

# Request for Information (RfI)

## Phoenix high-mileage vehicle electrification charging solutions

C40 Cities Climate Leadership Group, Inc.  
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**C4O**  
CITIES

## 1. C40 Cities Climate Leadership Group Inc. (“C40”)

C40 is a network of nearly 100 mayors of the world’s leading cities working to deliver the urgent action needed right now to confront the climate crisis and create a future where everyone, everywhere, can thrive. Mayors of C40 cities are committed to using a science-based and people-focused approach to limit global heating in line with the Paris Agreement and build healthy, equitable and resilient communities. We work alongside a broad coalition of representatives from labour, business, the youth climate movement and civil society to support mayors to halve emissions by 2030 and help phase out fossil use while increasing urban climate resilience and equity.

To learn more about the work of C40 and our cities, please visit our [website](#) or follow us on [X](#), [Instagram](#), [Facebook](#) and [LinkedIn](#).

## 2. Summary, purpose and background

Transitioning high-mileage vehicle (HMV) fleets, such as ride-hail, taxis, and delivery, to electric vehicles (EVs) represents a unique opportunity to reap outsized rewards in terms of emissions savings, air quality benefits and acceleration of the electrification transition in cities.

C40, in collaboration with WSP USA, is supporting the City of Phoenix to develop a Charging Infrastructure Action Plan to accelerate electrification of HMV fleets operating across the Phoenix metropolitan area. The Action Plan identifies driver needs, charging network gaps, priority charging use cases, utility and grid considerations, policy and funding opportunities, and implementation pathways. Early findings indicate that high-mileage drivers need charging that is located near where they live, wait, stage, work, and take breaks; reliable enough to protect driver earnings; affordable for independent drivers and small fleets; safe and accessible; and designed for Phoenix’s extreme heat, dust, and monsoon conditions. While recommendations will be tailored to the specific operational contexts in Phoenix, the initiative funded by Uber will serve as a roadmap for other cities and transport aggregators globally to support growing EV fleets.

C40 is soliciting input primarily from charge point operators (CPOs) and other private-sector stakeholders, including site hosts, fleet operators, technology companies, utilities, financing partners, and other market participants, to identify the highest-priority charging projects for HMVs in Phoenix and assess market appetite for potential business, delivery, and public-private partnership models. C40 is especially interested in proposed projects or solutions that can provide reliable, affordable, equitable, and heat-resilient charging access without requiring City capital funding.

### Objectives

This Request for Information (RfI) is intended to open a targeted market dialogue with CPOs and other private-sector stakeholders to understand which charging projects should be prioritized in Phoenix, what near-term solutions are commercially viable, and what business or partnership models respondents would be willing to support. Responses will help shape the Action Plan, identify promising implementation concepts, and inform future conversations with potential partners. This is not a procurement process or a request for formal proposals.

This RFI will aim to:

- identify the highest-priority charging projects and use cases for ride-hail, taxi, delivery, and other high-mileage drivers, based on market input from CPOs and private-sector stakeholders
- understand respondent interest in Phoenix-specific deployment opportunities, including airport, destination, corridor, near-home, multifamily, depot, and curbside charging models
- assess innovative business models, partnership structures, financing approaches, and revenue strategies that can be delivered without city/county/state capital funding while reducing cost barriers for drivers and improving site feasibility
- gauge respondent appetite to participate in, finance, operate, host, or otherwise support proposed charging projects, including models that advance equitable access, data sharing, performance tracking, workforce development, and community benefits

### **Respondent categories**

C40 is particularly seeking responses from CPOs and other private-sector stakeholders that can propose, finance, deliver, operate, host, or support priority HMV charging projects in Phoenix, including but not limited to:

- electric vehicle charging network operators and charging-as-a-service providers
- site hosts, real estate owners, parking operators, retailers, employers, airports, fleet depots, mobility hubs, and other potential charging hosts
- ride-hail, taxi, delivery, autonomous mobility, and fleet operators
- utilities, energy service providers, microgrid providers, distributed energy resource providers, and load management technology providers
- vehicle leasing, financing, insurance, credit union, and driver support organizations
- technology providers offering software platforms, payment systems, data tools, charger reliability solutions, demand management, reservation systems, or driver information services

## **3. Information requested**

Each submission, aligned with the guidelines in section 4, should provide as much as possible of the following information.

