



Fleet EV charging **buyer's guide**

How to make your fleet electrification a success

Climate Group's **EV100 initiative**, a global effort to electrify some of the world's largest fleets, reports a 57% jump in EV adoption from 2023 to 2024. Over the last 12 months, over 230,000 diesel cars and vans were transitioned out of their respective fleets, and replaced with electric vehicles. This pattern reflects a larger, national trend towards electrification.

Whatever the reason—rising fuel costs, declining battery costs, greater charging infrastructure, or more affordable makes and models—fleet electrification is quickly gaining popularity.

By 2030

10-15%

of all US-based fleet vehicles will be electric.

McKinsey & Co.

3-4%

of the nation's total electric truck fleet will be EVs.

IEA

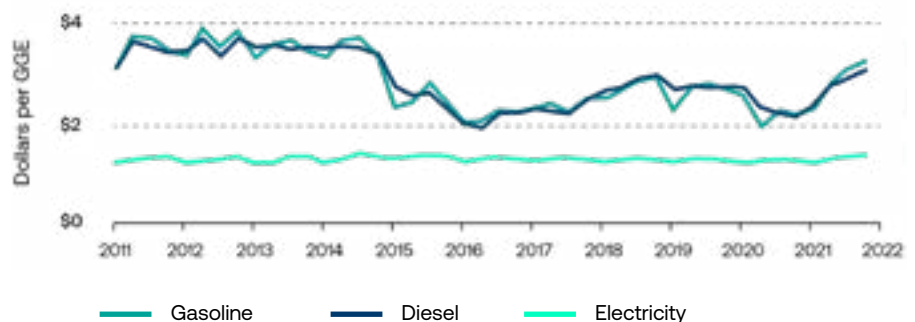
Why electrify?

By as soon as 2025, the total cost of ownership (TCO) for battery electric vehicles (BEVs) will **outperform internal combustion engine (ICE)** vehicles across all classes. And while gas and diesel are subject to varying costs, electricity is **far less expensive** than traditional fuel. For fleets, this means that total budgets become much more **predictable, static, and consistent**.

From a maintenance perspective, EVs present far less moving parts than an ICE, gas, or diesel engine. Long-term, general up-keep is therefore less expensive. Plus, reduced downtime from fueling creates more **efficient operations**.

Electric prices compared to gasoline and diesel

Source: Alternative Fuels Data Center



The average retail fuel prices in the United States, in dollars per gasoline gallon equivalent (GGE), illustrate that electricity prices are not only lower but much more stable than those of gasoline or diesel fuel.

What you should look for in your electrification partner

Choosing the right electrification partner can make or break your initiative. Knowing what questions to ask is the first step in finding the right partner.

01 Project scope

Think about your electrification goals and the best way to accomplish them.

QUESTIONS TO ASK

- Are you going to roll out your project all at once or in multiple phases?
- What's your plan for scaling in the future? How can you plan ahead for it now?
- What's your total budget for the project? Are you accounting for just hardware and installation, utility upgrades, or other costs as well?
- How many EVSEs are you looking to add, and what type (i.e., level 2, DCFC)?
- Who's going to install the charging stations?

02 Charging experience

Consider what the charging experience will be for the end user as well your fleet operator, facilities team, property management company, and any other party involved in the business side of your charging operations.

QUESTIONS TO ASK

- Will your site offer public or private charging stations?
- Do you want to ensure that employees only charge corporate vehicles?
- If multiple use cases, how are you going to charge users for charging? Are you going to have one rate for everyone or multiple rates?
- Do you want to manage billing and reimbursement yourself, or outsource it?
- Who's going to operate the charging stations once installed?
- How are you going to handle post-installation maintenance?
- What kind of data do you want to see from your charging operations?

03 Site location and architecture

Where you install your charging stations can impact your charging infrastructure design and total cost of deployment. The technology you choose will also determine the reliability of the charging experience.

