

GO ELECTRIC FLEET SHOW

Learn More: Tips for Building a Business Case

Transitioning a fleet to electric vehicles (EVs) is a significant decision that requires a well-structured business case to highlight the financial, operational, and environmental benefits. By leveraging data and strategic planning, fleet managers can effectively present the advantages of electrification to other decision makers.

Get the Data on your Current Fleet Operations: The first step involves analyzing and understanding current fleet operations and needs. A telematics system collects real-time data on vehicle usage, mileage, duty cycles, and energy consumption. This information is crucial for identifying which vehicles are suitable for electrification and ensuring that the transition aligns with operational requirements. For instance, vehicles with consistent routes or shorter daily distances are often prime candidates for replacement with EVs. Don't have in-house expertise? The CleanBC Go Electric Fleet Charging program and BC Hydro Fleet Electrification program both provide rebates for fleet assessment services, including telematics.

Do Financial Analysis and Identify Rebates: While EVs may cost more upfront, their lower fuel and maintenance expenses can lead to big savings over time. A Total Cost of Ownership (TCO) analysis helps compare the overall costs of an electric vehicle (EV) to a traditional gas-powered car. This includes the purchase or lease price, as well as ongoing costs like charging, maintenance, insurance, and any government incentives or rebates. EVs are generally cheaper to operate because they have fewer parts and don't as much maintenance like oil changes or exhaust repairs. However, expenses like battery replacement (often covered under warranty) and installing a charging station should be considered. TCO also looks at depreciation since EVs hold their value differently than gas cars. In the long run, EVs can reduce long-term costs and emissions, especially with rising fuel prices and available incentives.

The CleanBC Go Electric Rebates Program offers significant support for B.C. organizations, enabling them to acquire electric fleet vehicles with rebates that lower upfront costs. This program is designed to accelerate the adoption of electric fleet vehicles across the province. Design your Charging Infrastructure: Adequate charging facilities are a critical component of fleet electrification. Charging stations at fleet depots or workplaces ensure that vehicles are ready for use when needed. Options include Level 2 chargers for overnight charging and DC fast chargers for quicker turnaround times. Electrical contractors or engineers can help design a charging strategy tailored to a fleet's specific needs. Rebates are available to assist with charging infrastructure, from planning right through to installing chargers. See the CleanBC Go Electric Fleet Charger program website for more information.

Return On Investment (ROI): Emphasize the long-term advantages of going electric when presenting the business case to decision makers. Include a comprehensive analysis of the total cost of ownership, environmental benefits, and compliance with emerging regulations. Adopt a phased approach, beginning with vehicles that are easiest to transition, to demonstrate immediate benefits and build confidence in the process. Use Telematics to Optimize your EV Fleet: Telematics provide detailed insights into vehicle performance and usage patterns. This technology enables fleet managers to monitor battery health, state of charge, and energy consumption in real-time. Such data is invaluable for optimizing routes, scheduling charging sessions, and ensuring that EVs meet the operational demands of the fleet. Moreover, telematics can assist in predictive maintenance, thereby reducing downtime and enhancing overall efficiency.

Fleet electrification represents a forward-thinking investment that offers cost savings, operational enhancements, and environmental benefits. By meticulously planning for charging infrastructure, analyzing fleet data through telematics, and utilizing available incentives and rebates, fleet managers can construct a compelling business case that paves the way for a successful transition to electric vehicles. CleanBC Go Electric support

The CleanBC Go Electric Rebates Program and Fleet Charging Program make it easier for B.C. businesses and organizations to transition to electric fleets. Administered by Plug In BC, these programs offer rebates for conducting fleet analysis, installing charging infrastructure, and purchasing various types of electric vehicles.

Visit pluginbc.ca/fleets or email fleets@pluginbc.ca for more information



Fraser Basin Council

Plug In BC is a program of the Fraser Basin Council and works in collaboration with government, industry, academic institutions, EV owners, NGOs and utilities to advance the uptake of electric vehicles in British Columbia.

The CleanBC Go Electric Fleet Charging Program is one of a suite of programs offered under the Province of BC's CleanBC Go Electric Program. The program is funded through the Ministry of Energy, Mines and Low Carbon Innovation and is administered by the Fraser Basin Council Society.