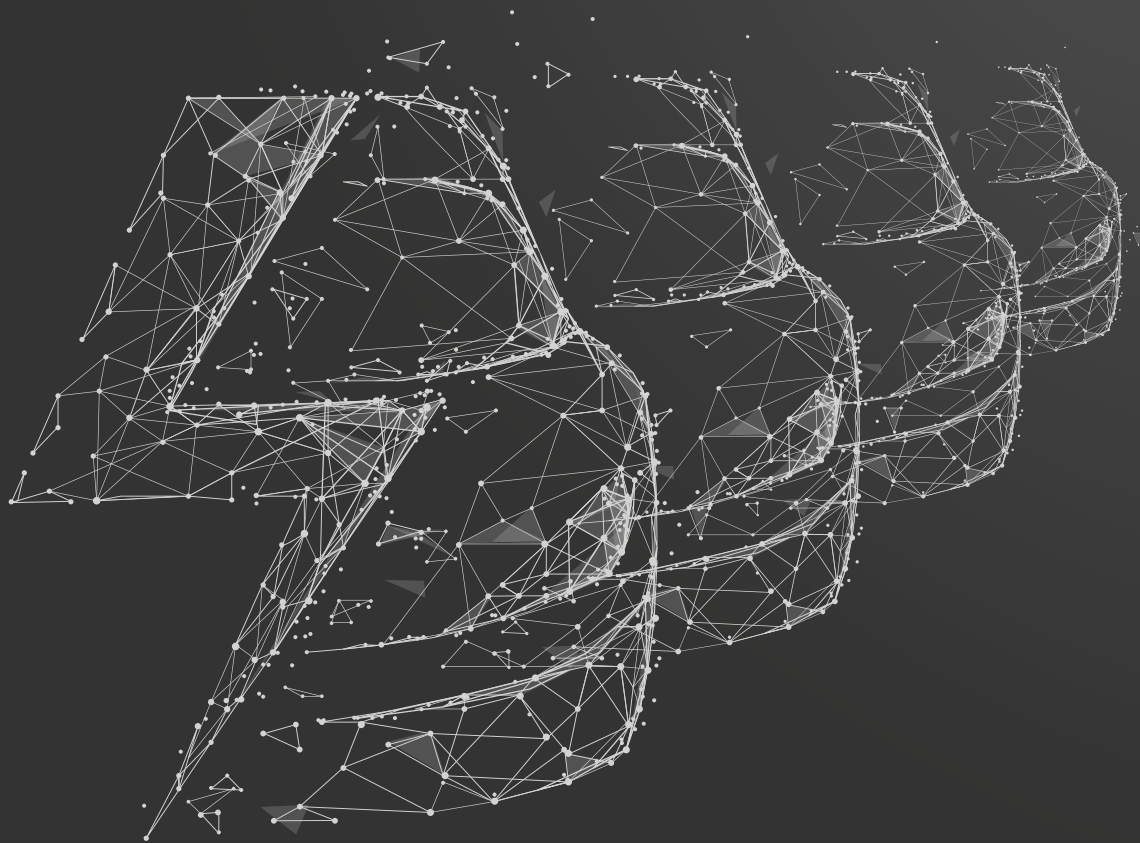


EV Charging for Fleets

What businesses need to know
when switching to electric fleets.

EXECUTIVE SUMMARY



Corporate **SOCIAL** responsibility (CSR) & **ENVIRONMENTAL** considerations

COST SAVINGS with electric fleets

Fleet **EFFICIENCY**

Is **SWITCHING YOUR FLEET TO EV RIGHT** for your organization?

WHAT ARE THE FIRST STEPS to electrifying your fleet?



ELECTRIC FLEETS.

Key considerations for businesses looking to make the switch.

The market is now at the stage where it's ready for the mass roll-out of electric passenger vehicles and vans. Leading businesses have already incorporated last-mile deliveries, as well as EV Charging for customers and employees. If you're considering switching your fleet to electric, this short introduction sums up a few of the major issues to bear in mind, what to expect and how to get started.

