make an award recommendation to the County Legislature and support its approval
- Actively administer the awarded contract
- Ensures open and transparent process from contract solicitation to contract close-out



RFP Process & Contract Award



Development and Launch of the Lilypad EV Master Agreement for Public Agencies

RFP for EV charging equipment and services issued by Broome County and advertised nationally

February 5, 2025

April 8

Pre-proposal conference held

Proposals due

April 24

Proposals evaluated by multi-agency panel of evaluators

May 1 – June 6

Negotiations held between Broome County and Offerors

June 7 – June 30

Broome County Legislature approves award of the cooperative Master Agreement to Lilypad EV

July 17, 2025





★ Contract Award

- Single contract award to Lilypad EV
- Effective for an initial 5-year term August 28, 2025 – August 27, 2030 with one five-year renewal option through August of 2035
- Comprehensive suite of products, services and solutions to meet a wide variety of needs
- National pricing
- Flexible terms and conditions adaptable to Participating Public Agency statutory requirements
- 2 CFR 200 terms and conditions included



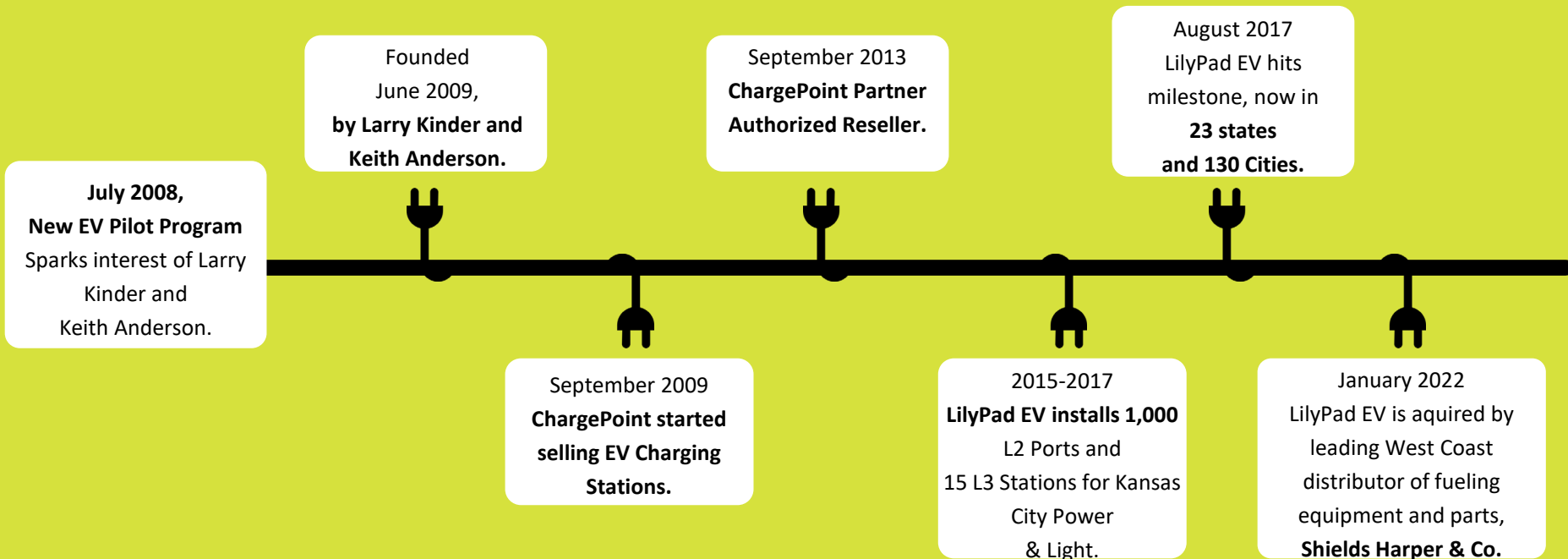
Frank Huerta

Director, Alternative Fuels
Lilypad EV





About Us

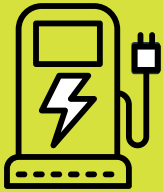


We Make EV Easy TM

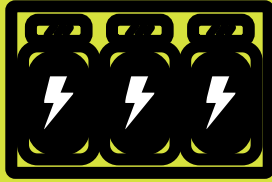


Core Competencies

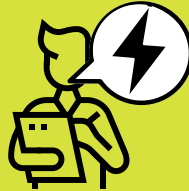
LilyPad EV is the leading expert in the EV charging industry, with over 7,500+ installations across America.