QUESTIONS TO ASK

- 🔧 Do you have a cellular signal at the desired EVSE install location?
- 🔧 What kind of charging and networking equipment do you need to add, and where?
- 🔧 Do you need a pedestal installation, and what type (i.e. dual or single)?
- 🔧 What are your range expectations with each charge session (i.e. 10 miles)?
- 🔧 What are your queue time expectations with each charge session (i.e. 1 hour)?
- 🔧 What is the current available power voltage on-site?
- 🔧 What is the approximate distance from the panel to the furthest EVSE installation?
- 🔧 Is the installation environment indoors or outdoors?
- 🔧 Please specify the quantity of EVSE group locations.
- 🔧 How many floors total will have EVSEs installed?
- 🔧 What is the circuit rating?
- 🔧 How many EVSEs will be on each circuit?
- 🔧 Do you need a utility upgrade?

04 Power

It's important to perform a load study first, to understand how much available power you have for your project.

QUESTIONS TO ASK

- 🔧 How much available power do you have?
- 🔧 How can you maximize charging capacity using your existing power?
- 🔧 How can you maximize charging capacity with minimal power and infrastructure upgrades?
- 🔧 Is it possible to find extra power for your project? If so, where can this extra power come from?
- 🔧 How can we get this extra power reallocated to EV charging?

05 Technology

Power alone is only part of the answer. There's technology out there that can help you get more out of your power.

QUESTIONS TO ASK

- ▶ How will you respond to demand changes and peak loads?
- ▶ How much power will be dedicated to each port for EV charging?
- ▶ Are you willing to significantly invest in infrastructure to meet demand?
- ▶ How will you tackle 100% utilization?
- ▶ What type of network uplink will your EV charging solution require?
- ▶ How will your users initiate a charging session? Will they need to plug in to your corporate IT network to charge?
- ▶ How will you ensure that cars keep charging, even when the power goes out?
- ▶ Have you safeguarded against points of failure (i.e. spotty cell service, cloud outages)?
- ▶ How long will it take to restore power, or recover your EV charging solution when there are technical difficulties?
- ▶ Will you install third-party networking infrastructure or repeaters for communication?

06 Security

Make sure that all business practices are conducted in a secure manner, always—not just during the annual audit period.

QUESTIONS TO ASK

- ▶ Where and how is data stored?
- ▶ How will your organization handle risk management?
- ▶ Will you have a separate, in-house IT team handle this?
- ▶ Is your organization looking to employ a “continuous monitoring” approach?
- ▶ Is SOC 2 compliance, or other verified security measures important to you?

07 Project management

Your organization may have unique needs not able to be fulfilled by every vendor on the market. Custom solutions, personalized products, and tailored messaging may be important to you.

QUESTIONS TO ASK

- Does your vendor have specialized experience in the fleet space?
- Does your vendor provide both hardware and software?
- How many vendors do you want to work for installation, maintenance, and billing?
- Will your vendor(s) manage the entire project, from start to finish?
- Can your vendor create custom solutions for your organization, quickly and inexpensively?
- Will your vendor onboard you and your employees (i.e. drivers, fleet managers, etc.)?
- Will your vendor provide creative solutions for other, related business problems?

08 Customer success

The availability and responsiveness of your vendor's customer care team can make or break the success of your project during and after implementation.

QUESTIONS TO ASK

- How are your vendor's customer care team and process structured?
- Will you have a dedicated customer success representative?
- How closely will they keep you informed about the progress of your project?
- How will you contact customer care when you need it?
- How responsive is the customer care team?



How EverCharge can help

As a vertically-integrated, turnkey solutions provider, EverCharge manages each electrification project end-to-end—from design, to operations, and beyond. Our patented, widely deployed SmartPower™ technology and unique wireless mesh network design are unmatched in the industry.

Our technology maximizes charging output based on site infrastructure, allowing you to install up to 10x more EVSEs on limited existing infrastructure, and eliminates data connectivity barriers, reducing installation cost, time and complexity, while improving reliability and simplifying scaling. For example, even when the cell network goes down, our wireless mesh network kicks in to continue charging—and load balance in real time.