You might be wondering why you as a company or government organization should even consider investing in electric fleets. There are three primary reasons. Pressing environmental corporate social responsibility, cost savings and fleet efficiency. Let's explore these in a little more detail.

CORPORATE SOCIAL RESPONSIBILITY (CSR) & ENVIRONMENTAL CONSIDERATIONS

Reducing their carbon footprint and improving their local area's air quality has helped many organizations reach their CSR targets for relatively little effort. In doing so, they have discovered the marketing potential of rebranding their companies as fueled by sustainable energy. This is a win-win for companies under investor pressure to become more sustainable. However, the window to promote your company as a green leader will start to close in the next few years, as more fleets switch to EVs.

COST SAVINGS WITH ELECTRIC FLEETS

Another major reason fleets go electric is to save costs. This takes multiple forms. The most obvious of these is savings on fuel, but avoiding the inner-city fees and steep parking prices that over 40 cities in Europe use to curb congestion and pollution also saves EV fleets thousands each year.

Tax incentives, government grant schemes, and an overall drop in market prices mean you can often get a superior electric vehicle (EV) for any given job at the same price as an internal combustion engine (ICE). With ICE passenger vehicles and vans banned by 2030 in the UK and a few European Union states announcing similar bans for 2035, the resale value of ICE fleets is expected, the resale value of ICE fleets expected to decline steadily, creating another incentive. Germany, for example, has several initiatives allowing individuals and businesses to receive up to €9000 off the purchase price of an EV and, depending on the application, up to €30,000 towards installing charging infrastructure. In Norway, VAT for EVs is zero and the annual road tax can be up to 90 % lower than it is for ICEs. Similar incentives are in evidence right across North America and Europe.

EVs require much less maintenance, so the downtime for businesses when a van is in the repair shop is reduced significantly, which can lead to enormous cost savings too. Vehicle turnover is also lower with EVs. In future, the possibility of bi-directional charging could be a cost incentive for large fleets. Vehicle to grid technology gives companies the means – when their EVs are plugged in – to offload and charge large facilities, drastically reducing their annual utility costs. Some EV fleets are already selling energy back to the grid for a profit.

EV fleets running on interoperable software can easily activate the inbound roaming feature, which allows their charge points to be made available to the public and appear in online maps at specified times of day or night. This lets businesses generate a new revenue stream from public charging with no extra effort, offsetting the costs of owning and maintaining a charging infrastructure.

Some last-mile delivery businesses that have already switched to EVs are experiencing growth of around 25 – 30 % per year. With ICE fleets, they typically saw growth of 3 – 4 %. Meanwhile, the pandemic has seen a rise of 70 % in deliveries overall. Recent market analysis predicts that shoppers will not return to high streets in the same way after the pandemic now that they have become accustomed to the benefits of online shopping. To stay competitive, many delivery firms will need to electrify their fleets.

FLEET EFFICIENCY

Fleet drivers report that it is much easier to navigate rush hour, as well as onboard delivery and CRM systems, with gearless vehicles. Fleet drivers also cite the reduction in noise pollution as an improvement to their working environment. Fully flat floors, which are not available with ICE vehicles, mean drivers can easily step in and out of their vans, reducing occupational health issues.

Interconnected digital interfaces sharpen fleet efficiency by providing commercial operators, drivers, and service personnel with advanced digital solutions that ICE vehicles also lack. Real-time information can enhance your existing infrastructure. For example, you can receive automated routes and schedules, run shared mobility solutions, and increase the efficiency of depots and charging facilities. This is what we're hearing from many fleet customers already using our network.

Most of the latest EVs are designed with intuitive extras specifically for fleet drivers. Many have maximized the use of space for best payload and volume capacity, meaning each van carries more for less. In 2021, there are over 70 different EVs to choose from, making it easier than ever to find the right vehicle for your organizational needs.

In most cases, employee drivers don't need to spend time fueling up. This is because their delivery vans can charge when they're off-duty.

