

Bid Manager Tool Training Guide

Objective

This document provides detailed instructions for configuring bid manager tool with cloud plans and SKUs applicable for Eaton Green Motion chargers. It ensures correct cloud plan selection, pricing alignment, and setup per charger configuration.

Why Is This Important

The Bid Manager Tool enables Eaton distributors to sell the right combination of hardware and ChargePoint Cloud Plans. This training ensures that for every charger port, a matching cloud plan is sold, and provisioning per station is accurately captured.

Eaton Green Motion Charger Configurations

Power Level	Port Type	Configuration Availability
50 kW	Single & Dual	Both available
75 kW	Single	Single only
100 kW	Single	Single only
125 kW	Single	Single only
150 kW	Single & Dual	Both available



NOTE: Dual-port chargers require two cloud plans (one per port), while single-port chargers require only one cloud plan.

Cloud Plan Details

Each cloud plan is set up with the following the format:

CPCLD-ENTERPRISE-DC-X OR CPCLD-FLEETENT-DC-X

Where X= 1, 2, 3, 4, 5, indicates the plan validity in terms of number of years.

The following plans are available for purchase:

- Enterprise Cloud Plans
- Fleet Enterprise Cloud Plans

- Fleet Enterprise w/ Ops Add On
- Fleet Enterprise w/ Ops Pro Add On

Refer to the following tables for cloud plan information:

Enterprise Cloud Plans

SKU	Description
CPCLD-ENTERPRISE-DC-1	1 Year Plan
CPCLD-ENTERPRISE-DC-2	2 Year Plan
CPCLD-ENTERPRISE-DC-3	3 Year Plan
CPCLD-ENTERPRISE-DC-4	4 Year Plan
CPCLD-ENTERPRISE-DC-5	5 Year Plan

Fleet Enterprise Cloud Plans

SKU	Description
CPCLD-FLEETENT-DC-1	1 Year Plan
CPCLD-FLEETENT-DC-2	2 Year Plan
CPCLD-FLEETENT-DC-3	3 Year Plan
CPCLD-FLEETENT-DC-4	4 Year Plan
CPCLD-FLEETENT-DC-5	5 Year Plan

Fleet Enterprise w/ Ops Add On

SKU	Description
CPCLD-FLT-OPS-STANDARD-01	1 Year Plan
CPCLD-FLT-OPS-STANDARD-02	2 Year Plan
CPCLD-FLT-OPS-STANDARD-03	3 Year Plan
CPCLD-FLT-OPS-STANDARD-04	4 Year Plan
CPCLD-FLT-OPS-STANDARD-05	5 Year Plan

Fleet Enterprise w/ Ops Pro Add On

SKU	Description
CPCLD-FLT-OPS-PRO-01	1 Year Plan
CPCLD-FLT-OPS-PRO-02	2 Year Plan
CPCLD-FLT-OPS-PRO-03	3 Year Plan
CPCLD-FLT-OPS-PRO-04	4 Year Plan
CPCLD-FLT-OPS-PRO-05	5 Year Plan

Provisioning SKU

SKU	Description
CP-NETWORK-INTEGRATION-PROVISIONING	Charging station activation

Configuration Rule in Bid Manager Tool

Charger Type	Example Model	Required Cloud Plans	Required Provisioning SKUs
50 kW Dual Port	Green Motion 50 kW Dual	2 × Cloud Plans	1 × Provisioning
50 kW Single Port	Green Motion 50 kW Single	1 × Cloud Plan	1 × Provisioning
100 kW Single Port	Green Motion 100 kW	1 × Cloud Plan	1 × Provisioning
150 kW Dual Port	Green Motion 150 kW Dual	2 × Cloud Plans	1 × Provisioning



IMPORTANT: Always ensure that there is one provisioning SKU per station and one cloud plan per port.

Case Scenario

Refer to the following example for a configuration scenario:

Case: Distributor selects a 50 kW Dual-Port Green Motion in the Bid Manager Tool.

The configuration required for the above scenario is as follows:

- 2 Cloud Plans (for each port)
- 1 Provisioning SKU (for the station)

SKU	Description	Quantity
CPCLD-ENTERPRISE-DC-1	Enterprise Cloud Plan – 1 Year	2
CP-NETWORK-INTEGRATION-PROVISIONING	Network Integration Provisioning	1

Validation Criteria

The validation criteria listed as follows:

- Each port must have an active cloud plan.
- Each charger station must include one provisioning SKU.
- The cloud plan duration must match the customer quote term (1–5 years).
- SKUs must be entered accurately in the Bid Manager Tool.

Support Contact

For questions or assistance, contact your **Eaton EV Solutions Architect**.