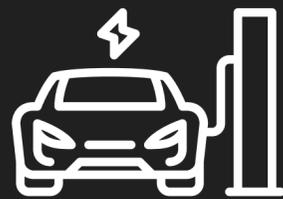


Welcome to the Tesla Certified Installer Program for Commercial Level 2 Charging





1

Overview of our program and offering

2

Installing our Product

3

Collaboration Opportunities

4

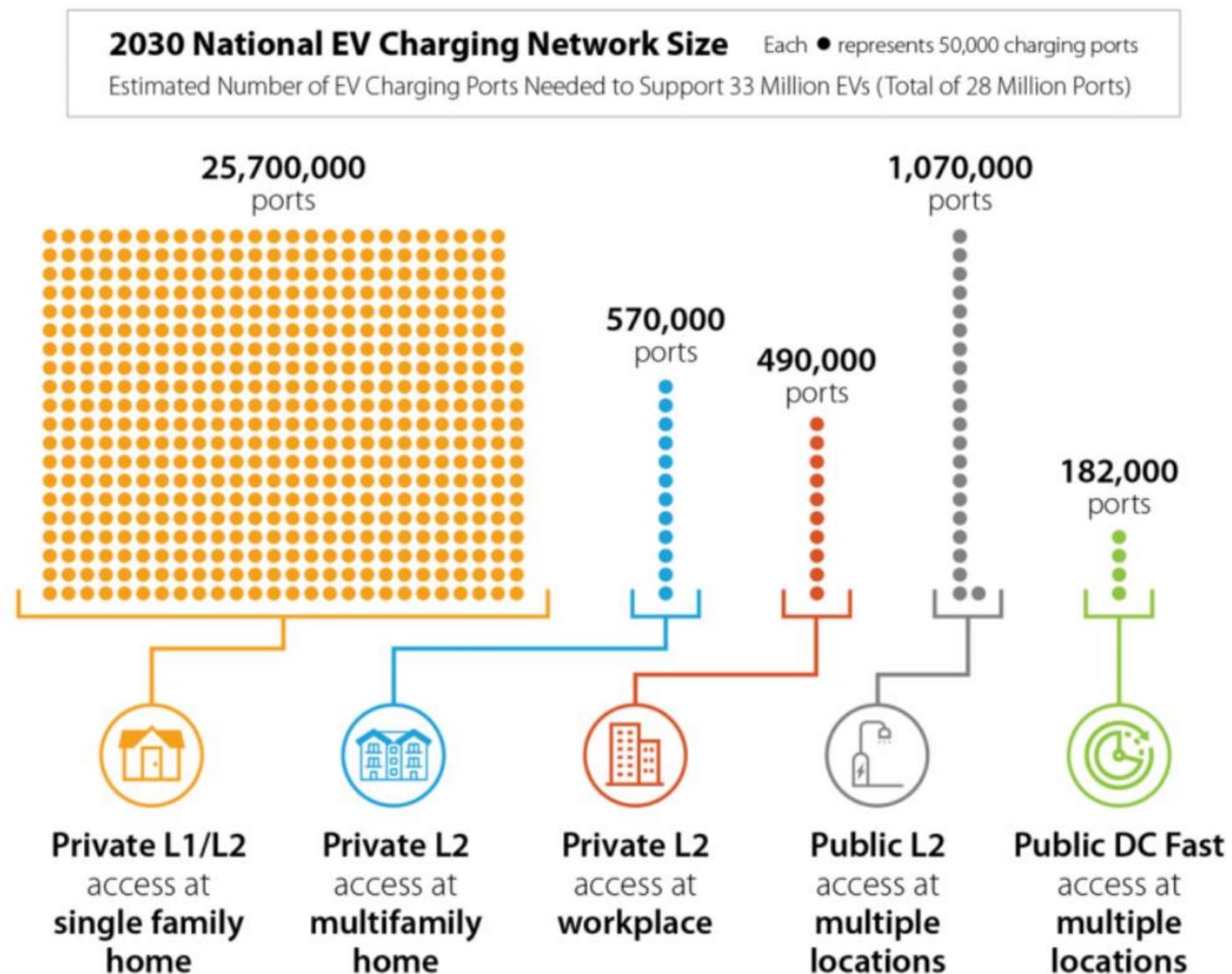
Q&A





Why join Tesla as a Certified Installer for Tesla Commercial Level 2?:

Grow your Business, Tools to make the sale, and complete more installations.



- Commercial Level 2 charging is about providing **easily accessible charging where EV drivers need it.**
- **Key Market Opportunities for install:** Apartments, Condos, Workplace, Hotel's, Schools, Shopping Centers and Destination Attractions (National Parks, Theme Parks, etc.)
- **Apartment & Condo, Workplace, & Retail centers alone** are expected to host **~2.2M units by 2030 in the US.**
- **There is massive opportunity, and we need reliable install partners to help with this demand**



What Benefits do you get for becoming a Tesla Certified Installer

The program is free to join and requires a current Electrical contractor's license and online training modules.

- **Access to the Tesla one app:** Only Tesla Certified installers can complete Tesla charging installations.
- **Access to install trainings:** Become experts at installing our products.
- **Sales collateral:** to help you earn more business and win more jobs.
- **Partnership sales efforts:** Bring us in to support on selling large job opportunities and RFP style bids.

