



## **Durapro EV Charger Total Solutions**

Durapro i-Tech help you to build your own EV charger brand and SDH (software define hardware) concept business model.

## 1. Project introduction

With the increasing popularity of electric vehicles, it has become a right time to enter the EV charger market. You could start it from selling EV chargers, but you will face many challenges every single day. New problems come from markets and customers and those force you to find solutions and revise the business models.

“What kinds of services can you offer after buying the EV chargers?” is the most common question from customers. It means the services are becoming more and more important. When sell out an EV charger we also need to sell out services, and get profits from a total solution.

To sum up, you have to find some new business models, which not only can solve customer’s problems but also get profits from offering precise services. Durapro i-tech consider the business models based on customized hardware and software, which comes from the most modern technology concept “SDx(software define everything)”. We connect all database and offer precise services to different customers by software. Because the way has the characteristics of economy and optimization, it would be more efficient to reach these two purposes.

## 2. Project requirements

There are three main issues that you have to consider now.

1. Building your own EV charger brand.
2. Building a total solution system to offer services for customers.
3. Getting profits from selling EV chargers and offering services.

We will describe the requirements from two parts:

1. Customizing your own EV charger brand.
2. Building a total solution system.

### 2.1. Customizing your own EV charger brand

Durapro i-Tech could help you to customize your own EV charger brand, according to your requests for price, market positioning, customer demands...etc. Below are examples of our products:



Fig.1 Durapro i-Tech EV Charger

Table1 Durapro i-Tech EV Charger Specification

Model	130004	130005	130006	130007
Suitable for	Commercial		Home (Plug in and charge)	
Specification	22kW, 3-phase, 400V±10%	7kW, 1-phase, 220V±20%	22kW, 3-phase, 400V±10%	7kW, 1-phase, 220V±20%
	32A, 50Hz		32A, 50Hz	
Communication	Wi-Fi, RFID, OCPP 1.6		without display, without Wi-Fi, without meter	
IP Performance	IP54			
Certification	EN 61000-6-2:2005; EN 61000-6-4:2007+A1:2011; EN 61000-3-2:2014; EN 61000-3-3:2013; CE			

Model	130008	130009	130013	130014	130013	130014
Suitable for	Commercial		Home (Plug in and charge)		Commercial	
Specification	22kW, 3-phase, 400V±10%	7kW, 1-phase, 240V±10%	22kW, 3-phase, 400V±10%	7kW, 1-phase, 240V±10%	22kW, 3-phase, 400V±10%	22kW, 3-phase, 400V±10%
	32A, 50/60Hz		32A, 50/60Hz		32A, 50/60H	
Communication	Wi-Fi, OCPP, RFID		without Wi-Fi, without meter		Wi-Fi, Ethernet, OCPP	
					X	4G
IP Performance	IP65					
Certification	IEC 61851; CE					

## 2.2. Building a total solution system

Durapro i-Tech adopts open software architecture, and builds a flexible and compatible system based on customer needs. The system contents can be adjusted and interface with other systems, customers can also purchase or replace General-purpose equipment does not need to be restricted by the system integrator, so as to achieve optimal and economical use. In addition, Durapro i-Tech not only emphasizes the applicability of software development, but also pays more attention to the issues of information security and maintenance, so as to maximize safety and equipment management!

### ***Key point 1: software defined infrastructure (hardware)***

The software offer insight. It can provide a comprehensive understanding of the infrastructure and services by monitoring and analyzing the status information of the entire infrastructure. And

then fulfill a self-provisioning, self-scaling, self-healing, and self-managing software-defined infrastructure to provide efficient, reliable, massively scalable and highly available cloud services.

***Key point 2: open software architecture***

The system architecture takes into account the vertical/horizontal open communication standards, and has the characteristics of openness, compatibility and scalability.

Openness: The system an interface with different software and platforms through API.

Compatibility: The system can integrate equipment and systems of different brands.

Scalability: Service and management modules can be increased or decreased according to actual needs.

***Key point 3: meet customer needs***

This system can be customized according to customer needs. Durapro i-Tech not only can offer a big picture for customers but implement the picture step by step. What the main point is to solve real problems through continue discussing and revising.

