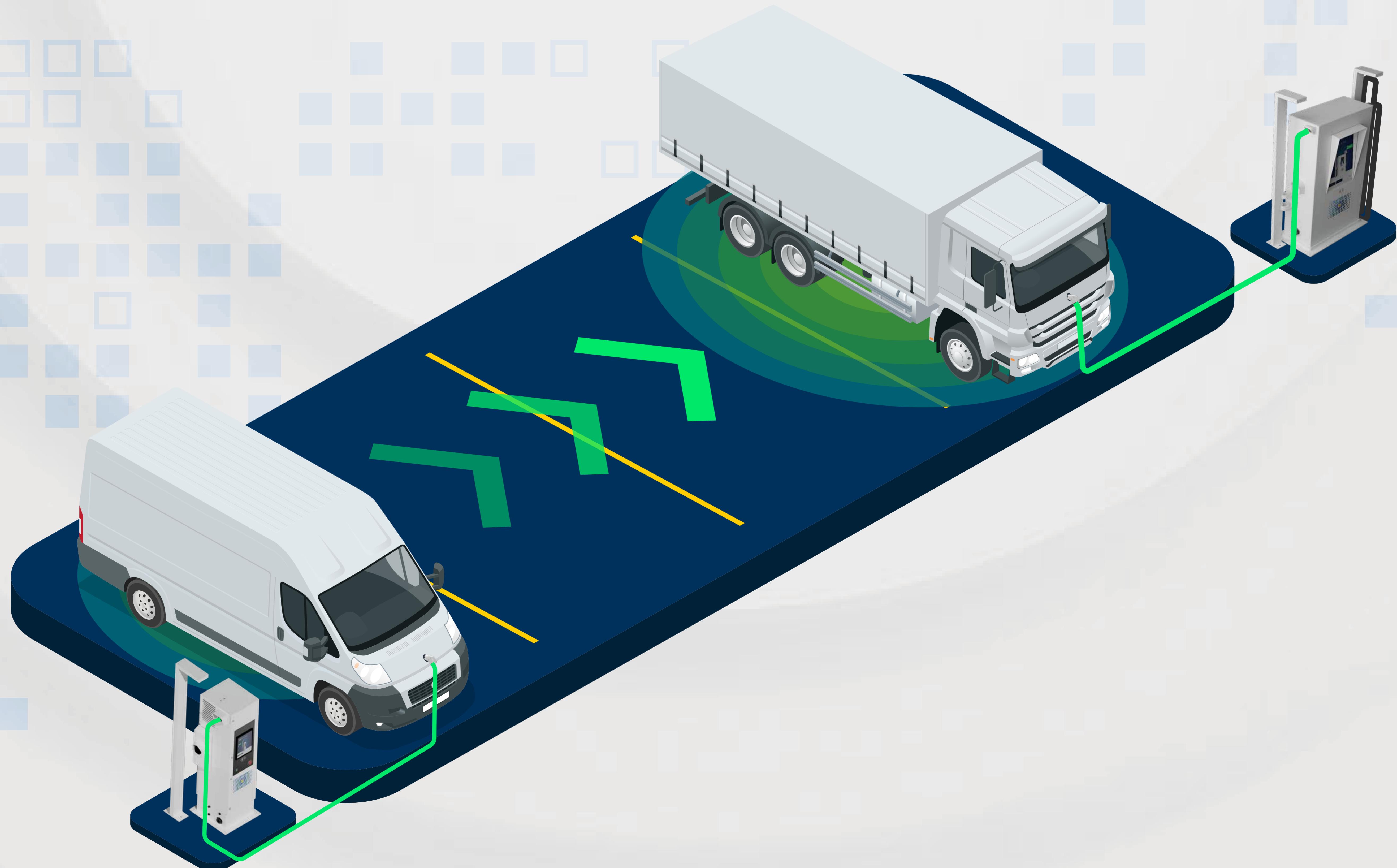


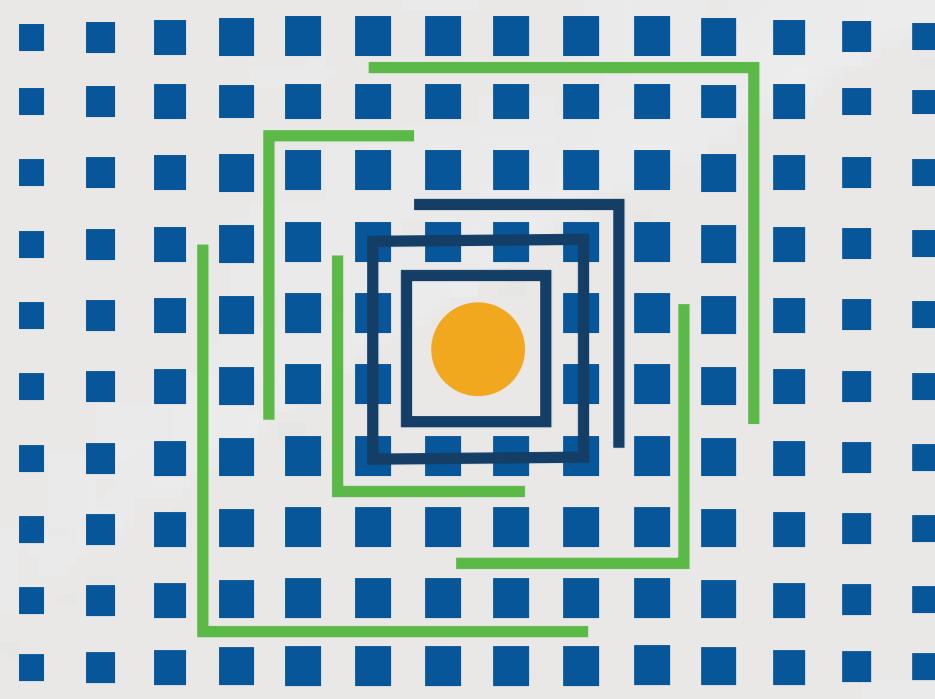
How to Electrify Your Medium- and Heavy-Duty Fleet

