

Electric Vehicle Charging for **Apartments and Condos**

The Hanover Company

Situation

The Hanover Company is a nationwide multifamily property developer and owner whose work is on the forefront of luxury living. As a result, they need the amenities that will appeal to their target market and future proof their properties: electric vehicle (EV) charging stations.

But with so many properties in their portfolio, they needed a provider whose product could flexibly adapt to varying property layouts and locations.

Challenge

Hanover has turned to SemaConnect for many years and across many individual properties, not just to provide the charging stations themselves, but to help the property managers and owners to understand what EV solutions would best serve each unique location. "They rely on us as experts," says Mark Pastrone, COO of SemaConnect.

Because Hanover deals in such a wide array of real estate, they must adapt their EV strategy to account for each property's idiosyncrasies, the needs of their tenants and any practical or logistical constraints. Pastrone explains, "We've seen it all, so we can always make sure they get exactly what they need for each property."





SemaConnect's open network has made Hanover's EV charging stations accessible to more EV drivers in the U.S."



Why Apartments Need EV Charging
 - Attract/retain tenants
 - Increase revenue
 - Improve brand reputation

Solution

A variety of charging station designs across multiple properties, all serviced by the same open network, with no long-term service contract required.

Versatile Options

With so many different properties across the country, no single station design can meet all needs. We can adapt the mounting solutions – from pedestal units to wall-mounted, from single chargers to dual-head units – to meet the unique needs of each individual property.

Open Network Services

Versatility is important for more than just hardware. For a tenant looking for a place to rent, they cannot rent at an apartment where they can't charge their vehicle. The SemaConnect Network is open to third-party services and apps to provide real-time data. Users can even initiate a session right through their mobile device.

Expert Consultation

One of the keys to SemaConnect's value to Hanover is in our expertise and education. It's one thing to offer an EV charging station just to check that box, but another issue entirely to buy just the right equipment to achieve long-term property goals, and also meet owner and tenant needs now and in the future, giving the stations extensive longevity.

Results

Our work with Hanover continues to this day, as we have installed EV charging stations across multiple properties.

We ensure each Hanover property has the right customized setup just for them. That also means individualized and fine tuned control. In some locations, Hanover uses the network for restricting access, where as other stations maybe publicly accessible. Charging may be free at certain properties or for certain users, where as others pay a fee. SemaConnect places no restrictions, nor makes any demands on how Hanover runs or uses their EV charging system.

For Hanover, that makes SemaConnect EV charging stations the most thoroughly adaptable and widely usable EV charging stations.



For more information on Terra Energy Services and our products, please call 800.990.2234 or visit terraenergyservice.com