EVAILABLE

2025 | **TECHNOLOGY INNOVATION LEADER**
Enhancing Customer Impact Through Powerful Technology Integration

RECOGNIZED FOR BEST PRACTICES IN THE EUROPEAN ELECTRIC VEHICLE CHARGING SOLUTION INDUSTRY

FROST & SULLIVAN

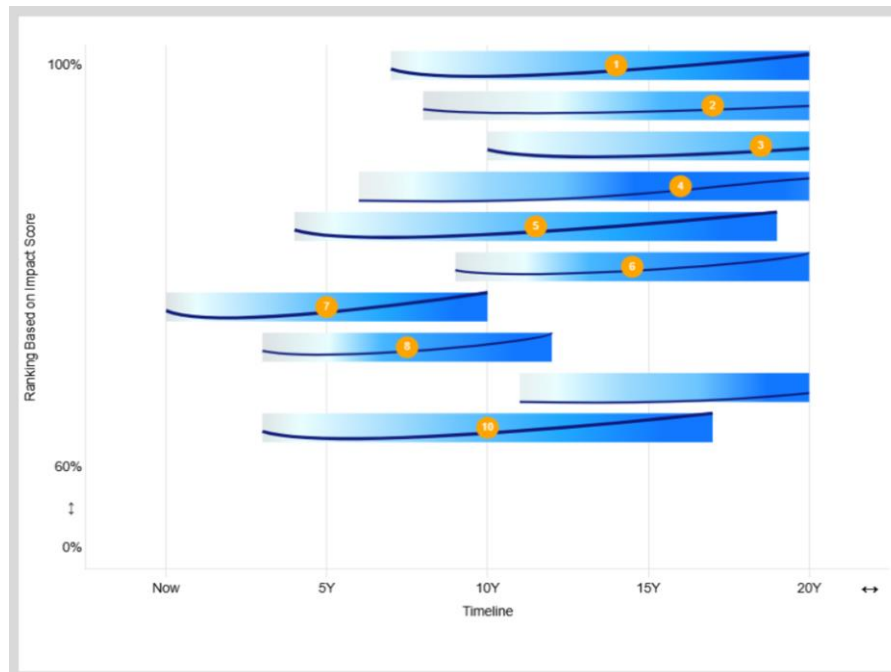**FROST & SULLIVAN**

Table of Contents

FROST & SULLIVAN

Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Available excels in many of the criteria in the electric vehicle charging solution space.

RECOGNITION CRITERIA

Business Impact	Technology Leverage
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

Top Transformations Impacting Growth in the Electric Vehicle Charging Solution Industry

Rank	Strategic Imperative	Timeline	Impact (%)	Impact Curve
1	Geopolitical Chaos — Impact of trade tariffs on EV charging component costs	2031 - 45	87	Exponential
2	Transformative Mega Trends — Rise of autonomous electric fleets in urban areas	2032 - 50	84	Polynomial
3	Industry Convergence — Telecommunications and automotive sectors partnering for connected EV ecosystems	2034 - 51	77	Exponential
4	Transformative Mega Trends — Government mandates for green public transportation systems	2030 - 50	76	Logistic
5	Competitive Intensity — Entry of tech giants into the EV charging market	2028 - 43	72	Exponential
6	Geopolitical Chaos — Political instability affecting infrastructure investments in certain regions	2033 - 44	68	Polynomial
7	Disruptive Technologies — Development of ultra-fast charging technology reducing charge times to minutes	2024 - 34	67	Exponential
8	Internal Challenges — Legacy IT systems hindering integration with modern e-mobility solutions	2027 - 36	64	Polynomial
9	Industry Convergence — Integration of EV charging with renewable energy projects	2035 - 54	62	Logistic
10	Compression of Value Chains — Direct manufacturer to consumer sales bypassing traditional dealerships	2027 - 41	61	Exponential

The Transformation of the Electric Vehicle Charging Solution Industry

Commitment to Innovation and Creativity

> *"By tracking user behavior and integrating data across systems, Evailable continuously refines its algorithms to reduce operational burdens on users. This scalable, collaborative strategy allows Evailable to efficiently manage diverse charging hardware—from buses and trucks to passenger cars and home wall boxes—ensuring consistent uptime and reliability across the ecosystem."*
>
> *– Marshall Martin,*
> *Program Manager*

Evailable addresses a critical gap in the electric vehicle (EV) charging industry by using AI and data-driven software to optimize network operations. Recognizing that charging is fundamentally a data-centric software business, the company automates the complex and often manual processes involved in operating and maintaining charging networks. While the industry has focused heavily on market growth and customer-facing aspects such as pricing and roaming, Evailable emphasizes operational efficiency by automating issue detection, root cause analysis, and ticket resolution.

This approach eliminates the need for extensive manual intervention, reducing human error and operational costs. As a result, Evailable enables charge point operators to scale their networks efficiently, ensuring high availability and reliability without proportionally increasing their operations teams.

