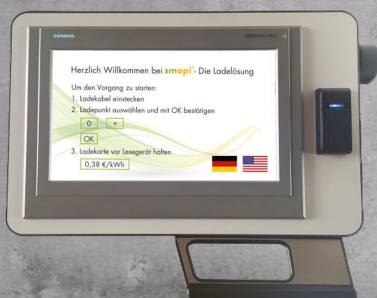# UNIQUE SELLING POINTS

smopi® - Multi Chargepoint Solution GmbH

Unique Selling Points

version 06/2022

© smopi®

The following pages explain the unique selling points of smopi® - Multi Chargepoint Solution GmbH. If there are any questions or uncertainties you can find further Informationen at smopi.de/information-center/.

CONTENT

1

Smopi® is a German charging station manufacturer that successfully markets a complete Multi Chargepoint solution compliant with calibration regulations. The company was founded as an in-house start-up of Gebauer Elektrotechnik GmbH & Co. KG in 2019. smopi® is a small start-up with employees in Germany and in Austria.

Our expertise in electromobility is based on extensive experience in the field of charging infrastructure, load and charge management in the context of sensible and sustainable use of surplus energy from renewable sources. smopi® offers a high degree of flexibility thanks to its modular structure, its high safety standard and a billing system adapted to use. Our calibration-compliant multi-point charging solution is the ideal solution for growing demands on the charging infrastructure in neighborhoods, in fleet management as well as in public and semi-public parking areas.

With our core product – the multi-point charging solution compliant with calibration regulations – smopi® offers a currently unique solution on the market. Coupled with a charging station management software that not only enables the construction and technical monitoring of charging infrastructures, but also takes over a comprehensive and detailed billing of charging processes including the fully automated processing of all roaming events on both CPO and MSP side. Another feature that the software offers is the hassle-free billing for roaming charging.

With the unique multi-point charging solution, with the world's first worldwide calibration-compliant remote visual display, from smopi® and us as your operator of the charging infrastructure, our customers, as owners of the (semi/public) charging infrastructure, can sit back and let us do the work without worries. If you would like to operate the station yourself, we will be happy to offer you a solution for this as well.

With OCPP 1.6, the charging station communicates with the charging station management software. An upgrade to OCPP 2.0 is planned. ISO 15118 is fully integrated into the management software and successfully tested. ISO 15118 is an international series of standards that regulates bidirectional communication between electric vehicles (EV) and charging points. smopi® also works on the hardware side in the implementation of ISO 15118.

Currently, more than 29,000 charging points and 300,000 charging cards worldwide are managed with the charging station management software that smopi® uses. The roaming network, which is thus available to end customers, has (if activated accordingly) more than 180,000 charging points throughout Europe.

1
SMOPI® COMPANY DESCRIPTION

2

HARDWARE SERVICES

As the only manufacturer in Germany, smopi® has succeeded in obtaining the type examination certificate for our multi-point charging solution compliant with calibration regulations for 10 years at the corresponding certification body.

The operation of „smopi® - The charging cabinet solution" takes place through a backend system that meets the requirements for MessEV and MessEG. Thus, smopi® is also liable to smopi® vis-à-vis the state calibration authority or market surveillance declaration.

Meets the high conditions of the calibration law.

3 COMPONENTS = THE SOLUTION

smopi® - Die Ladeschranklösung is made of 3 modular components that together build a charging system. The charging points at the parking lots protected by a sturdy steal case contain no technical components than a type 2 plug. This enables charging for all battery electric vehicles and meets the conditions of the calibration law.

The charging technology is hosted in the central charging cabin. The cabin supplies up to 10 charging points at the parking lots. Ususally the charging cabin is located in a secure service room. We also offer an outdoor version of the charging cabin.

With the operating panel you can control up to 10 cahrging points. With the operation panel as world's first worldwide calibration-compliant remote visual display smopi® won the German Innovation Award 2022 in the category - excelence in business to customer emobility. While charging the data relevant to the calibration law will be shown at the operation panel.