IS SWITCHING YOUR FLEET TO EV RIGHT FOR YOUR ORGANIZATION?

A power assessment can quickly help determine if your fleet will be able to recharge at your central depot and/or smaller facilities spread across your service territory. If you don't have enough energy on-site, or don't want the expense of installing infrastructure, you have several alternatives:

- Public charging is proving an excellent solution for fleet managers. There are over 287,000 publicly accessible charge points in Europe. That number is multiplying at lightning speed. Between three and five million public chargers, many of which will be rapid chargers, are expected to come online by 2024. This means fleet drivers can count on convenient locations to recharge near work, home, or on the road – without any expensive outlay for infrastructure.
- Stagger charging sessions in shifts, so less power is required.
- Install more power or move your depot location to a facility with enough power (sometimes a more cost-effective option).
- For fleets where drivers take company vehicles home, employers can install chargers at their residences. Home charging units are often affordable given government subsidies – and they're easy to install.
- Rent out your forecourt to (or partner with) a charging infrastructure provider who can install the equipment. You can still allow inbound roaming to the public during set hours, while making your stations available only to your fleets during the night, for example.
- A hybrid solution of the options above, based on your business model, needs and budget.

WHAT ARE THE FIRST STEPS TO ELECTRIFYING YOUR FLEET?

The first thing you should know is that nobody is doing a full fleet conversion. Unless you are a very small operation with one or two vehicles, you'll likely be considering a gradual transition process.

Go with scalable, interoperable software from the beginning. This way, you can get used to the features and accounting systems before making a total switch. Avoid hardware-dependent software as these solutions may not allow you to grow as your business scales. They may not even stay in operation, given intense market growth.

Talk to EV fleet drivers and managers in your area and ask about their experiences. They will know the specific local challenges best. Start conversations with your local council/municipality to see if there are any opportunities to collaborate. Many are already planning their eMobility transitions and finding ways to meet their city/regional goals with industry partners.

Engage your union (if you belong to one) early in the process. Many unions have environmental targets, but they also have employment regulations to uphold. If there are going to be changes to the working day in order to accommodate charging, then unions will be critical players in the transition.

Start by offering trials to drivers that already own an EV or are EV-friendly. Avoid having a disgruntled fleet driver finding fault with an EV when you roll out your fleet transition.

Finally, do all of this before engaging with EV Charging infrastructure providers – or you can quickly become overwhelmed with options. If you'd like a hardware-neutral partner to consult with, talk to the experts at has-to-be gmbh at any stage of your process, without obligation. We can connect you with one of our Solutions Partners in your local area. This will allow you to have the best possible service that fits your needs and business model. Together with our Solutions Partners, we have found cost-effective solutions for SMEs with only a few vehicles, as well as businesses and governments with large fleets. Plans that include billing, 24-hour remote monitoring, customer/fleet support, apps and RFID cards, and roaming.

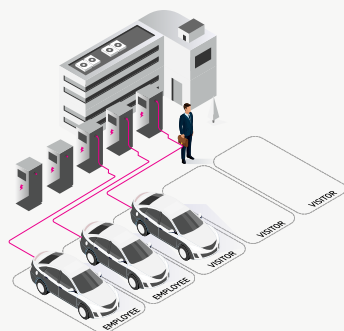
OUR STATE OF THE ART BE.ENERGISED CLOUD PLATFORM: SCALABLE, RELIABLE AND CUSTOMER-CENTRIC

Why make compromises in choosing your EV Charging platform when there's a product out there that covers the specific needs of fleets? has-to-be gmbh's be.ENERGISED software allows you to efficiently manage your entire EV Charging infrastructure – and it's tailor-made for fleets.

Get connected with an EV Charging Solutions Partner in your local area

If you are considering migrating your fleet to electric, we encourage you to contact us for a free, no-obligations consultation. We can then connect you with one of our Solutions Partners in your local area. This way, you can ensure you get the best region-specific services for your particular use case.

