



Zap-Map

EV Charging Interoperability Seminar – REA, London – 7th February 2020

Dr Ben Lane, CTO and Joint MD

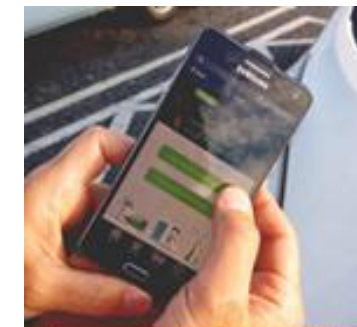
Key market barriers: visibility, reliability, **interoperability**

Real user experience...

"I want to quickly find an available charge point to suit my needs"

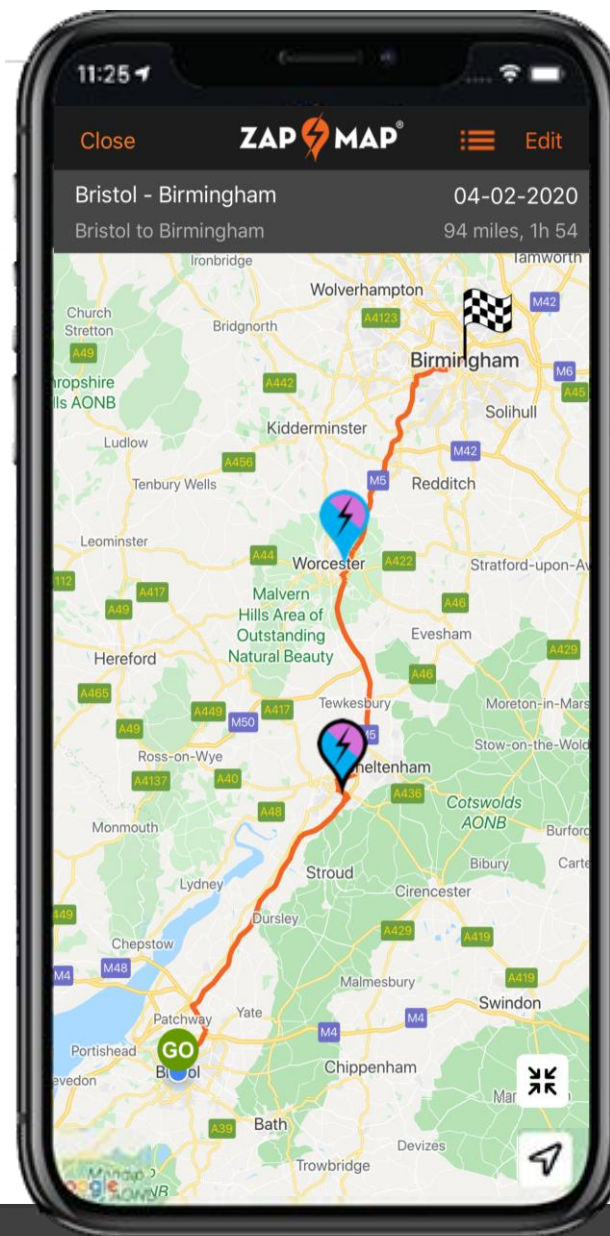
"I want to plan a long journey in my EV using a route-planner"

"I want a single app to pay for charging on all networks"