- **Discounted pricing:** Our certified installers get discounted pricing for bulk orders through partner portal.
- **Tesla Website Listing :** As a certified installer you can opt in to be listed on our website once you add in you service territory. This provides more exposure for your business as many commercial properties use our website to find installers in their area

T E S L A

Find a Tesla Certified Installer

We work with trained Certified Installers to install our products. Find and contact your nearest Tesla Certified Installer to set up your Tesla products below. [Learn More.](#)

Grow Your Business

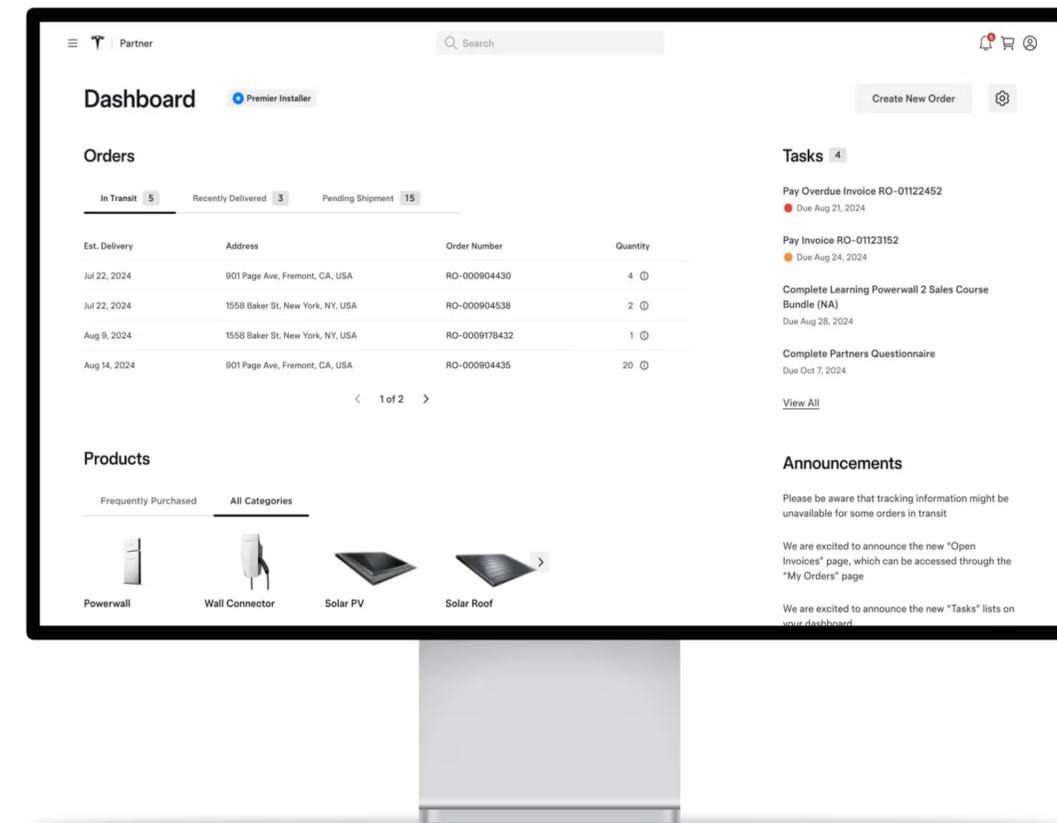
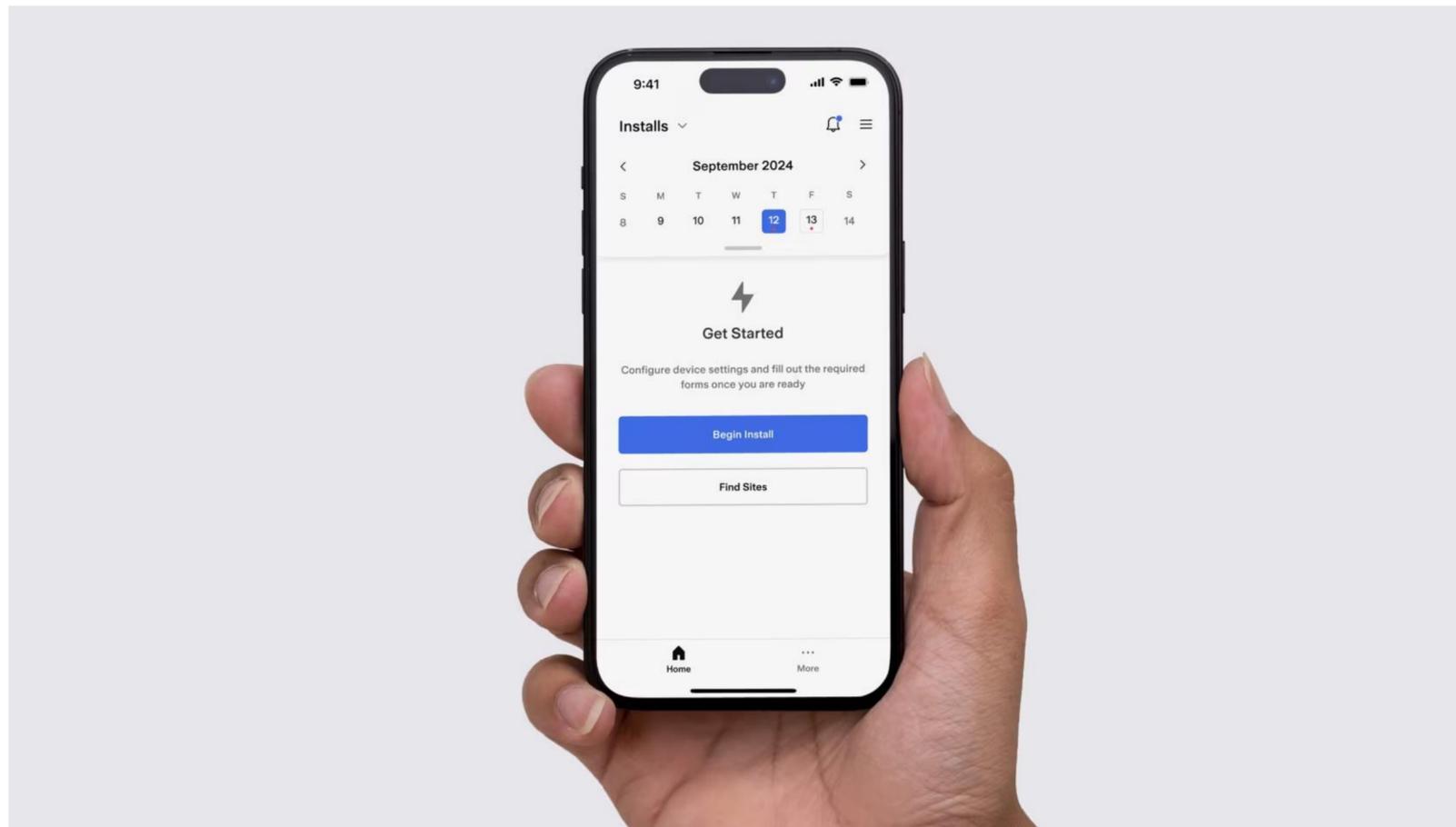
Combine your local market expertise with **Tesla's Universal Wall Connector** to win more business. As a Tesla Certified Installer, you have access to training and tools to help promote your company's ability to install Tesla wall Connector, empowering you to make the sale and complete installations.