Baumusterprüfbescheinigung
type examination certificate

gemäß: Anlage 4 Modul B der Mess- und Eichverordnung vom 11.12.2014
in accordance with: *Annex 4 Modul B of the Measures and Verification Ordinance dated 11.12.2014*

Nr. / No.: DE MTP 20 B 014 M

Ausgestellt für:
Issued to:

smopi® - Multi Chargepoint Solution GmbH
Im Eisenhütle 12
74626 Bretzfeld-Schwabbach
Deutschland

Geräteart: *Type:*	Ladeeinrichtung für Elektrofahrzeuge *charging station for electric vehicles*
Typenbezeichnung: Type Code:	**smopi® – Die Ladeschranklösung**
Objektbeschreibung:	**AC-Ladeeinrichtung für Elektrofahrzeuge im öffentlichen und halböffentlichen Bereich**
Properties:	AC Charging station for electric vehicles in public and semi-public areas

Auftrags Nr.: *Order No.:*	**80079815-00 Rev_0**	**Notifizierte Stelle** *Named authority*
gültig bis: *valid until:*	**01.07.2031**	**Registriernummer** *Registration Number*
		1948
Prüfgrundlagen: *Testing requirements:*	REA-Dokument 6-A / PTB-A 50.7 / PTB A 50.8	

Rechtsbezug: Mess- und Eichgesetz vom 25.Juli 2013
Legal reference: Verordnung über das Inverkehrbringen und die Bereitstellung von Messgeräten auf dem Markt, Veröffentlicht im BGBl am 11.12.2014

Datum / *date*: 02.07.2021

Eduard Stangl
Leiter der Zertifizierungsstelle

DAkkS
Deutsche Akkreditierungsstelle
D-ZE-12030-01-00

2.1.1
THE CHARGING CABINET

The central charging cabinet offers the possibility of supplying several charging points from secure operating rooms with access protection. Electrical safety, as well as data security, is paramount. Authorized persons are not in a position to manipulate or decommission the system. An extension (with up to 10 charging points) is possible at any time thanks to the modular principle. A „control with relevance to calibration regulations „, as well as a control for communication with the backend are installed in the charging cabinet. This ensures that no data relevant to calibration regulations can be changed during an update. So, updates with new functions are possible at any time without losing the calibration right permit.

The center of charging infrastructure

2.1.2
CONTROL UNIT

The 15" touch display with RFID reader to start the charging process. All important information is visualized. The display complies with the Price Indication Ordinance (PAngV). Charging power and charging time are displayed in accordance with the Measurement and Calibration Ordinance (MessEV). The e-car driver who has charged at „smopi® – The Charging Cabinet Solution" can photograph the public key on the display and compare it with his billing (invoice). Verification is carried out by means of transparency. With transparent-software, consumers have the opportunity to check the validity of digitally signed measured values of charging processes. This allows the consumer to ensure that the invoiced values have not been manipulated by third parties.

world's first worldwide calibration-compliant remote visual display

1. Date and time
2. Short instruction
3. Selection buttons
4. Selected charging point
5. OK Button
6. Price display
7. Help menu to explain the signed measured values and transparency software-
8. Checksum of the softw-------------are relevant under calibration regulation--
9. Language----------------------------

2.1.3
CHARGING POINT

Simple and vandal-proof charging points supply the individual parking lot. Wall or stele mounting possible.

The charging points don't work as independent charging stations. A charging cabin can supply up to 10 charging points controlled by one control unit. The maintenance and updates take place at the charging cabin. smopi® offers additional equipment for „Die Ladeschranklösung" (attached charging cable, and cable management systems).
The steles and cable inlets can be labeled with individual branding.

"

simple, sturdy design at the parking lot

1. Date and time
2. Button to display the public key and the server ID of the energy meter
3. Public key in plain text
4. Server ID in plain text
5. Public key and server ID as QR code
6. Stop
7. Power with which the vehicle is charged
8. Return
9. Energy charged into the vehicle
10. Animation
11. Meter reading at the end of the charging process
12. Meter reading at the beginning of the charging process
13. Status of the charging
14. Selected charging point

2.1.3.1
DISPLAY OF THE CHARGING POINT ON THE OPERATOR PANEL

2.2
SOFTWARE

2.2.1
RATES, BILLING AND REFUNDS

A public charging infrastructure, on which the electricity is to be automatically billed to an end customer, requires a backend connection (management of the charging station(s) by a management software). smopi® gives station owners the possibility with its charging station management software either the stations in the backend themselves or have them managed by smopi®. The operation of our multi-point charging solution is carried out by a backend system that naturally meets the legally prescribed requirements according to MessEV and MessEG.