Zap-Map: CP data and services solution

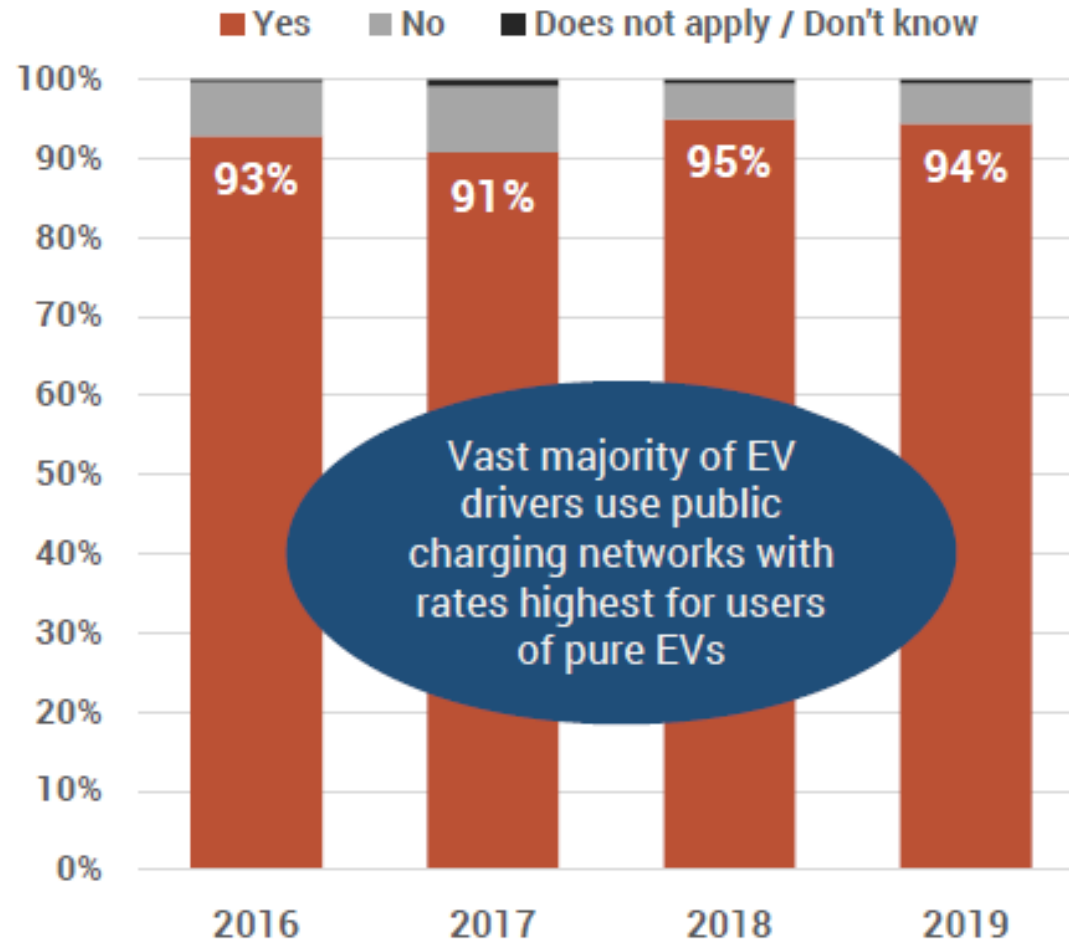
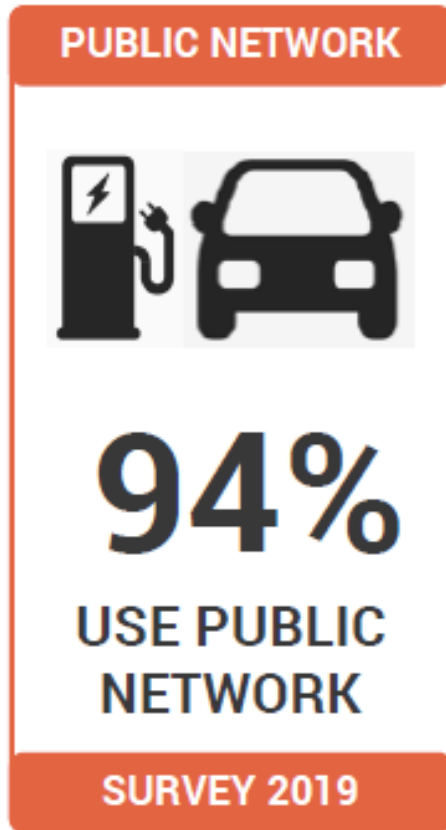
- >95% charge points
- >60% dynamic status
- 230,000 downloads
- 120,000 users/month
- 90,000 registered users
- 200,000 Zap-Chats
- 60,000 route plans
- Voice (Google Assistant)
- Zap-Pay due H1 2020