Support When You Need It

Our Partner Portal gives you access to Tesla-approved marketing resources to help grow your business and increase your profits. Anytime you have questions along the way, a dedicated Tesla Account Manager will be available to support you.

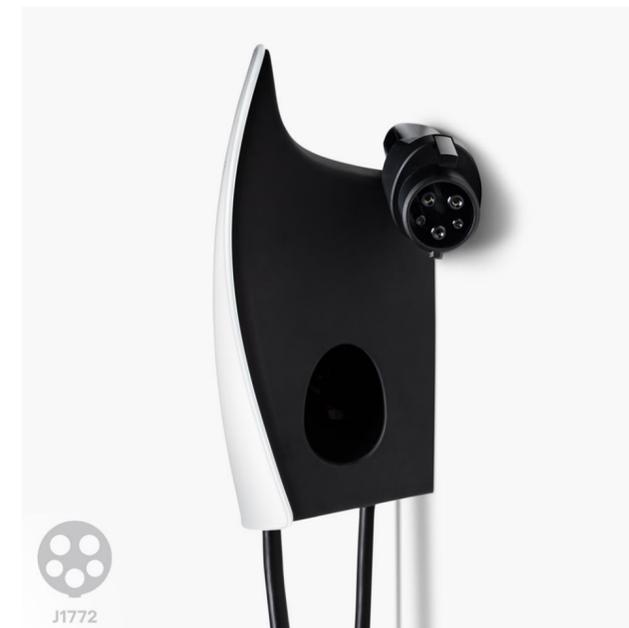
Lead Share Opportunity

With Tesla's National and Global Presence, we can share Our leads with our certified installation network. We will share leads to in market installers





North America's only truly universal charging product, allowing all EV drivers to charge without needing a 3rd party adapter





Tesla makes Commercial **Level 2 Charging simple. One product with Zero billing complexity for the owner.**

Billing services: Tesla collects payment and send's it back to the site owner quarterly.

MSRP: \$600 US / \$850CAD per unit



Product specifications

- ✓ Charge all EVs seamlessly with no adapters
- ✓ Up to 44 miles of range per hour
- ✓ Power output of up to 11.5kW / 48 amp
- ✓ Power share in groups of 6 Wall Connectors
- ✓ Wi-Fi connectivity for over the air updates, remote diagnostics, and 24/7 access
- ✓ Approved for indoor/outdoor installation
- ✓ Energy Star certified and UL Approved
- ✓ Wall or pedestal mount (can be dual-mounted)

Program details & ownership experience

Tesla for Business

- ✓ Monthly statements
- ✓ Add more users
- ✓ Enable pay per use and update pricing

PowerHub

- ✓ Live session data
- ✓ Charger status
- ✓ Troubleshooting insights

Start Date & Time	End Date & Time	Location	Total
Nov 12, 2023 at 15:51	Nov 13, 2023 at 04:32	The Selby	\$13.50
Nov 12, 2027			
Nov 12, 202			
Nov 12, 202			
Nov 11, 202			
Nov 11, 202			

Set Charging Price

Boardwalk Apartments

Set price between \$0.01 to \$0.75, price change will take effect on Apr 15, 2023