The management software enables the administration, monitoring and billing of charging stations or charging processes. The application is cloud-based. The functions provided via the software are made available to the smopi® customer as Software as a Service (SaaS) for use via the Medium Internet. The customer can be set up his own portal access for this purpose. In order to access the software, the customer is assigned a user ID consisting of user name and password. The customer can change his password at any time via the administration interface.

Our management system serves our customers with a very flexible tariff management. We set the tariffs for our customers, which can be billed throughout Germany. Our customers have the flexibility to choose from a pool of ready-made pricing models/tariffs and to define the conditions. From performance-based or time-dependent tariffs (which are no longer permitted in Germany) to flat rates, you have many options for how you can design your pricing.

The tariffs can be assigned either to a physical charging card or a virtual identification medium such as an app and respect all legal and financial requirements throughout Germany - this forms the basis for an automated evaluation of CDRs (Charge Detail Record) and automated billing.

Automated billing enables the creation of invoices at the end of the month for the services consumed by your end customers. The invoices are automatically generated and sent as a PDF document to your customers by e-mail.

At your station, a charging process can be started using an app, scanning the QR code or with a charging card (identification medium). In the case of authorization by an identification medium unknown to you (third-party EMP), external roaming is spoken of, and such charging processes are refunded to you with 90% of the total revenue. In the case of authorization by an identification medium stored in the system (known charging card), this is referred to as an internal charging process, and such charging processes are refunded with 100%.
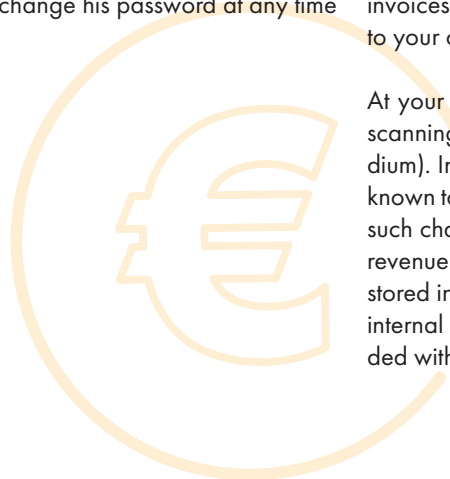
The operating time defines the period in which charging can be carried out at a charging station (this is 24/7). By defining an operating time from, for example, 06:00 to 22:00 , charging operation can be limited to this period.

In the example mentioned, the charging station then no longer allows any charging outside operating hours (i.e. before 6 a.m. and after 10 p.m.). The charging station is virtually „locked", and no one (except the charging station owner – depending on the configuration) can charge more. This status is displayed in various (roaming) platforms and in all apps. (Dependent the scope of services of third-party apps and roaming platforms that are beyond ourcontrol.)

The operating time function could therefore also be used for private charging stations that are publicly accessible. After the end of the defined operating time, only the charging station owner can charge.

The configuration of the opening hours can also be made in the charging station management software / backend. These then normally refer to the opening hours of a trading company (e.g.: supermarket, shop, gas station, etc.) where the charging station is in operation. Subsequently, you have the option of defining different tariff conditions during opening hours than outside opening hours.