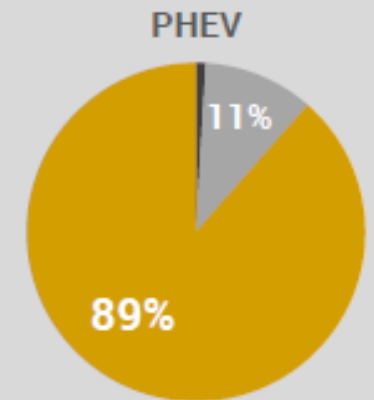
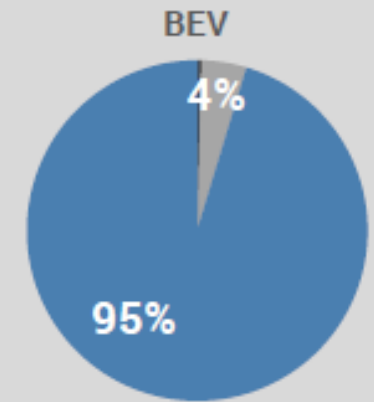
Platform connects key market players

- Apps provide data and tools to EV drivers – Freemium business model
- Zap-Insights B2B data services to support CPOs and EV sector
- Using OCPI standard to deliver Zap-Pay and to participate in P2P communications

