



EMOBILITY® FOR HOSPITALITY INDUSTRY

EV driver experience at their favorite destinations

usa.siemens.com/emobility

The goal of the hospitality industry is to provide customers with an enjoyable experience. Whether that entails having an ice cool drink and/or a hot meal in an inviting atmosphere, a comfortable stay at a hotel, a special concert or show, a trip to a favorite theme park or exploring destinations on a cruise ship, the personalized experience is top priority. To ensure that guests have an excellent experience often requires offering amenities that compel people to want to return. One of these key provisions is having access to electric vehicle (EV) charging. As the growth of EVs on the roads quickly rises, more and more EV chargers will need to be deployed at these locations to meet customer experience demands.

Siemens has been involved with the hospitality industry for many years, supporting the growth of smart building designs with electrical infrastructure, building automation and fire and security solutions. This foundation allows Siemens to easily deploy, manage and reduce the costs for the latest building addition, EV chargers. We are helping shape the world with innovation charging solutions, powering the infrastructure as well as planning and implementing secure grid connections with renewable integration to enable the growth of EV adoption.

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| Accessible parking for all

A recent [forecast](#) predicts that in 2030 EV sales in the U.S. would be closer to 4.7 million compared to the 500,000 in 2021, which would equate to a cumulative of approximately 25 million EVs on the roads by 2030. But with this spike, places like hotels, restaurants, bars, theme parks, event venues and other travel and tourism locations will need to ensure they not only have the EV charging infrastructure for their guests, but also for their staff and suppliers' electric delivery vehicles. Deploying EV charging will require a calculation of how to balance capital expenditures, operating expenses and all-around EV charging functionality based on usage.

For example, where guests can park their EVs for longer periods of time, such as overnight at a hotel or all day at a theme park, a Level 2 AC (alternating current) charger would easily suffice. However, where guests tend to only stay shorter periods of time, like coffee shops and restaurants, a blend of both AC and DC (direct current) fast charging might be needed.

Investing in EV charging can provide a more enjoyable experience for guests who drive EVs, but you must ensure you are providing accessible, easy-to-use charging that can charge various types of vehicles; this requires that you have the right tools to help you easily manage the chargers and a partner who understands the full needs of EV charging infrastructure, including electrical power requirements.



To ensure a seamless charging process for all, Siemens offers PlugtoGrid™, an end-to-end set of solutions for EV charging infrastructure. PlugtoGrid can provide multiple solutions, including our Level 2 VersiCharge™ AC chargers or our Level 3 VersiCharge™ Ultra DC fast chargers, along with electrical equipment and cloud-based services to support and manage EV chargers.

Siemens offers both AC and DC fast charging for all vehicle brands and types, including Tesla. Our VersiCharge AC series is an optimal solution for light to medium-duty vehicles that can charge over extended periods of time, whereas our VersiCharge Ultra DC chargers offer faster charging options for

those looking to “top off their tanks” in a less than an hour. These chargers also offer options such as credit card readers and both CCS and CHAdeMO plug-in connections. In addition to our chargers, we offer cloud-based solutions that help you easily manage your chargers including driver billing, load management, reporting and more.

In higher altitude locations, getting EV charging to work properly can be a challenge, which is why Siemens VersiCharge Level 2 AC chargers are capable of functioning in altitude up to 9,842 feet (3,000 m), so places like Breckenridge, Colorado, and Flagstaff, Arizona, can have access to EV charging.



| Revenue opportunities

In locations where the chargers will be used via a “pay-to-charge” method, Siemens offerings allow many different options. For places where chargers are located in an open public area, the chargers can be set up to accept payment using an integrated RFID card method or scanning a QR code to process payments. For Siemens VersiCharge Ultra DC fast chargers, an optional credit card reader can be added that allows for quick and easy payment processing. Various cost structures can be configured to allow staff or employees to receive different rates or

chargers for free, but when the public uses the chargers, they would still pay a per kW or fixed payment. These options can provide additional revenue to offset the installation and energy usage costs. Management of the pay-to-charge rates, monitoring the assets and more can be performed with Siemens cloud-based services. In addition, with Siemens AC chargers you can integrate to other systems via OCPP or standard Modbus, further expanding the flexibility of our solutions.



| Funding the transition

To support the adoption of EV charging, incentives are available from many sources, such as utility rebates and state and federal funding. Specific amounts and programs for your state can be found on many public websites like [transportation.gov](https://www.transportation.gov). A federal government program that may be utilized is the Infrastructure Investment and Jobs Act, which funds many different EV focused areas like DC fast charging along interstates, electrical infrastructure additions and more. Moreover, under the Infrastructure Investment and Jobs Act, there is a \$1.25 billion

community grant program designated for the EV charging infrastructure. Eligible projects include publicly accessible locations such as parking facilities at public buildings—even those that are privately owned or managed. Siemens can aid in navigating through available funding options and eligible use as well as the application process. We can also provide a letter of support when filing for electrification grant funding along with other financing routes to fill in any gaps.



Larger hospitality installations with shuttles buses, light-duty vehicles and corporate fleets

Electrifying theme parks, campuses or larger hospitality locations with shuttle buses or light-duty transport vehicles can greatly reduce overall carbon emissions as well as lessen the total cost of fleet ownership. Siemens can help with a holistic transportation electrification strategy to guide decision-making for fleets both today and tomorrow. We can help answer critical questions like what

chargers best fit your specific needs, how many chargers are optimal for your operations and what power grid connections are required and how to best manage your electrified fleet operations. Siemens offers a variety of plug-in options, from our VersiCharge AC chargers all the way up to 175 kW of DC fast charging.



| Be prepared for tomorrow

The future is clear: due to widespread adoption and rapid growth, EV charging will continue to be the norm and standard moving forward. As more and more consumers and customers switch to electric vehicles, they will expect that places of hospitality such as theme parks, concert/sporting event venues and restaurants come equipped with EV charging stations. Not having this critical feature may decide

whether they return to spend their money at your business location or not. This being the case, it's imperative that hospitality locations of all kinds adapt and ensure that they have EV charging options available for patrons, staff and business partners alike. Siemens is both capable and eager to assist in making the transition to implementing EV charging a seamless and stress-free experience.

| eMobility[®] solutions



VersiCharge™ AC series

- Level 2 AC charging – Up to 11.5 kW
- Building management system integration
 - Including Siemens Desigo CC and WinCC
- Flexible communication connections
- Open payment options
- OCPP integration
- NEMA 4 outdoor/indoor rating
- Charges all standard EV models
- Cost efficient
- VersiCharge™ AC Blue - Buy American compliant



Cloud-based services

- Remote diagnostics
- Load management and control
- Detailed reporting
- Managed billing
- Firmware updates
- Commissioning
- Drive app
- RFID management



VersiCharge™ Ultra

- Level 3 DC fast charging
- 175 kW DC power
- Both CCS and CHAdeMO plug connections
- Easy installation
- OCPP integration
- Built-in credit card reader option
- Can be custom wrapped
- Simple cable management



Electrical equipment

- Panel boards
- Load centers
- Meters
- Breakers
- Safety switches
- Transformers
- Switchgear



Asset services

- Preventative maintenance
- Start up and commissioning
- Energy, markets and business consulting
- Turnkey solutions
- Structured finance

Legal Manufacturer

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