2.2.2
SETTING AND OPENING HOURS

FERDERAL SUPPORT REQUIREMENT

As requirement of ferderal financial support the supported charging stations have to be available 24/7.
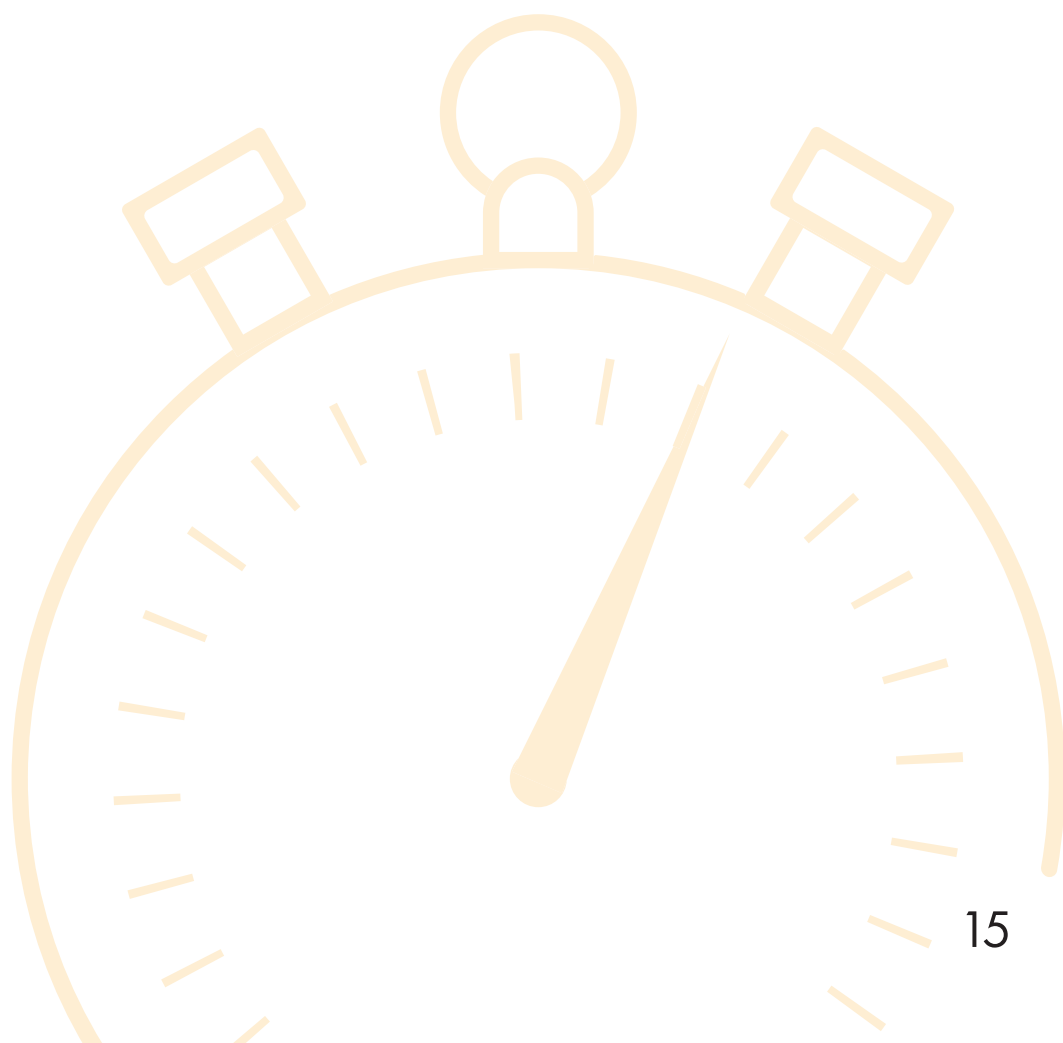
2.2.3
ROAMING SERVICES

Charging stations can be publicly „switched" via the backend and thus made accessible to a wide range of customers. This also increases the revenue you generate on your charging infrastructure. No matter if you are an operator of charging stations or a mobility service provider, our goal is to open up your offer to as many customers as possible.

Roaming services must ensure that drivers of electric vehicles can charge at as many charging stations as possible – preferably with any charging card, with any contract and with any app. You benefit from this as an operator of the charging infrastructure and as a provider of mobility services.