Do you ever use public EV charge points (on any network)? *Select from list*



By EV type 2019



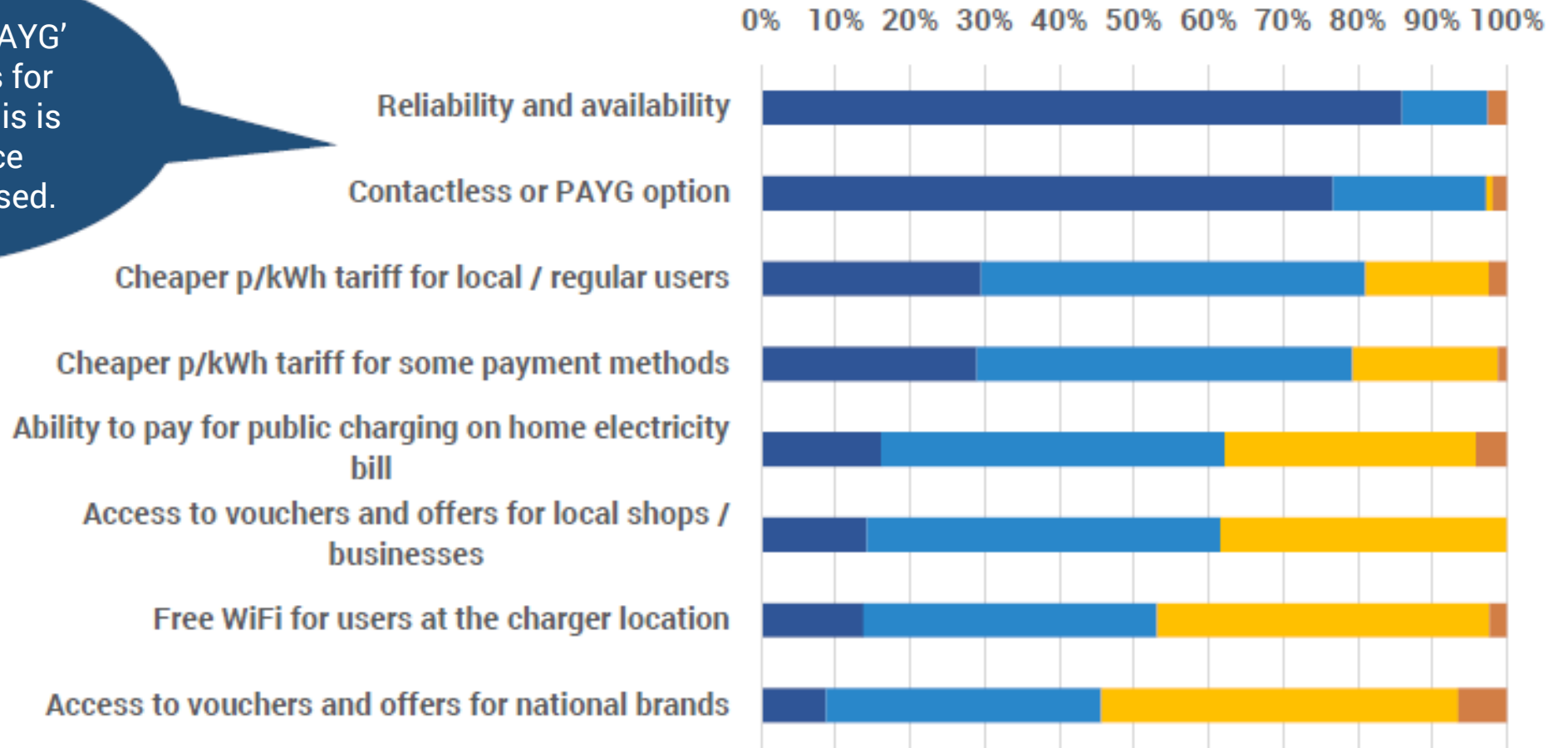
■ Yes ■ No ■ Not apply

For each of the incentives you selected, indicate the strength or weakness of the incentive offered.

5-point rating scale provided

■ Very strong incentive
 ■ Strong incentive
 ■ Weak incentive
 ■ No incentive

‘Contactless’ and ‘PAYG’ are popular proxies for ‘interoperability’. This is the key issue once reliability is addressed.



Zap-Pay: Network-independent PAYG

Zap-Pay is Zap-Map's payment channel – Aims to play key role in delivering UK interoperability:

User benefits:

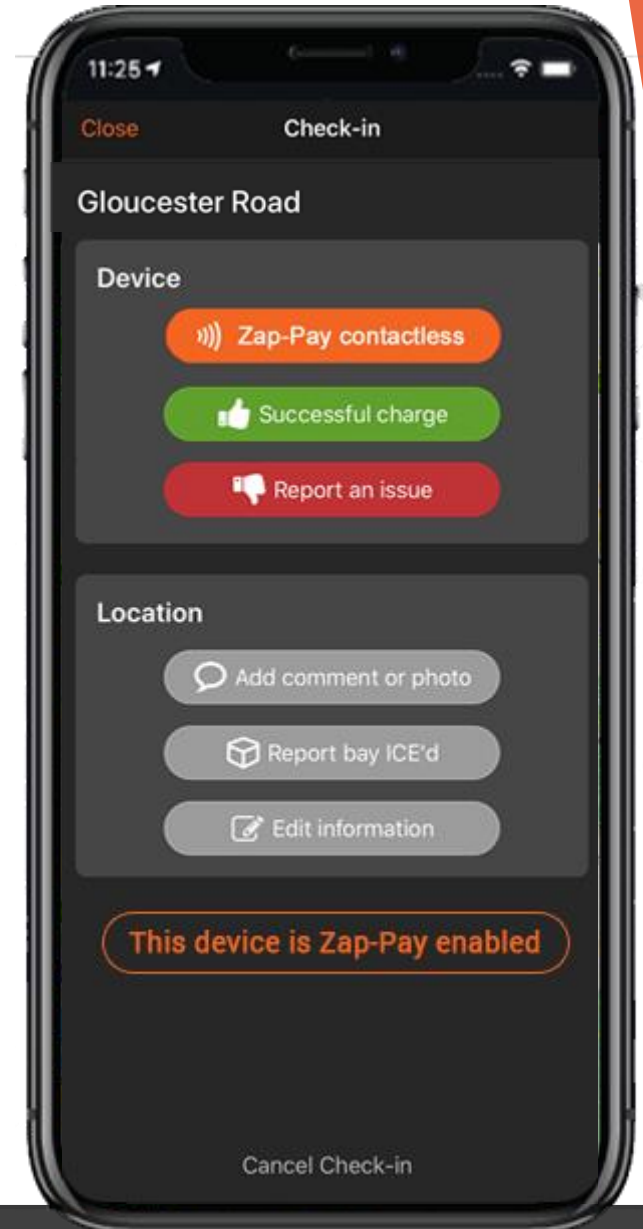
- Single point of access to all participating networks
- Real-time session info, charging history, invoices

CPO benefits:

- Inc. traffic via PAYG channel alongside subscription model
- Monthly reporting of user profiles and behaviour

Strategic issues:

- Zap-Map platform → OCPI data standard (OCPI+)
- Solns: Roaming hub + Peer-to-peer (P2P) + **Service hub**





Zap-Map

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