EverCharge's framework for successful fleet electrification

We'll lead the charge from start to finish, and keep your organization informed every step of the way. Our framework for successful fleet electrification consists of five key sections.

01

Infrastructure analysis and design

Property operators are often unclear if their electrical infrastructure is sufficient for EV charging, so when you partner with EverCharge, we'll work one-on-one with you to determine your organization's charge and range expectations. Our site visit form outlines what *kind* of charge you're looking for (i.e. public or private), so that we can dive in to site-specific questions, including your desired charger quantity, level, and installation type.

Our pre-installation *photo* checklist serves to verify this information before approving a final, custom charging infrastructure site design. This document asks for images of all electrical rooms, service gear, existing transformers and house panels, parking layout, etc., in order to pinpoint any other physical barriers that could affect installation. By analyzing your fleet vehicles and noting their charging specifications and daily routes, we'll create an accurate, attainable property design to fit your needs.

02

Engineering and permitting

Before construction can begin, we'll take care of all site design, engineering, and permitting to eliminate the guesswork for you. As a turnkey solutions provider, we'll communicate with the utility directly, and submit any/all permits on your behalf. We can provide regular updates as we are made aware from the Authority Having Jurisdiction (AHJ). This process can vary in length and intensity based on the location, but our team is familiar with all project types and will work with each office uniquely to get the approvals needed.



03

Installation and deployment

EverCharge handles every aspect of project management and installation—starting with project kickoff and milestones, and ending with customer handoff of the completed site. In between, we'll handle activations and establish deployment timelines with you, manage your project from start to finish, and provide you with a turnkey solution, including commissioning your EV charging system.

During project kickoff, we will review details communicated by sales, introduce you to your new points of contact for the project, and provide a general overview of project events. As we approach the start of the installation, we'll host a pre-construction call, where we'll review the installation schedule, access requirements, allowable parking areas, and other unique property details. At the end of the project, we'll remotely train your employees to review the installation, use the chargers, and monitor your status online.

04

Monitoring and support

Our team is here to support you with all your charging needs. Our monitoring and support services through your customer success manager and in-house customer care team will handle network management, support, billing, and system maintenance, 24/7.

05

Charging insights (*GLANCE™*)

Our charging station management system allows your organization to customize system access, view and manage charging data, and obtain real-time charging analytics without integrations or third-party hardware.

Our solutions

Level 2 charging: **EV02**

Our built-in SmartPower technology allows you to install up to 10x charging ports on limited infrastructure, minimizing the need for costly electrical upgrades. These charging stations communicate via a wireless mesh network, streamlining onsite load management, remote management, and software updates.



DCFC: EverCharge Fast series

Tailored charging solutions for mission-critical environments is our specialty.

EverCharge Fast DCFC S series

Split system designed for flexible spaces.

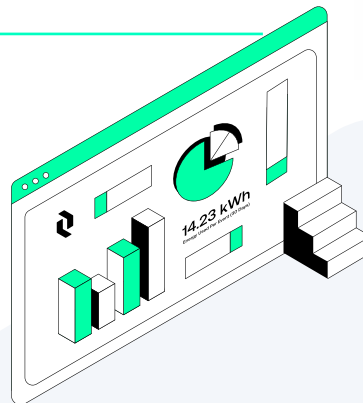
EverCharge Fast DCFC A series

All-in-one system designed for convenience and space-conscious environments.



GLANCE

Our Charging Station Management System (CSMS) enables you to manage your charging system, take control of your energy use, and optimize business operations. With GLANCE, site operators can view charging data and reporting without integrations or third-party hardware.



Fleet electrification stories

You bring the challenge, we bring the solution. Our integration across hardware and software enables industry-leading customizations that fit into your existing operations.

Energy reimbursement for site hosts

A large car rental company needed a way to log and export total energy consumption from their rented facility, in order to reimburse their site hosts. Because the car rental company didn't own the electrical meter onsite, they needed a way of collecting the energy they used for EV charging.