The invoicing and reimbursement are carried out via backend. The transaction-based fees and the actual cost of the loads are calculated at the end of each month on the monthly system bill.
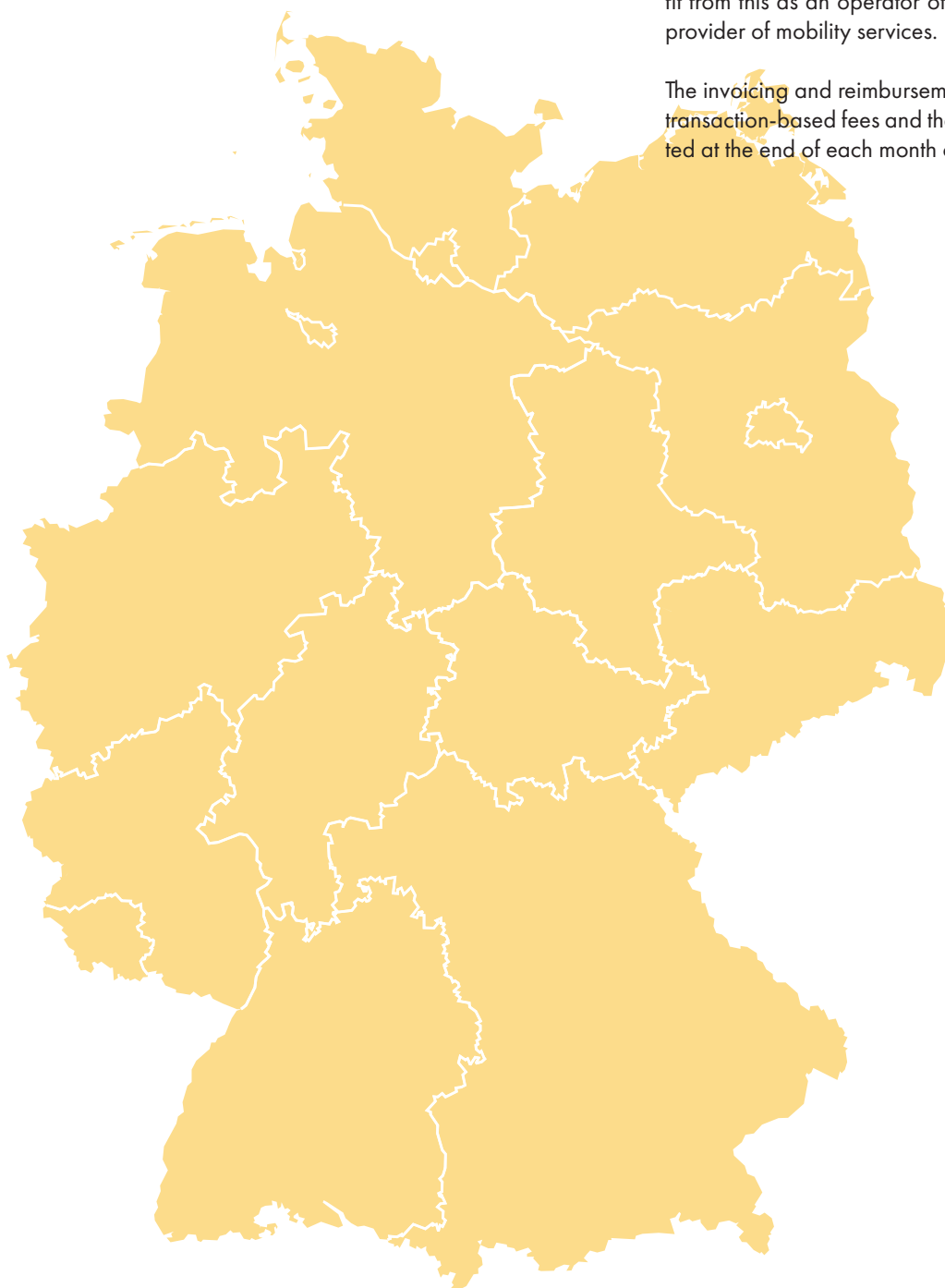
A t smopi® you can also purchase charging cards. You can also purchase charging chips on our website (link: https://smopi.de/bestellung/).

A dditionaly we offer charging cards as white label solutions for companies.

powered by

MultiChargepointSolutionGmbH ● ®

smopi
www.smopi.de

F urthermore, you can view detailed information about our tariffs (link: https://smopi.de/tarifauswahl/) in our info center.

Tarif	Aktivierungsgebühr	Monatliche Gebühr	Roaming	deutschlandweit
Standard Tarif	✓	✓	✓	✓
Viellader Tarif	✓	✓	✓	✓
Lokaler Tarif	✓	✗	✗	✗