While the majority of electrification focus has been on passenger cars, the medium- and heavy-duty electrification market has been quickly growing as companies realize the environmental and economic benefits of going electric. If you're thinking about transitioning your heavier-duty fleet to electric and don't know where to start, see the steps below for some important considerations for taking the first step on your electrification journey.

Choosing Your Charging Infrastructure: High-Efficiency, Scalable Solutions

The foundation of a successful fleet electrification strategy lies in selecting the right charging infrastructure. Explore the advantages of high-efficiency charging solutions that not only reduce operating costs but also contribute to a sustainable charging ecosystem. Scalability is key – from depot charging for overnight fleets to fast-charging solutions for on-the-road convenience, tailor your infrastructure to meet the unique needs of your fleet. Prioritize solutions that are efficient, scalable, reliable, and meet the space requirements of your charging location.





■ **Source Energy: Integration with Renewable Energy and Storage**

Once you have your charging infrastructure picked out, you need to identify how to power it. In an effort to reduce grid interconnection difficulties, lower costs, and increase sustainability, many charging infrastructure operators are opting to integrate EV charging with on-site energy generation and storage. Case studies have shown that EV charging stations that include solar, batteries, generators, or other forms of energy generation and storage can help shorten deployment timelines and reduce operating costs.

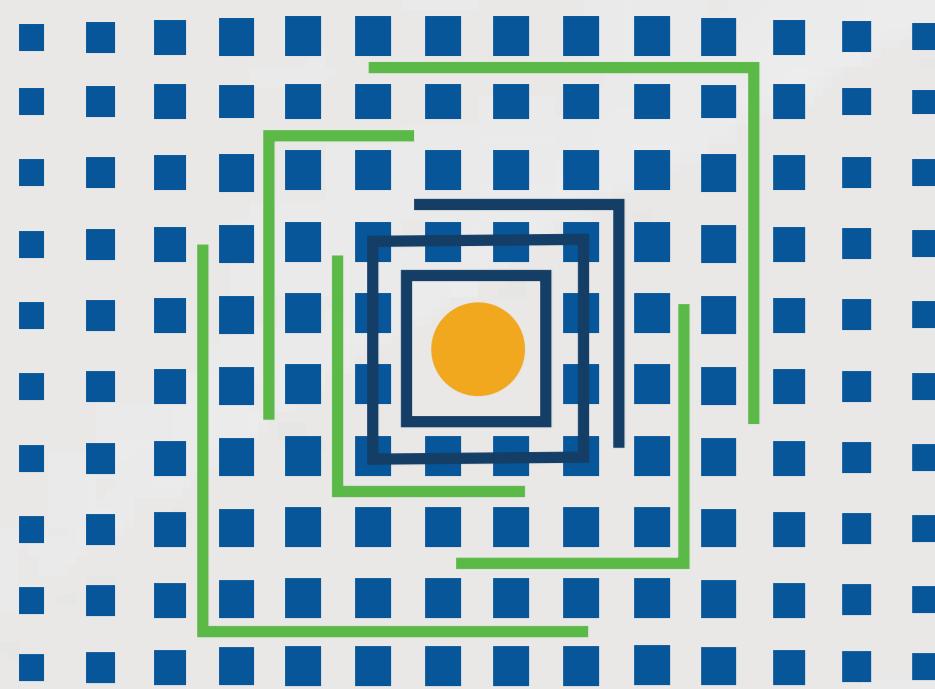
■ **Choosing Your Vehicle: Matching Performance with Sustainability Goals**

Selecting the right electric vehicles (EVs) for your fleet involves balancing performance requirements with sustainability goals. Before choosing, it's critical to understand your fleet's operating schedule, dwell times, and more. Considerations such as vehicle range, payload capacity, and charging compatibility will be important to choose the best vehicle for your fleet.

■ **Exploring Policy Incentives**

Governments and regulatory bodies worldwide are incentivizing fleet electrification through policy initiatives. From federal policy incentives to local policy support, understanding and leveraging these opportunities can significantly offset the initial investment in electrifying your fleet.





Identifying Partners Who Can Help You Scale

The journey to electrify your fleet is a collaborative endeavor. Strategic collaborations can streamline the implementation process, provide valuable insights, and contribute to the scalability of your electrification efforts. Many companies choose to engage with an advisory firm who understands fleet electrification, and it's also important to engage with charging infrastructure providers early in the process to ensure the transition to electric is done smoothly.

Conclusion: Driving Towards a Sustainable Future

As you embark on the electrification journey for your medium- or heavy-duty fleet, this guide serves as your roadmap to a sustainable future. By making informed choices in charging infrastructure, sourcing energy, vehicle selection, tax incentives, and partnerships, your fleet becomes a driving force in the transition to cleaner, greener transportation.