THREE CORE BUSINESS USE CASES FOR ELECTRIC FLEETS



CHARGING AT WORK

Charging for company fleets, private employee cars and visitors.

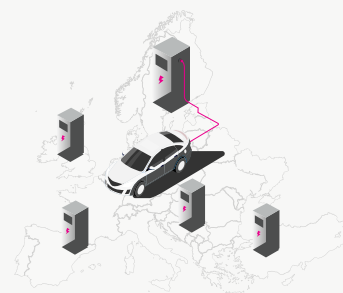
- Automated logging of all charging-records, with one-click access.
- Access control for different user groups.
- Calculate different cost and reimbursement rates for different user groups.
- Direct cost center allocation.
- Full price and cost transparency.



CHARGING AT HOME

Charging of private and/or company-owned cars.

- Automated calculation of energy costs based on individual energy rates.
- Automated company invoicing.
- Automated employee credit notes.
- Transparent and legally compliant processes.



CHARGING ON THE ROAD

Charging company EV fleets and private employees EV's on the road.

- Access to more than 250,000 charge points across Europe.
- Best prices for you and your customers.
- All contract negotiation with third-party CPOs finalized.
- Absorption of interface cost and ongoing development

Becoming a Solutions Partner: Provide turnkey EV fleet charging solutions for your business customers

We enable our EV Charging Solutions Partners to support their fleet management customers in setting up and running their EV fleets with an easy-to-operate solution. With be.ENERGISED, you can easily manage your customer's EV

Charging infrastructure and offer them complete solutions for charging at home, at work and on the road. Ask us today about our Solutions Partner Program and how you can become a leading EV Charging Service Provider for your fleet customers.

ABOUT HAS-TO-BE GMBH

has-to-be gmbh CEO Martin Klässner has been a key driver in the EV Charging field since as long ago as 2008, developing the sector with a series of innovations. be.ENERGISED is the result of knowledge and expertise built up over more than a decade. It's been validated and deployed by top European eMobility service providers such as IONITY, EWE Go and Volkswagen, as well as market leaders in the petroleum, retail, energy, telecommunications and automobile industries. Over 40,000 directly connected charge points currently run on the software, which handles both infrastructure operation and customer interfaces for EV Charging. 15 million charging sessions have already been carried out via the software. 1,000 clients in more than 45 countries now rely on be.ENERGISED.



be.ENERGISED: The market-leading cloud platform from has-to-be gmbh



40,000+

directly connected charge points



20+

certified Hardware Partners



250,000+

roaming charge points



45+

countries

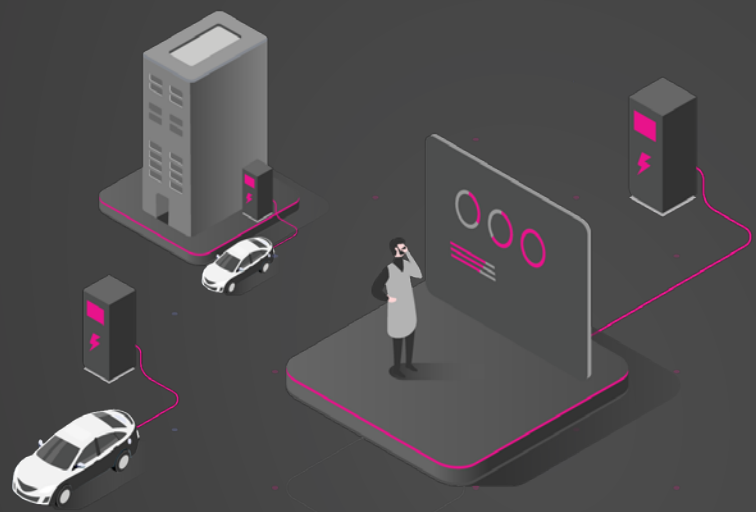


15,000,000+

performed charging sessions



Correct as of: 07/2021



eMobility powered by technology



Sales
sales@has-to-be.com

has-to-be gmbh
Salzburger Straße 26
A-5550 Radstadt

has-to-be.com