

AEG Stakeholder Challenge

Mobility & Transportation

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Introduction

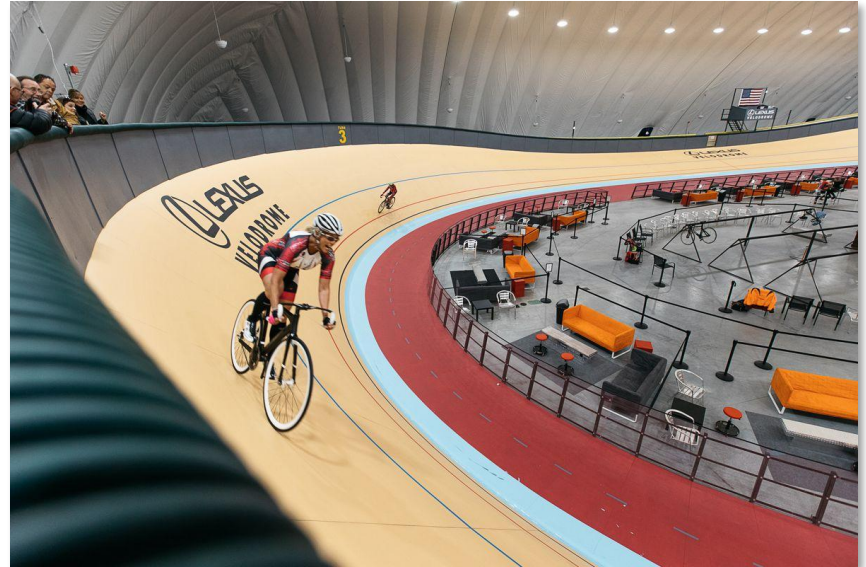
- **Private fleets account for significant purchases of specific products**
- **Potentially accretive to the population of “switchers”**
- **Stimulates additional development and interest from users, manufacturers and utilities**



Problem statement

Push / Pull

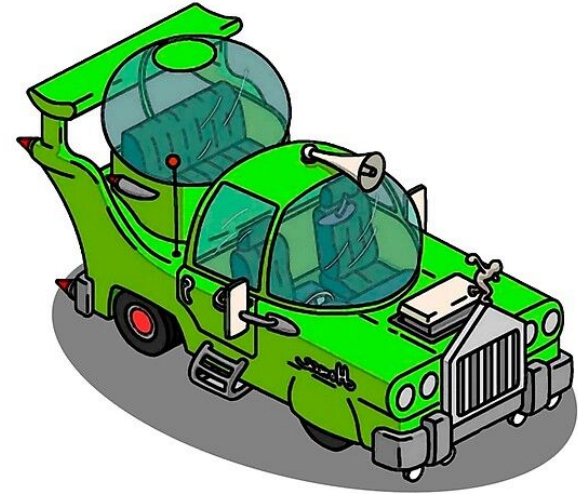
- Differing needs of fleets vs. retail consumers
- Differing needs of Fleet #1 vs. Fleet #2
- Level 2 vs DCFC use-cases



Overcoming a key obstacle

Somewhat competing issues

- Challenge among fleet operators to settle on common needs and specifications (even on roughly equivalent products)
- Challenge for manufacturers to meet too-varied configurations and broaden target market (especially for new models and lt./med. trucks)



Work as a consortium to develop sufficient consensus around product and deployment.

Benefits

Private fleets represent significant opportunity

- Consolidated market-force in non-retail vehicle purchases
- Fleets that generally operate close-to-base reduce dependency on wide-spread DCFC availability (for now)
- Many parent companies have established targets of decreasing CO2e footprint
- Reduce LOE-per-vehicle for utility partners
- Increase effectiveness of enablement programs by driving certainty among stakeholders



Conclusion

Regarding the electrification of fleets to achieve clean energy goals, the most critical obstacle to overcome is the inability to achieve critical-mass between manufacturers, consumers, fleets and energy companies.

