



COIL

MULTI-UNIT DWELLINGS

# CASE STUDY

Delivering Reliable EV Charging Solutions  
for Veris Residential



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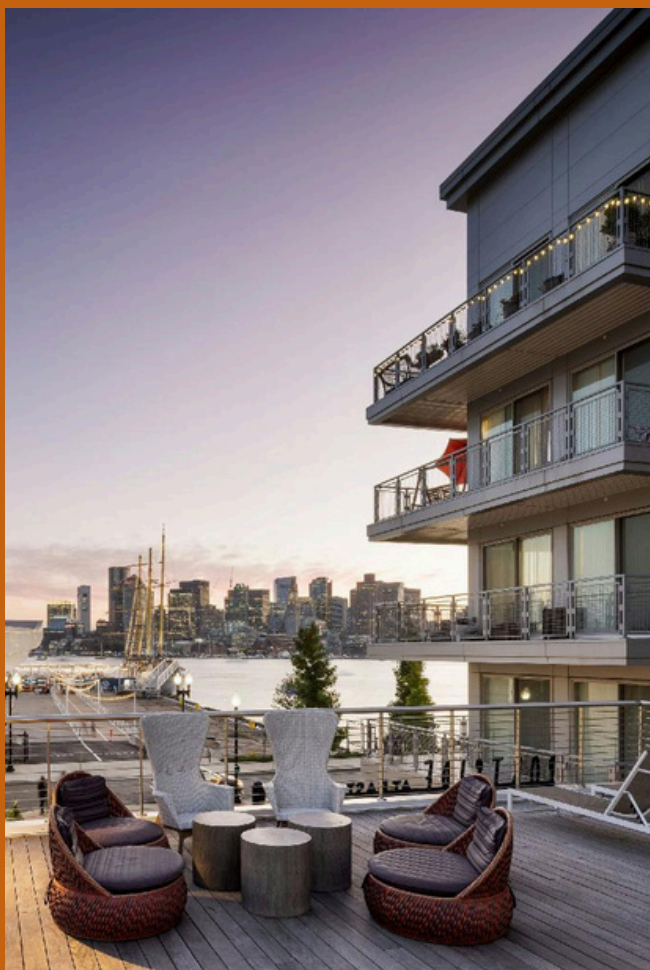
# OVERVIEW



Client: Veris Residential

Installation Site(s): 5 Veris Properties

EV Chargers Installed: 62 Xeal Level 2 Chargers



## BACKGROUND

Veris Residential is a property management and ownership group operating in the high-demand areas of Northern New Jersey, New York, and Massachusetts.

With a portfolio of high-rise, Class-A luxury residential properties, Veris Residential focuses on sustainability and providing premium amenities to remain competitive in the multi-family housing market.



# THE CHALLENGE

In 2023, Veris Residential initially partnered with a Charge Point Operator (CPO) to expand its EV charging infrastructure, choosing a model where the CPO would own, operate, and fund EV charging installations across their properties. However, in early 2024, the CPO unexpectedly went out of business, leaving Veris Residential without a charging solution and unable to meet its sustainability and electrification goals.

The situation was further complicated by the inconsistent performance of their existing ChargePoint installations, which were plagued by connectivity and customer service issues.

Veris Residential needed a scalable, reliable EV charging solution that would support their sustainability efforts and provide a premium amenity for residents—one that could withstand complex, high-rise installation environments.

# OUR SOLUTION



During Veris Residential search for an installer, COIL was introduced as an installation partner. COIL conducted site walks at five Veris Residential properties, quickly turning around assessments and recommendations within a two-week timeframe.

Based on Veris Residential's request, COIL presented two hardware options with a detailed analysis. During a one-hour conference call, COIL's team provided Veris Residential's C-suite with an in-depth breakdown of each option.

Veris Residential ultimately chose Xeal chargers, favoring their self-contained, non-networked system that would simplify management across high-rise buildings. This setup provided an efficient, dependable solution suited to their complex installation environments.

"Working with Veris Residential to achieve their Electric Vehicle (EV) charging and sustainability goals is the exact kind of consultative and technical sales that I enjoy most. After personally performing the site audits at the five properties, I met with the C-Suite of Veris Residential and presented an EVSE (Electric Vehicle Supply Equipment) analysis based on their different charger options and how those different chargers impacted installation scopes/prices. In doing so, I aimed to simplify their decision-making process for selecting the 62 Level 2 chargers that best aligned with their financial goals, as well as their resident satisfaction across this unique portfolio of class-A communities."

