



Opportunity for Strategic Alignment

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What can utilities do to support / enable fleet EVs?

Fleets are ready to scale EVs now. Challenges arise out of continued perception that fleets are still in early adopter stage and near term is focused on passenger EVs. Utilities can foster scale near term in a couple of ways.

01

DEDICATE FLEET EV PROGRAM

Provide a clear, easy to navigate, dedicated Fleet EV program that is treated differently than standard business. This encompasses all utility work from assessment, planning, installation, and ongoing fleet rates.

Benefits



This assists businesses to understand, plan, and build project timelines and costs appropriately



Does not intermingle with standard commercial business (i.e. power, lighting, panels)



Provide dedicated management and utility expertise for consistent approach across sites



Rates defined based on fleet usage mechanics

What can utilities do to support / enable fleet EVs?

02

RATES AND SUPPORT

Examine several possibilities regarding infrastructure and fleet charging dynamics. Having options to “pay for” utility infrastructure work through charges baked into fleet rate or EV charging rates based on business model / charging window that are stable and known. (i.e. e-commerce delivery is different than laboratory runner).

Benefits

- ✓ Price per Kw model
- ✓ Ala carte model where business can select options (i.e. utility builds infrastructure all way to EVSE or business builds behind meter)
- ✓ Stable energy bills
- ✓ Priority re-connects and exclusion from brownouts

Leave with ask:

What are utilities doing beyond near term? As business, once we have EVs deployed, the next question we will get asked is how is the electricity being generated? “Well-to-wheel” question. How are utilities taking steps for long term to produce renewable green energy and reduce fossil fuel generation?

How has the collaboration and relationship been with the utilities?

For decades the conversation with utilities has been around conserving energy. Fleet EVs require utilities to produce and sell more energy as energy becomes a fueling source. This will require flexible business models for interacting with fleets.

What can be done to strengthen that relationship?



For example, in past interactions with utility contracts, the contracts were provided and no negotiations were permitted. It was a take it or leave it proposal.



We ask that as much as is possible work to understand your customer's needs and then be open to negotiating a mutually agreeable outcome (Lease terms not matching contract length requirements).

Leave with ask:

Long term what steps are being taken to engage public commissions in understanding utility model is changing and flexibility will enable fleet EV scale? What federal and industry standard / regulations are being targeted with utility member groups that would propel fleet EV scale deployment?

Thank You