### **Organization and experience**

- Organization name, primary contact, location, and website
- Description of relevant experience deploying, operating, financing, maintaining, or supporting EV charging infrastructure
- Experience serving high-mileage drivers, transportation network company drivers, taxi drivers, delivery drivers, autonomous fleets, renters, multifamily residents, airports, or other priority user groups
- Relevant projects from Phoenix, Arizona, the Southwest, comparable high-heat markets, or other global markets that offer transferable lessons for HMV charging deployment
- Partnerships with utilities, local governments, community organizations, property owners, fleets, or financial institutions

## Charging solutions and use cases

- Description of proposed charging projects or solutions that may be suitable for HVM drivers, including Level 2, DC fast charging, shared depot charging, curbside charging, airport or destination-based charging, near-home charging, reservation-based charging, mobile charging, or other models
- Recommended priority use cases, project locations or location types, charger types, power levels, connector standards, payment approaches, software features, and operating models
- Strategies to ensure charging access for independent drivers, low- and moderate-income drivers, renters, drivers without home charging, and drivers operating in underserved areas
- Approaches to reducing charging downtime and protecting driver earnings
- Data that could be shared with public or nonprofit partners while protecting user privacy and commercially sensitive information
- Recommended metrics for utilization, uptime, charging session duration, pricing, queueing, user satisfaction, emissions benefits, equity outcomes, and driver cost savings

## Business models, partnerships, and financing

- Innovative delivery models that respondents would be interested in pursuing, including owner-operated, host-owned, third-party operated, concession, public-private partnership, charging-as-a-service, electrification-as-a-service, shared revenue, subscription, private-capital-backed, or hybrid models
- Financing approaches that could avoid or minimize City capital funding while reducing upfront costs for site hosts, fleets, drivers, or other implementation partners
- Potential roles for CPOs, charging providers, fleet platforms, employers, site hosts, utilities, financial institutions, public agencies, C40, and community partners under respondent-proposed partnership models
- Pricing structures that support affordability for HVM drivers while maintaining financial sustainability
- Private capital structures, incentives, grants, rebates, tax credits, utility programs, or other non-City funding sources that could be leveraged to advance proposed projects

## 4. Response guidelines

This RfI represents the requirements for an open market-sounding process focused on respondent-proposed charging projects, solutions, and business or partnership models. Responses will be accepted until **17:00 EST, October 14, 2026**.

We recommend limiting the responses to 10 pages (including a cover page, if using one) in a font no smaller than 10pt. Responses may include external links with further information on previous projects and staff backgrounds, if needed. Proprietary or confidential information should be clearly marked. Non-confidential information may be used to inform market research, Action Plan recommendations, stakeholder discussions, and future implementation concepts.

Respondents do not need to be based in the U.S., and relevant examples, solutions, business models, and partnership approaches from global markets are welcome where they offer transferable lessons for Phoenix. Responses may include partner organizations to deliver specific pieces of the proposed solution.

#### Rfl timeline

| Rfl Timeline                                                                                                                          | Due Date                    |
|---------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|
| Rfl release                                                                                                                           | September 8, 2026           |
| Rfl responses due                                                                                                                     | 17:00 EST, October 14, 2026 |
| Review of responses                                                                                                                   | Late October-November 2026  |
| Follow-up discussions, if needed                                                                                                      | November 2026               |
| Recommendations shared with project partners and high-level findings published and shared with respondents as part of the Action Plan | Fall 2026                   |

## 5. Submissions

Each respondent must submit **one copy** to this [link](https://www.c40.org/news/lets-accelerate-supporting-ride-hail-drivers-to-drive-electric-in-phoenix/) by **17:00 EST, October 14, 2026**. Project information and any updates to this market-sounding exercise will be available at <https://www.c40.org/news/lets-accelerate-supporting-ride-hail-drivers-to-drive-electric-in-phoenix/>.

#### Disclaimer

C40 will not accept any liability or be responsible for any costs incurred by respondents in preparing a response for this Rfl. Responses submitted will be accessible by all C40 staff and external reviewers at WSP USA and the City of Phoenix. C40 and its partners reserve the right to use submitted information to support future work.

**Submission of a response does not in any way guarantee further engagement, selection, funding, or contracting opportunities with any partners involved in this project.** Neither the issue of the Rfl, nor any of the information presented in it, should be regarded as a commitment or representation on the part of C40 (or any of its partners) to enter into a contractual arrangement. Nothing in this Rfl should be interpreted as a commitment by C40 to award a contract to a respondent as a result of this Rfl, nor to accept the lowest price or any tender. This Rfl is issued for information-gathering and market-sounding purposes only.