Price per kWh

\$0.25 kWh

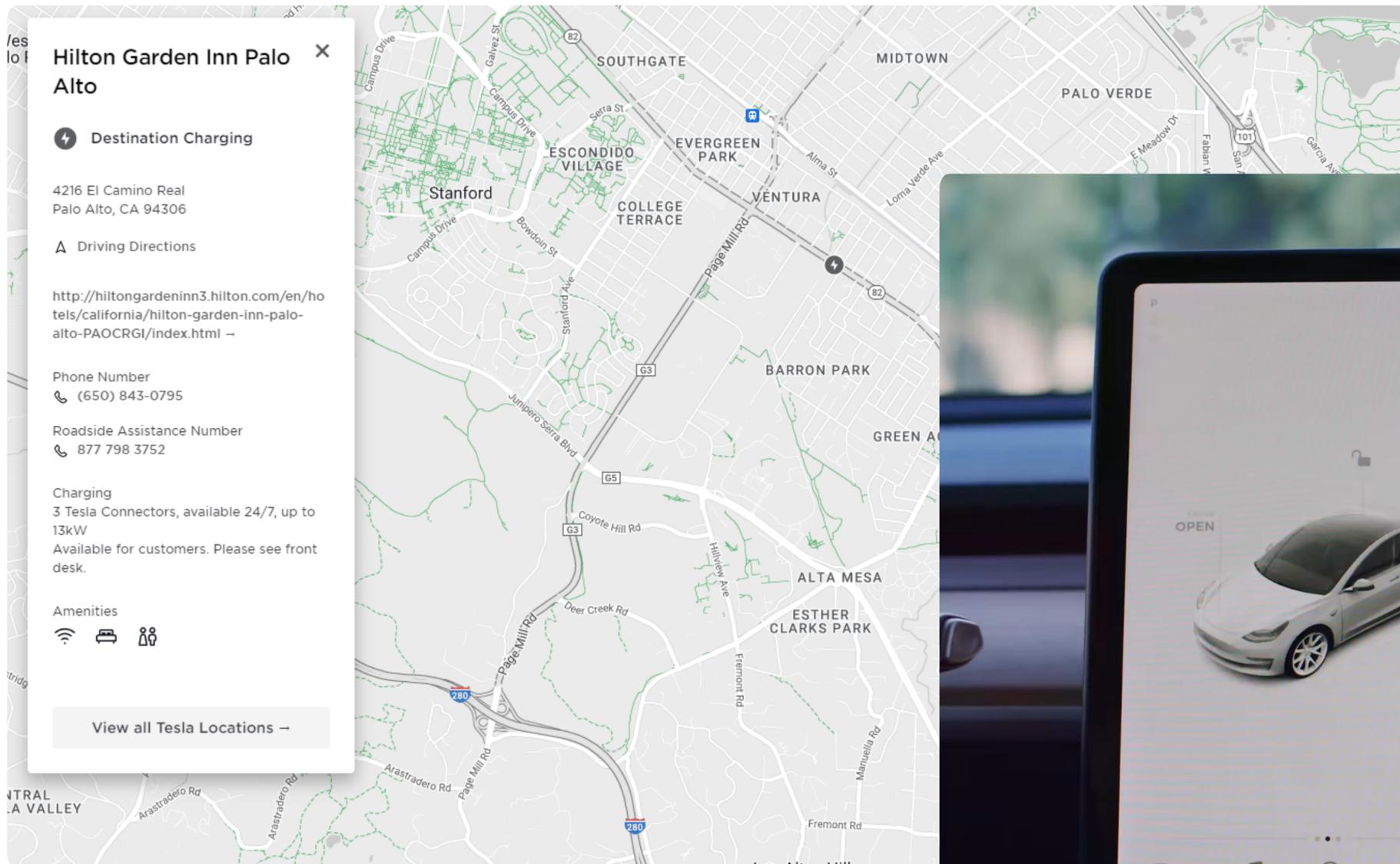
Set price between \$0.01 to \$0.75

Save

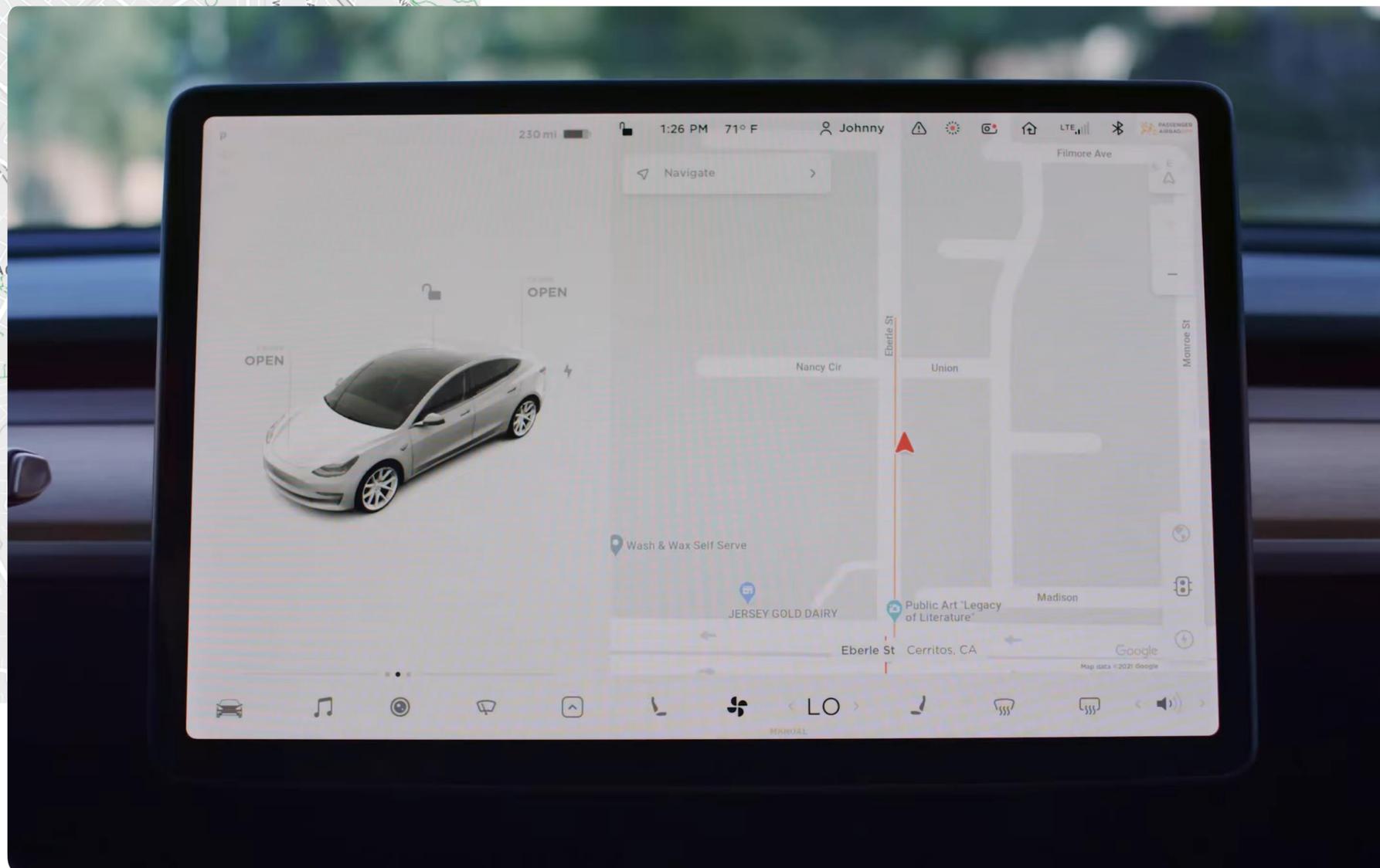


Overview of our program and offering

Drivers will find and navigate properties conveniently from their touchscreen, automatically increasing foot traffic (optional to be listed in Tesla's charging map)