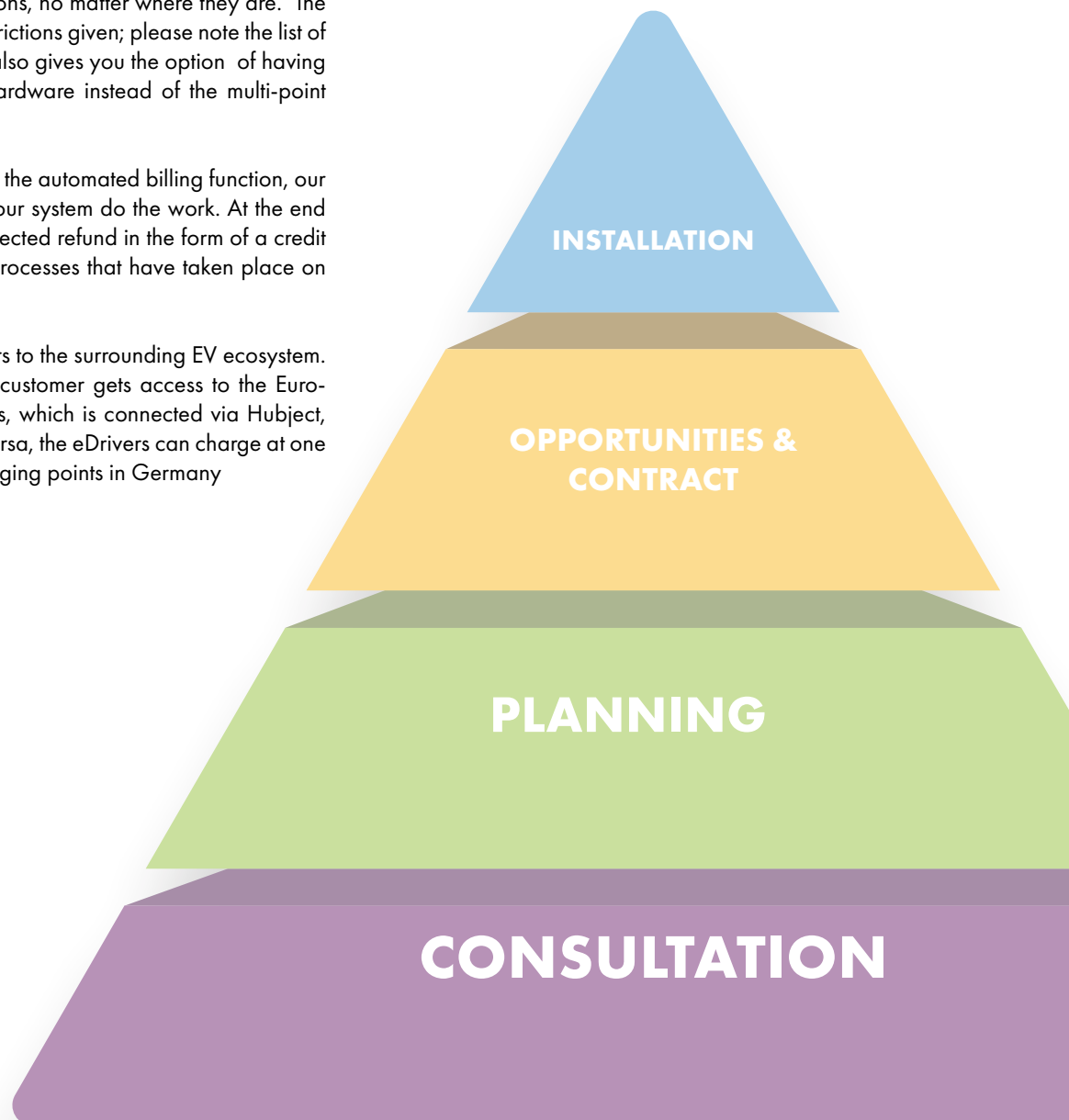Übersicht - Auf der Seite „Tarifauswahl"

3

As a full-service provider, smopi® has the solution for every business case in e-mobility. From the in-house developed hardware to the complete management, in terms of billing, reimbursement, monitoring, remote monitoring to maintenance of your charging infrastructure, you are guaranteed worry-free operation.

For the needs of the CPO, we offer our charging station management software a comprehensive backend that allows our customers to remotely control all their stations, no matter where they are. The hardware-neutral software (restrictions given; please note the list of compatible charging stations) also gives you the option of having smopi® operate a different hardware instead of the multi-point charging solution from smopi®.

With the tariff management and the automated billing function, our customers can sit back and let our system do the work. At the end of the month, there is also a collected refund in the form of a credit note for all roaming charging processes that have taken place on your charging infrastructure.

The roaming services open doors to the surrounding EV ecosystem. With our roaming service, our customer gets access to the European customer base of eDrivers, which is connected via Hubject, Gireve and many more . Vice versa, the eDrivers can charge at one of our >26,000 connected charging points in Germany

INSTALLATION

OPPORTUNITIES & CONTRACT

PLANNING

CONSULTATION

MultiChargepointSolutionGmbH ®

smopi
www.smopi.de

CONTACT

smopi® - Multi Chargepoint Solution GmbH
Im Eisenhütle 12
74626 Bretzfeld
Telefon 07946 94455 30
smopi.de

LADESCHRANK

LADEPUNKT

BEDIENGERÄT

START NOW!
WEBSITE SMOPI.DE