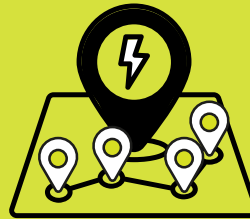
Charging
Stations



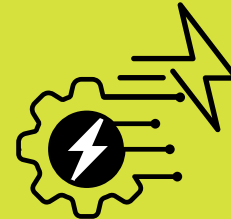
Battery Energy
Storage System



Consulting



Design



Engineering



Operations and
Maintenance

We Make EV Easy TM



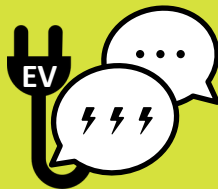
Ready Charge

At LilyPad, we understand the frustration that comes from navigating the often-volatile world of electric vehicle charging support.

Ready Charge was born from the shared experiences of customers who demanded better — both in public spaces and private areas. We've crafted a service that bridges the crucial gap between site hosts and service contractors.



Simplicity and
Speed



Responsive
Support



Backed by
LilyPad EV

We Make EV Easy TM

Public Promise Procurement




Anthony Chapman

National Program Director

Public Promise Procurement




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— NACo Public Promise Procurement

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Single-Award Cooperative Purchasing For Public Agencies

HEAR FROM YOUR PEERS



As a purchasing cooperative expressly for public entities, Public Promise Procurement understands the nuances of government bidding and procurement, provides access to premier suppliers, and does so with streamlined efficiencies for our members with competitive pricing.

Stephen Acquario
Executive Director, NYSAC

Competitively Bid Government Contracts With Best-In-Class Suppliers

NACo Public Promise Procurement provides counties with **cost-effective and efficient purchasing** contract vehicles. The unique **Lead Public Agency (LPA)** and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers.

[Register](#) [View Contracts](#)



Register

*This registration form is intended only for qualifying public agencies, education & non-profit organizations intending to participate in the cooperative as a purchasing entity. Organizations interested in being a supplier should [click here](#).

Thank you for expressing your interest in the NACo Public Promise Procurement cooperative.

By electronically reviewing & agreeing to the Master Intergovernmental Cooperative Purchasing Agreement (MICPA), your organization may begin utilizing all of our competitively bid, single award contracts immediately.

Upon submission, our team will reach out to complete the welcome process.

Please tell us about your organization.

Entity Name

Entity Type

Federal Employer ID Number (FEIN)

- Select An Option -

000-00-0000

Contact Name

Job Title

Your Name

- Select An Option -

Organization Shipping Address

City / Municipality

State / Province

Zip / Postal Code

- Select An Option -


Phone Number

Email


Contract(s) of Interest

☐ KONE (Building Services)
☐ Safeware (Public Safety)
☐ United Rentals (Equipment)
☐ WBCP (Recruiting)
☐ Iron Mountain (Doc/Data Services)
☐ Llypsid EV (EV Charging)
☐ Please review and agree to the [MICPA](#).

☐ I am human



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Single-Award Cooperative Purchasing For Public Agencies

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Competitively Bid Government Contracts With Best-In-Class Suppliers

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Stephen Acquario
Executive Director, NYSAC