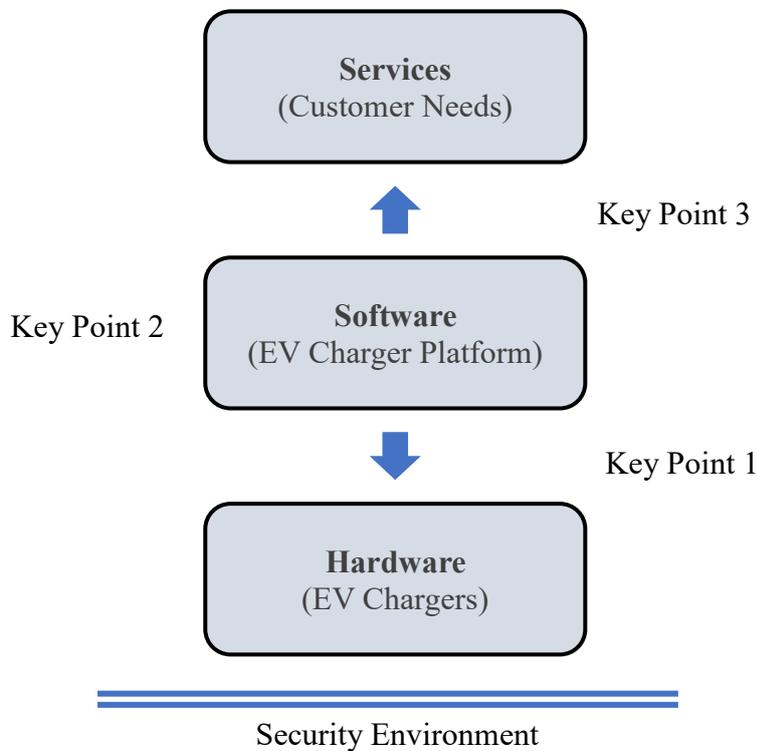


Fig.2 Durapro i-Tech Total Solution System

### 3. Project goal

Since electric vehicles would be a big trend, the demands for EV charger and after-sales service in the market is bound to increase.

There are some goals need to be set down step by step.

- Short-term goals:
  1. Building your own brand of EV chargers.
  2. Building a basic management platform or system.
  3. Using system software to define and connect his EV chargers.
  4. Building an APP which including most urgently needed function to implementing B2C business model.
  
- Medium-term goals:
  1. Beginning to integrate the systems of retailers so as to help them saving cost or improving efficiency.
  2. Marketing with retailers, just like advertising and coupon promotion.
  
- Long-term goals:
  1. Expending and adjusting the contents of system to response customer needs.
  2. Connecting to your original system or integrating all systems to be a new your own platform.

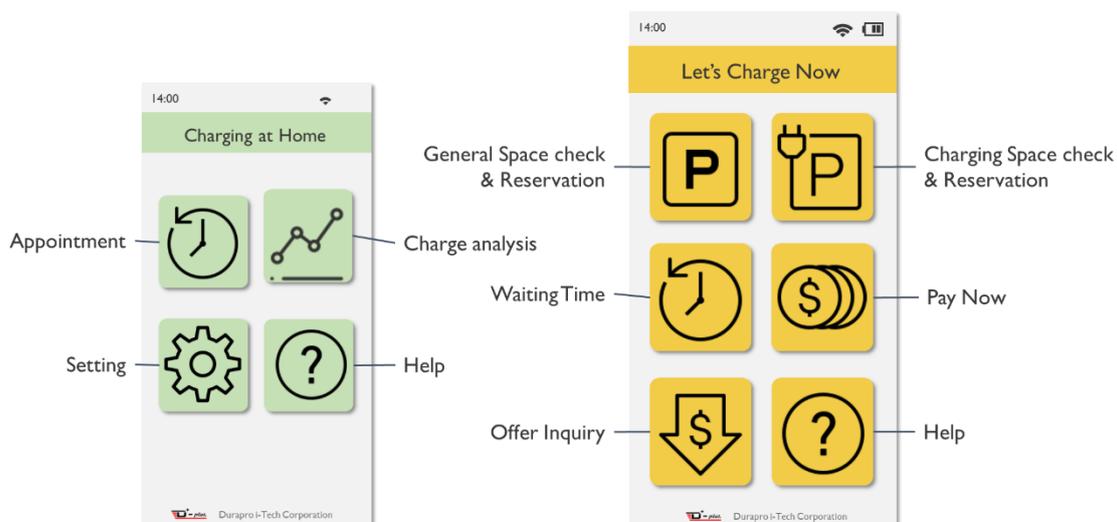


Fig.3 Customer APP UI