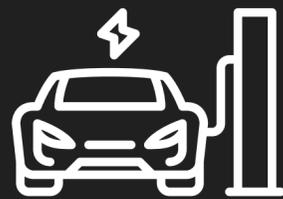
Huge sales lever for properties that would like the extra visibility



Sample configurations and site renderings

Flexible configurations and installation options are available





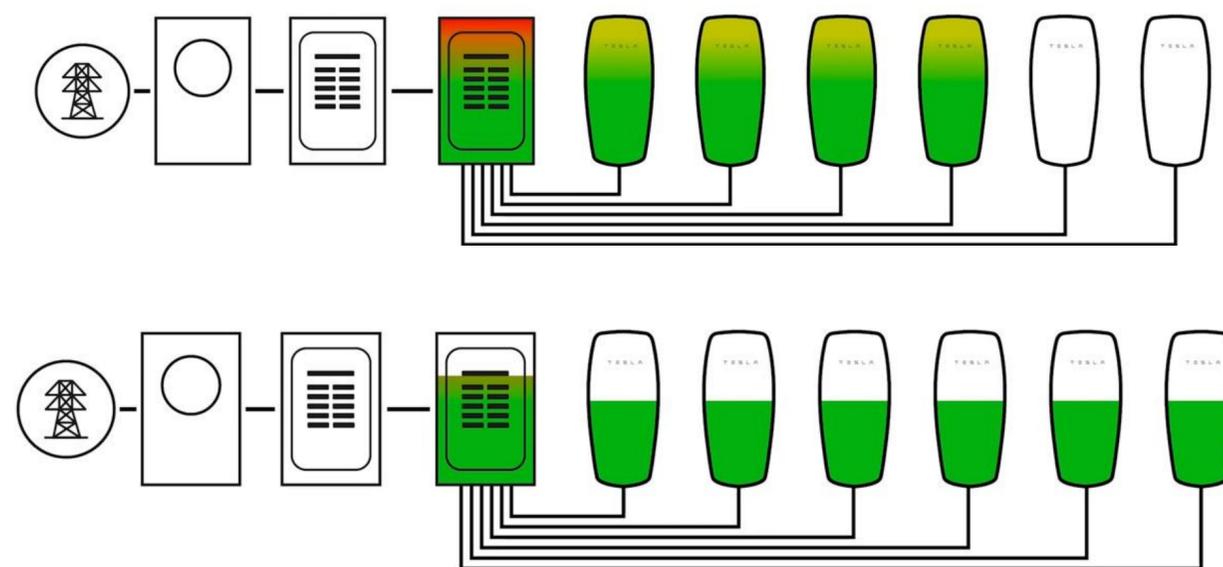
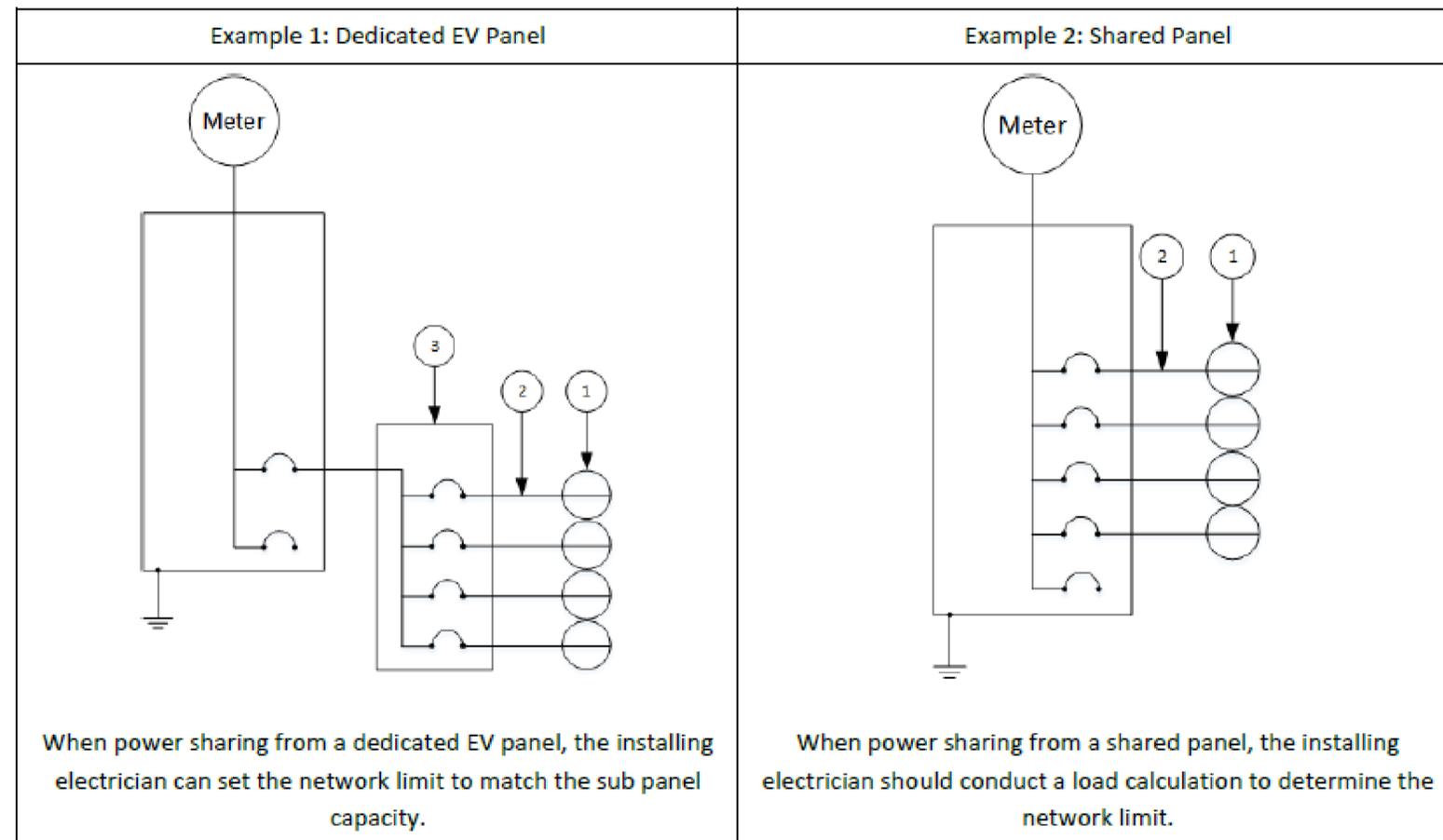
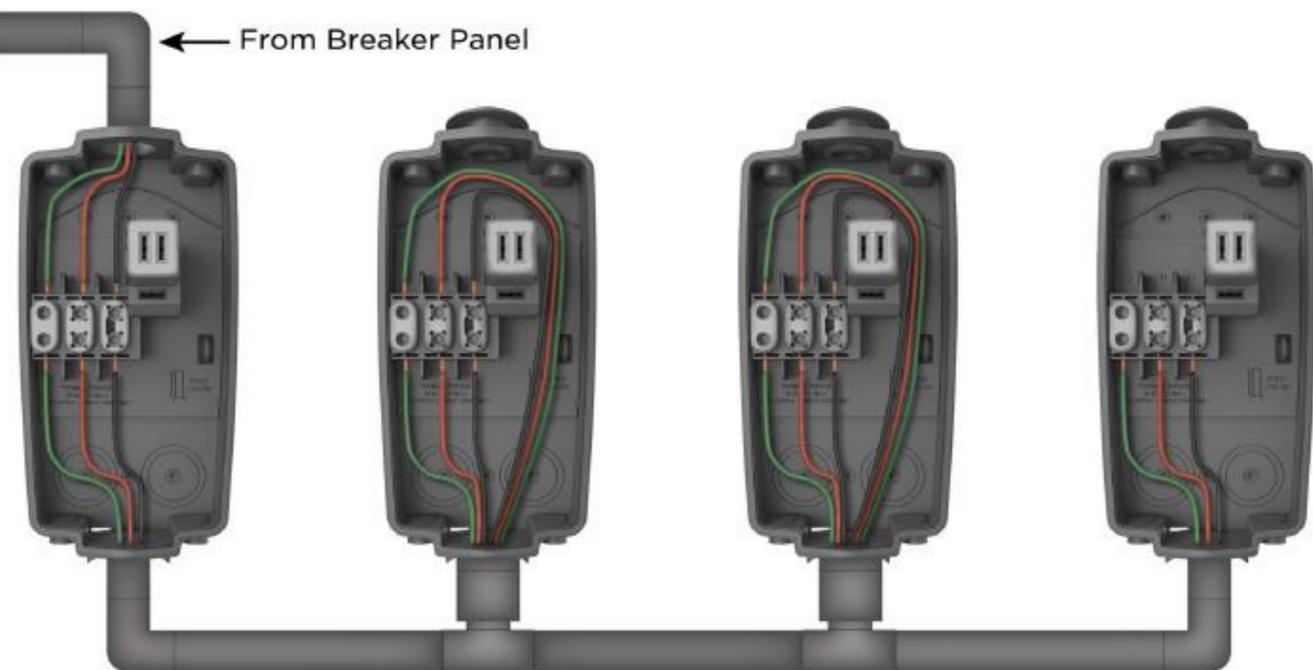
1 Overview of our program and offering