Supplier	Contract Title	Contract Period End	Category	Lead Agency
KONE	ELEVATOR, ESCALATOR, WALKWAY, AND LIFT, NEW CONSTRUCTION, MODERNIZATION, MAINTENANCE AND REPAIR SERVICES	12/31/29	Building Services	Maricopa County, AZ
Safeware	PUBLIC SAFETY, EMERGENCY PREPAREDNESS & COMMUNITY RESILIENCE	06/30/31	Public Safety / Community Resilience	Cobb County, GA
United Rentals	RENTAL, LEASE & PURCHASE OF EQUIPMENT & ASSOCIATED SERVICES & SUPPORT	07/31/29	Equipment	Maricopa County, AZ
WBCP	GOVERNMENT EXECUTIVE RECRUITMENT	10/14/29	Personnel	County of San Diego, CA
Iron Mountain	DOCUMENT MANAGEMENT	08/31/2030	Document / Administrative Services	Maricopa County, AZ
Lilypad EV	EV CHARGING & FLEET INFRASTRUCTURE	08/27/2030	EV / Fleet Management	Broome County, NY

Lilypad EV



Lilypad EV Contract Documentation & Resources

Executive Summary

Contract Documents

Solutions & Resources

Contact Us Today

Lilypad EV is an industry pioneer of electric vehicle charging equipment & comprehensive solutions for community, public agency fleet, and workplace EV infrastructure, utilizing hardware, software, installation, maintenance support and operation of electric vehicle charging equipment, installation, network, support, maintenance and operations.

Lead public agency (LPA) agreements with suppliers are in effect and available through the contract's approved term.

Electric Vehicle Charging Equipment for Community, Public Agency Fleet & Workplace EV Infrastructure

Broome County, NY

Contract Number: CA-2982

Initial award from August 28, 2025 through August 27, 2030 with option to renew through 2035.

Contract, Pricing Schedule, RFP & Bidder Response Documents:

- [Executed Contract](#)
- [National Pricing Sheet](#)
- [Request for Proposals \(RFP\)](#)
 - [Addendum 1 - Pre-Conference Q&A](#)
 - [Addendum 2 - Notice of Change in Proposal Due Date](#)
- [Bidder Response](#)
- [National Advertisements](#)

Downloadable Resources

Learn more about Lilypad's electric vehicle charging equipment, workplace EV infrastructure, services & products that are available to your county or public agency by viewing the resources below.



Best-in-class Cooperative Purchasing for Public Agencies



Awarded Supplier:
Lilypad EV



Lead Public Agency:
Broome County, NY

EXECUTIVE SUMMARY

Supplier Solutions: Acquisition of electric vehicle charging equipment & comprehensive solutions for community, public agency fleet, and workplace EV infrastructure, utilizing hardware, software, installation, maintenance support and operation of electric vehicle charging equipment, installation, network, support, maintenance and operations.

Solicitation Data:

Serial # RFP-2025-019

RFP Closing Date: April 24, 2025

Award Date: August 28, 2025

Contract Data:

Contract Name: Electric Vehicle Charging Equipment and Services

Contract #: CA-2982

Effective Dates: August 28, 2025 to August 27, 2030 with the

option to renew through 2035

Contract Addendum: Lilypad EV

Contract Addendum POC: Frank Huerta, Director of Alternative

Fuels, frank.huerta@lilypadev.com

Lead Public Agency: Broome County, New York

Lead Public Agency POC: Carolyn Secor, Purchasing Agent –

Carolyn.Secor@broomecountyny.gov

Lead Public Agency Address: County Division of Purchasing,

Fourth Floor, Edwin L. Crawford County Office Building, 60 Hawley

Street, Binghamton, NY 13901

NACo Contracts Page Website Address:

<http://publicpromiseprocurement.org/contracts/>

The NACo Public Promise Procurement/Safeware Contract covers the following products, services and support:

- Level 2 Charging Stations
- Level 3 DC Fast Charging Stations
- Accessories including pedestals, cable management kits, mounting hardware, universal connectors
- Software and Cloud Services
- Installation and Commissioning
- Maintenance and Support
- Turn-key Build, Operate and Maintain Options
- Consulting and Project Management
- Training and Customer Support
- Financing Options and Grant Assistance



www.PublicPromiseProcurement.org

THANK YOU!

Please add your questions to the Q&A

Follow-up:

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Frank Huerta | frank.huerta@lilypaddev.com

Cathy Muse | cmuse@naco.org

