



# DISCOVER CHARGING AS A SERVICE

**Charging as a Service (CaaS), by Facility Solutions Group (FSG), is a unique program that allows facilities to offer a valuable amenity to customers and employees, and keep 100% of charging revenue with financing solutions that remove out-of-pocket investment or risk.**

**In addition to providing traditional financing structures such as Capital and Municipal Leases, FSG introduces a new concept: Charging as a Service. CaaS is a comprehensive, turnkey solution that provides equipment, installation, software, maintenance and driver support under a predictable monthly payment.**

## What is CaaS?

Are you looking to offer EV Charging without investing capital and dealing with maintenance? There are some EV charging providers who offer a unit at no cost to you while taking a high portion of your charging revenue...often as high as 95%! Did you know that annual net charging revenue for 8 hours a day of charging can exceed \$10,000 every year?

With CaaS FSG maintains ownership of your chargers. Maintenance, repairs, and software are all included. You simply make a monthly payment, and 100% of charging revenue is deposited into your account via ACH twice a month.

## Benefits from CaaS

**Reap the many advantages of EV Charging:**

- Important amenity for customers and employees
- State-of-the-art technology
- You keep valuable charging revenue
- Reduced maintenance costs Shift spending from CAPEX to OPEX
- Use charging revenue to make service payments
- No ownership/obsolescence risk; vendor/service provider takes responsibility for the system

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## HERE'S HOW IT WORKS

New EV Charging Stations are an important addition to your business, can help attract new customers, and most importantly can be a significant source of revenue. However, upfront costs are perceived as a barrier to installing EV chargers. Indeed many customers give up significant annual charging revenue for a no cost solution. By deploying the Charging as a Service (CaaS) business model, upfront installation costs are essentially eliminated. Charging revenue can pay for the “use” of EV Chargers. The CaaS vendor retains ownership of the EV Chargers and is responsible for maintenance, upgrades, and overall performance

With the CaaS model, an organization can realize immediate daily charging revenue. A portion of the charging revenue can be used to cover the monthly costs for Charging as a Service, while the balance of charging revenue is kept by the organization.

## ABOUT FSG

Facility Solutions Group, (FSG) is one of the nation’s largest single-source providers of lighting and electrical products, electrical services, electrical construction, and energy management solutions. With a successful 40 year history of serving customers, FSG develops, designs, markets, sells, and supports all types of lighting, electrical, control, and energy-saving products and services.

The company’s products and services enable customers to build, maintain, expand, or upgrade their facility infrastructures, in scenarios ranging from new construction to remodels to ongoing operations.

## USE FSG'S CHARGING AS A SERVICE PROGRAM TO:

- Self-fund EV Charging from day one with revenue generation that can be used to pay for the project
- Control cash flow
- Upgrade to an amenity that your customers and employees want
- 100% of charging revenue is deposited into your account automatically
- Take advantage of flexible, end-of-term options (including fair market value—FMV purchase)
- Become cash flow positive immediately as a subscriber
- Comply with the latest local and federal requirements

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