2 Install Flexibility (Daisy chain and Group Power Management)

3 Collaboration Opportunities

4 Q&A

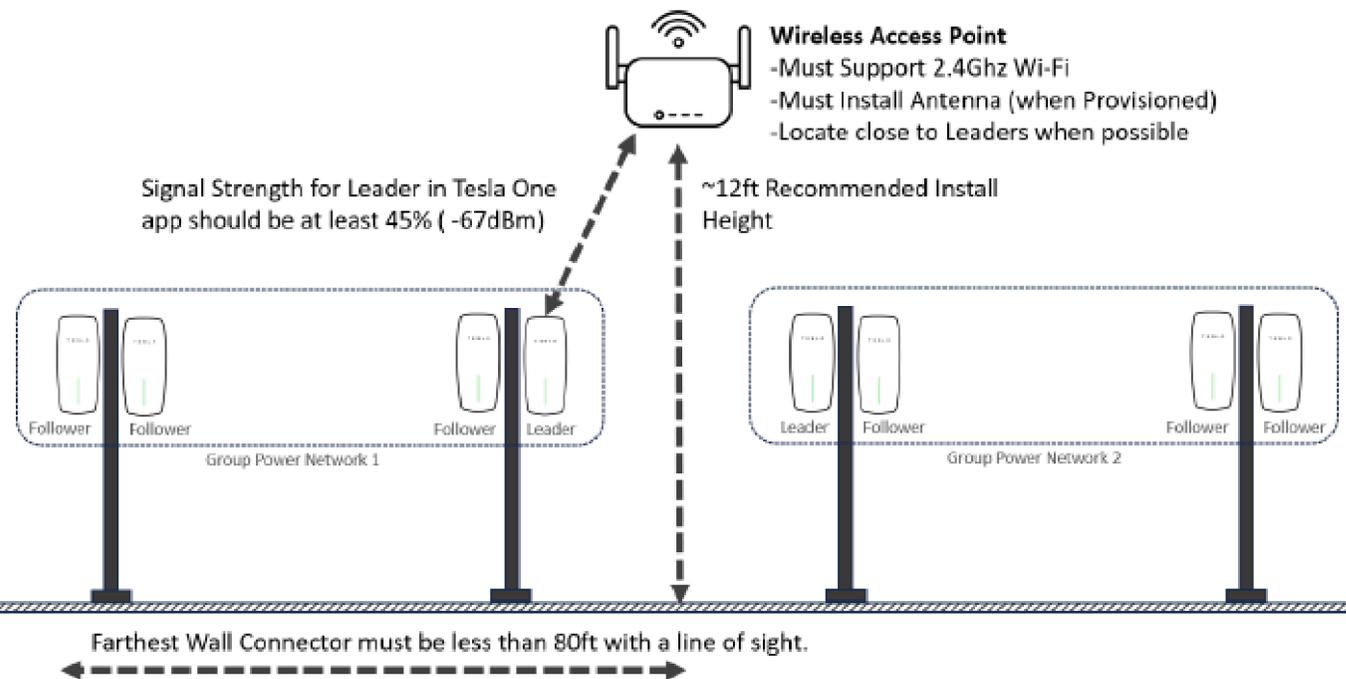




 WIRELESS ACCESS POINT GUIDELINES

Table 1.

Access Point install height	Permitted Line of Sight distance to Wall Connector
10 to 12 ft (Recommended)	80 ft
8 to 9 ft	60 ft
7 to 8 ft	40 ft



Reliable Connectivity is required for Tesla for business and power hub commercial features



Key Features of Tesla for Business & Powerhub

Tesla for Business

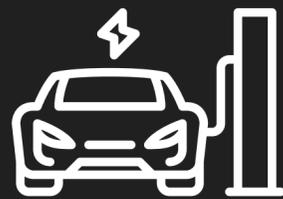
- Enable pay per use and update pricing
- View historical revenue, sessions, and energy dispensed graphs
- Get monthly statements & download data
- Update Amenities & Access hours
- Add and manage users

Powerhub

- Live session data
- Charger status
- Real-time and historical site occupancy
- Historical utilization, uptime and connectivity
- Troubleshooting insights and more

Wireless Access Point Configurations

Setting up the Internet Gateway or wireless Access Point is the responsibility of the installer unless instructed otherwise by the property owner. Following are some important configurations to pay attention to:

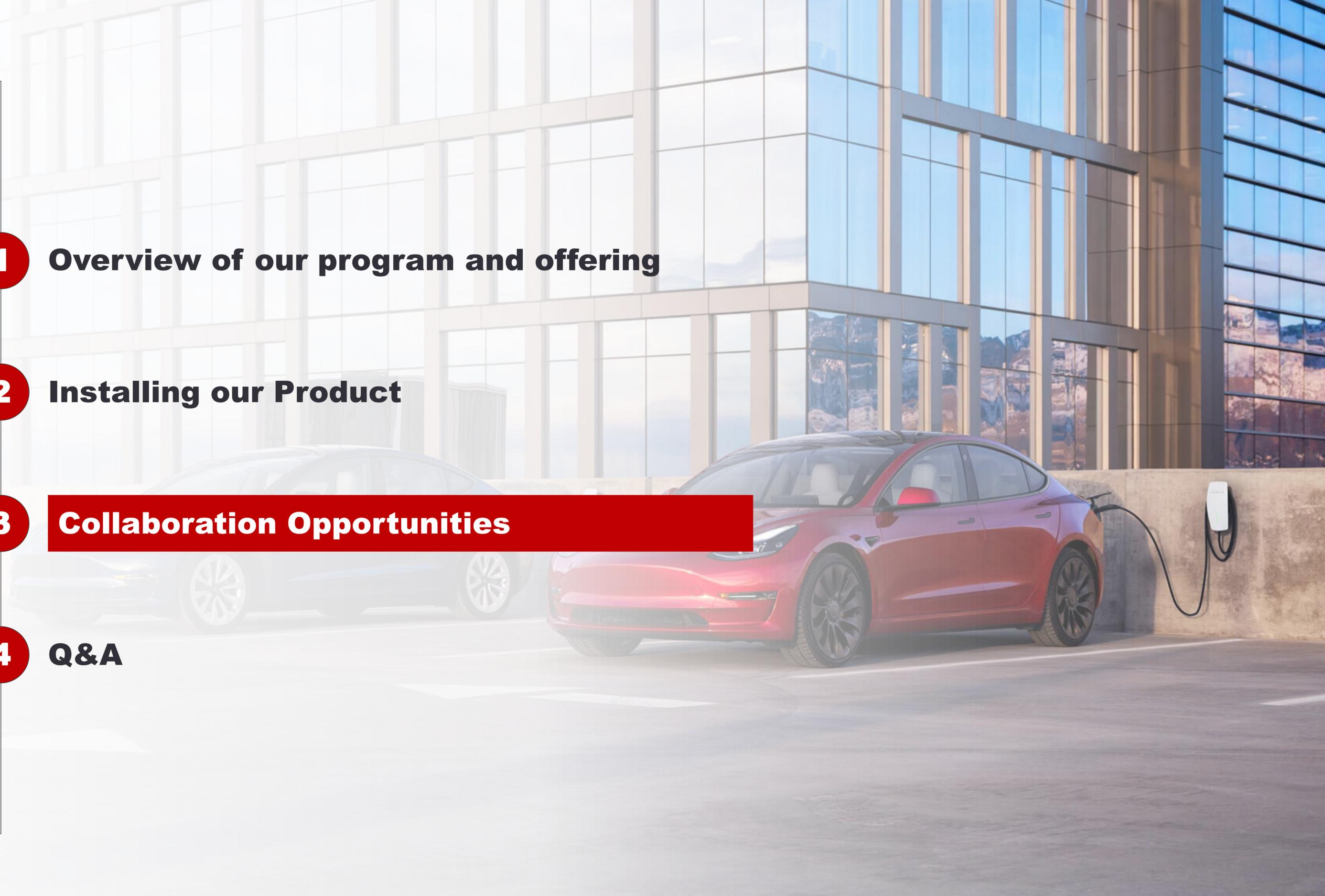


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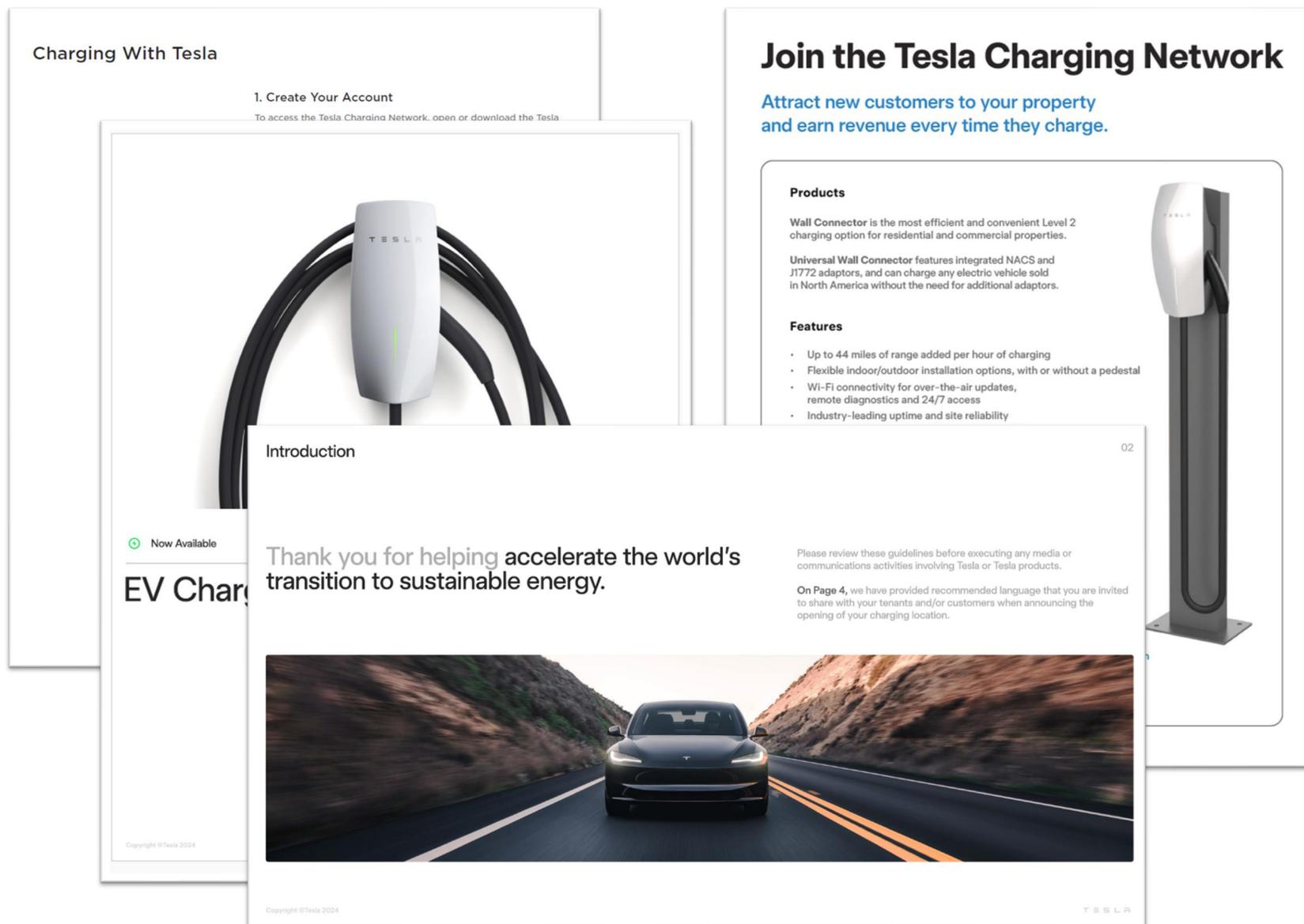
4 Q&A





We have several sales collateral and guidance we can share!

We're here to help you. When you start working on leads in your area please reach out! We want you to be successful. If there are questions you can't answer yourself, please do email us.



Select sales collateral available

- Sales One Pager – Great sales tool to close business
- How to Charge other EV's instruction sheet
- Overview of our software capabilities
- Profitability Calculator also a great sales tool!
- Installation Guidance
 - Product specs
 - Connectivity deep-dive
 - Power-Sharing
 - Pedestal Manual
 - Design Guidance for tall pedestal
- Announcing opening of our chargers
 - Communication guidelines
 - Announcing the WCs – One Pager

What can we provide you and your team?

Email us: Commercialcharging@tesla.com



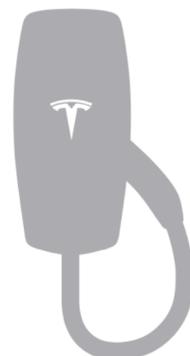
Next Steps: Onboarding!

Thank you for Attending our webinar to Join the Tesla Certified Installer Network!

We will move your application forward to finalize onboarding based on attendance to this webinar

1. You will receive 2 Emails – 1 From Partner Portal Onboarding and 1 from our onboarding support representative
2. Onboarding is simple, you will need to upload your appropriate licencing, certificate of insurance and review and sign our partner agreement
3. Complete trainings in partner portal and add your service territory so we know what area's your company services
4. Onboarding finished, Start closing deals!

We look forward building a great partnership with you!



T E S L A