Commercialization Success

Evailable excels in providing scalable AI-driven solutions for EV charging network operations. Its core technology leverages machine learning algorithms that improve as the network grows, with features such as Smart Error Scan, which analyzes error patterns across all connected charging points. This approach

FROST & SULLIVAN

> *"The company designed its technology to learn from user behavior and system interactions, providing real-time data insights that help identify issues and optimize performance automatically. By scaling with the network of charging points—whether public, private, or residential—Evailable ensures high uptime and reliability, supporting the increasing demand and complexity of the EV charging ecosystem."*
>
> *– Marshall Martin*
> *Program Manager*

allows customers across different regions, from Spain to Norway, to benefit collectively from the data insights gathered.

The company has effectively adapted proven AI predictive maintenance concepts to an industry previously underserved by such technology, positioning itself as an innovator with limited competition. The company maintains a unique and favorable market position, supported by strong demand and emerging competitors that validate the growing interest in AI-powered charging network operations.

Application Diversity

Evailable adopts a flexible approach to integration, believing that partnering with existing systems is key rather than offering a one-size-fits-all solution. Recognizing the complexity of the charging market, Evailable integrates seamlessly with existing CPMS platforms, ticketing systems, and customer operations workflows, enhancing rather than replacing them. The company's adaptable technology supports a wide variety of Charge Point Operators (CPOs), from small operators benefiting from simplified management to large-scale operators utilizing Evailable for advanced second-level support.

By tracking user behavior and integrating data across systems, Evailable continuously refines its algorithms to reduce operational burdens on users. This scalable, collaborative strategy allows Evailable to efficiently manage diverse charging hardware—from buses and trucks to passenger cars and home wall boxes—ensuring consistent uptime and reliability across the ecosystem.

Customer Acquisition

Evailable adopts a flexible approach to integrating with existing EV charging infrastructure. The company emphasizes partnerships over standalone solutions, understanding that the charging market is complex and varied. Its software seamlessly integrates with current Charge Point Management Systems (CPMS) and other operational systems, enhancing the existing setup without replacing them.

The company designed its technology to learn from user behavior and system interactions, providing real-time data insights that help identify issues and optimize performance automatically. By scaling with the network of charging points—whether public, private, or residential—Evailable ensures high uptime and reliability, supporting the increasing demand and complexity of the EV charging ecosystem.

Operational Efficiency

Evailable has experienced remarkable market traction, attracting inbound interest rather than relying on cold acquisition. Participation in multiple trade fairs has generated overwhelmingly positive feedback, drawing attention to the company's AI-driven solution that transforms diverse data points into cost savings and higher charging success rates for customers. This strong market interest is reflected in unsolicited inquiries via channels such as LinkedIn, indicating healthy demand and validation of Evailable's

technology. Primarily serving CPOs, Evailable also partners with numerous CPMS providers and brokers to source data critical for its AI algorithms.

Initially met with resistance, major CPMS providers have since recognized the value in collaboration, with some becoming resellers and advocates for Evailable's solution, thereby expanding the company's reach and market penetration. Additionally, Evailable is exploring opportunities with hardware manufacturers interested in performance analysis. This signals potential new customer segments for future growth.

Growth Potential

Evailable operates in a rapidly scaling EV charging market that is undergoing consolidation as larger, well-capitalized players emerge and smaller companies converge or exit. The company benefits from this growth phase, offering a highly scalable AI-based software solution that enhances operational efficiency across charging networks. With operations across Europe and the United States, Evailable's software-as-a-service model ensures easy integration with various back-end systems and charging hardware, facilitating seamless market expansion. Rising EV adoption and the increasing need for intelligent network management further strengthen the company's growth potential.

Evailable maintains a clear B2B focus, targeting CPOs, CPMSs, and infrastructure owners. Its strategic emphasis on building brand recognition as a specialized AI operations provider has positioned it as a trusted player in the digital backbone of EV charging infrastructure. By combining technological innovation, adaptability, and a strong partner ecosystem, Evailable remains poised for long-term growth and leadership within the evolving global charging market.

Conclusion

Evailable stands out as a technology innovation leader in the EV charging operations sector due to its advanced use of AI and machine learning for predictive maintenance and automated fault management. Its proprietary Smart Error Scan algorithm continuously learns from data across entire charging networks, improving efficiency and reliability for customers worldwide. The company's modular software-as-a-service platform is interoperable with various charge point management systems, making it highly scalable and hardware-agnostic. By combining deep data analytics with real-time operational insights, Evailable helps operators minimize downtime and improve charging success rates.

With its strong overall performance, Evailable earns Frost & Sullivan's 2025 European Technology Innovation Leadership Recognition in the electric vehicle charging solution industry.

What You Need to Know about the Technology Innovation Leadership Recognition

Frost & Sullivan's Technology Innovation Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT

STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)