



## Simplify

fleet electrification planning

## Scale

vehicles, depots, and locations

## De-risk

deployments with the right data

eIQ Mobility is the leading provider of Fleet Electrification Solutions, including **Evaluate™ Fleet EV Advisory** that transforms existing fleet data into exact EV recommendations on ideal locations, EV model selection, costs & TCOs, exact GHG emissions, and charging infrastructure requirements.

eIQ Mobility has delivered EV feasibility results for **80,000+ vehicles**, **3.5+ million trips**, and **350+ million miles**.





NextEra Energy and eIQ Mobility will be able to provide fleets, OEMs and utilities with a one-stop electrification solution, from electric vehicle selection and conversion planning, to the design, financing and operation of resilient charging depots supported by clean energy.



NextEra Energy is the world's largest wind & solar energy producer, with 54.3 GW in operation, \$117B total assets, \$19.2B annual revenue, and 14,800 employees.

NextEra Energy includes Florida Power & Light, Gulf Power, and NextEra Energy Resources, the World Leader in renewable generation.

# Root problem of accelerating commercial fleet electrification? Complexity



# Key Obstacle? Electrification is complex

*(Source: 250 interviews - eIQ Mobility)*



**Pick locations, Vehicles, Vendors & Chargers**



**Deploy & Finance Assets**



**Operate & Optimize Performance**



**Scale across entire fleet**

# Benefits of addressing complexity?

Unlock the decision process

Derisk fleet EV operations

Identify pilots & where to start

Improve rate & incentive design

Unlock financing & capital

Help the 'mom & pop' fleets

Accelerate deployments

Accelerate community clean air

Regarding the electrification of fleets to achieve clean energy goals, the most critical obstacle to overcome is the lack of a standardized, streamlined and inclusive regional EV decision process, that removes complexity, variability and risk for fleet decision makers & stakeholders.