EverCharge customized [GLANCE](#), our charge management system, to expand fleet view access and make true energy costs transparent. This solution enabled the company to perform accurate reimbursement calculations—down to energy cost per driver or vehicle.

Armed with this information, the organization's reimbursement process now includes exporting this data into .CSV files for easy integration into their own financial tools. Here, the company can view all of their energy costs, across multiple sites, in just one place.

Utilization data to track EV charging trends

A large car rental company wanted to understand the utilization rate of their current charging infrastructure in order to identify trends in EV usage at each site and encourage more rentals.

EverCharge created a tailored, customizable dashboard that allowed the company to view and understand each site's utilization data in real time. Custom fields included hours of operation, date, and site selections, amongst other variables, which the organization could use to better analyze the performance of individual sites to encourage desired charging patterns.

Armed with this information, the organization's corporate office gained deep visibility into each site's charging operations. Each site displayed unpredictable charging patterns and while some regions excelled, others had room to improve in the utilization rate of their infrastructure.

As a result, the company now sends targeted, regular emails with charging statistics and utilization rates to each site. This gives each location the opportunity to validate, improve, and quantify the policies and programs they use to encourage EV rentals, and improve their charging operations.

Damage-proof, custom mount for limited space

A Fortune 500 last-mile delivery company needed a solution to accommodate the limited space available in their fleet EV charging hub. The company was looking for a way to maximize the 11 inches of space they had between all of their parked trucks. Due to the high costs of the real estate being used, the vehicles must park as close together as possible in order to make the best use of the minimal space.

EverCharge created a custom charging mount that would directly address and accommodate the minimal space, and elevate the EV chargers away from potential damage. The unique solution was fully customized for a rear charging port, differentiating it from traditional solutions that use front or side ports. Developing a custom rear port allowed the customer to achieve a highly optimized solution that did not waste a single inch of real estate, and could accommodate an evolving space.

EverCharge's custom pedestal was created in less than 3 weeks of the customer's request, resulting in 0% lost/wasted space on the loading dock, saving the company valuable real estate space. The custom solution also made it impossible for a driver to destroy any part of the charging system, as no cables were left exposed for damage, creating a more efficient process for drivers operating the trucks.

Pre-conditioned driving environments for on-time deliveries

A Fortune 500, multinational food, snack, and beverage corporation looked for a way to pre-condition their truck cabins before drivers began their 5 A.M. route. In order to ensure a comfortable driving environment and on-time deliveries, the organization needed a way to heat or cool the cabins before drivers began their shift.

EverCharge worked fully remotely, and spoke directly with site managers to understand driver challenges. By comparing these comments to EVSE logs, our engineers customized SmartPower's "smart charging" behavior to enable pre-conditioning at 4 A.M. (one hour before drivers took off) *while* continuing to charge vehicles that needed power.

All in all, EverCharge's patented SmartPower technology was configured to more proactively allocate energy, and pre-condition each truck to driver preferences. The final result, delivered in 2-3 weeks from inquiry, eliminated delays related to heating and air conditioning across the company's 12 last-mile distribution centers. As soon as drivers arrive for work each morning, they're able to hit the road.

Custom advanced insights for corporate sustainability

A Fortune 500 last-mile delivery service company was looking for deep data insights on the amount of clean energy that was powering their EV chargers to understand if they are on track to meet their corporate sustainability goals, and how they needed to adjust their operations in order to do so.

EverCharge developed a custom dashboard within 2 weeks of the customer's request. The dashboard indicated how much of the charge was originating from clean sources like wind and solar to enable them to improve their carbon footprint as a company.

The comprehensive dashboard included 13 types of energy sources with a detailed fuel mix breakdown for each charging session. This allowed them to understand that charging their vehicles earlier in the day would maximize their clean energy use and best support their corporate sustainability goals.

Let's get started

Hassle-free charging means more vehicles on the road, and more business for you. If you're interested in exploring electrification for your business, please do not hesitate to [contact us](tel:8883427383) at **(888) 342-7383**, or support@evercharge.com.