**FRED CACACE**

ACCOUNT EXECUTIVE, COIL

# RESULTS

veris  
RESIDENTIAL™



# KEY OUTCOMES



COIL's initial installations for Veris Residential include 62 Xeal Level 2 chargers across the five evaluated properties. These chargers are strategically installed in garages and other high-access areas, aligning with Veris's goal of providing convenient EV charging for residents.

To ensure seamless expansion, COIL has continued site evaluations for additional properties in Veris's portfolio, setting the stage for future installations and scalability as demand grows.

## Reliable, High-Quality Charging Infrastructure

COIL's partnership delivered a robust, sustainable EV charging solution across Veris's properties, replacing unreliable options and advancing the client's electrification goals.

## Enhanced Resident Amenities

By implementing Xeal chargers, Veris Residential now offers high-quality EV charging as a standard amenity, supporting its Class-A luxury standards and sustainability objectives.

## Scalable, Long-Term Partnership

COIL's commitment to Veris's portfolio has laid the groundwork for additional installations, with site evaluations already underway for two more properties, ensuring Veris can continue expanding EV charging access across its footprint.

# TESTIMONIAL



"Since we first connected with COIL, their team has been incredibly helpful throughout the entire EV installation process. Fred from COIL was always clear and responsive, showing us different options and business models from a variety of companies. These solutions helped us address connectivity issues and avoid problems we had faced at some of our other properties.

COIL gave us multiple proposals that fit our needs, covering both technical and operational details. The installation itself went smoothly, with little to no disruption to residents. They worked closely with our site teams, keeping everyone in the loop, which made the whole process easier. They also handled communication with the EV software provider Xeal, making sure any questions we had were answered.

Overall, COIL made the EV installations at Veris Residential properties simple and stress-free. Their support really helped make this project a success and set the stage for future installations."

**KEVIN SIZA**

*ASSET MANAGEMENT ANALYST, VERIS RESIDENTIAL*

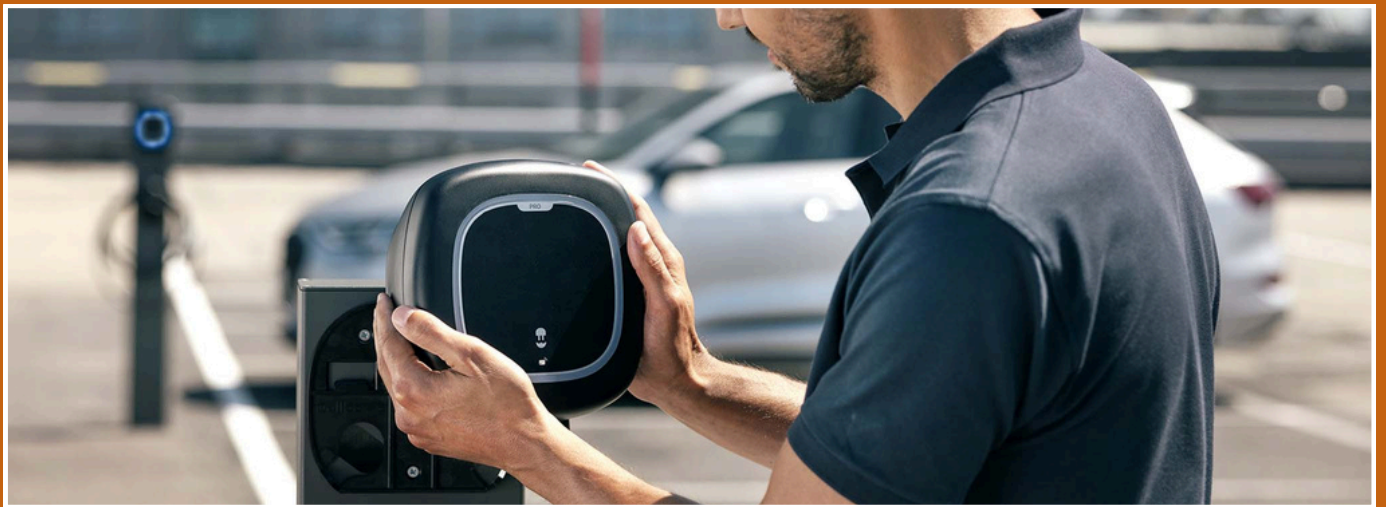




# THANK YOU

## Looking to add EV charging to your property?

Contact COIL today to explore how we can design and install customized EV charging solutions for your assets.



## CONTACT US

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