

Introduction: eIQ Mobility, the leader in fleet electrification assessments

#1 provider of fleet electrification assessment solutions for utilities, OEMs, and fleets.

Deep experience with utilities, telecom, delivery, pharma, food & beverage, cities, states, universities, K-12, and other fleets.



Dozens major customers

150,000+ vehicles

4+ Million trips

350+ Million miles

Root Problem: Most fleets are small & medium sized

300 billion
Miles Traveled

\$200 billion
Annual Spend

40+ million
Vehicles

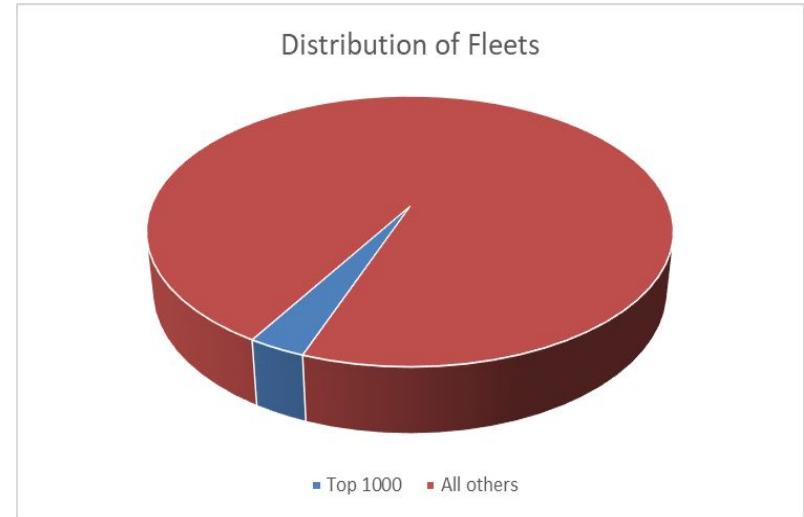
large fleets

Private fleet #500 has 212 vehicles
Logistics fleet #500 has 220 trucks



All other fleets

Estimated over 500,000 fleets (FleetSeek data)



*estimate

Key obstacles for small and medium fleets in Boston

1- Time

Fleet managers are understaffed and have little time to investigate, learn and plan for a new energy. Limited attention span.

3- Incentive / motivation

Small fleets are under the radar and have little policy or sustainability pressure on zero-emissions.

5- Capital

Small fleets have less access to capital, tax skills, and ability to leverage incentives

2- Knowledge

Fleet managers are experts in gas & diesel. EV is totally new, and they have less access to resources to assist from vendors, energy providers...

4- Risk

Small fleets focus on maintaining current operations and minimizing disruptions. Very low appetite for risk.

How could eIQ Mobility assist? Small & medium fleets need to fill the knowledge gap, get decision support quickly to maintain momentum, and factor technical feasibility & economics. That's what eIQ does.

What are small and medium fleets so important?

Top 50 Private Fleets
40,000 vehicles

Average fleet size
9.6 vehicles

MA Fleet Count
11,000 +

All other Fleets
73,000 vehicles

- equity: underserved community
- impact: represent the majority of vehicles
- emissions: typically operate older vehicles

Challenge

Regarding Mobility & Transportation, to achieve Boston's Carbon & Equity goals, a critical obstacle for small and medium fleets to overcome is accessing turnkey suppliers that deliver end to end solutions.