



Leading by Example with Public Fleets

West Coast Electric Fleets and Other
Methods to Accelerate EV Deployment

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About Atlas Public Policy

- DC-based tech firm started in 2015
- **Mission:** equip businesses and policymakers to make strategic, informed decisions through the greater use of technology that interprets publicly available information

Atlas Key Focus Areas

- ***Access:** Collect and disseminate publicly available information for free.*
- ***Interpret:** Develop open-source apps to spur insights and conduct analyses.*
- ***Empower:** Strengthen policymakers, businesses, and non-profits' ability to meet emerging challenges and identify and seize opportunities.*



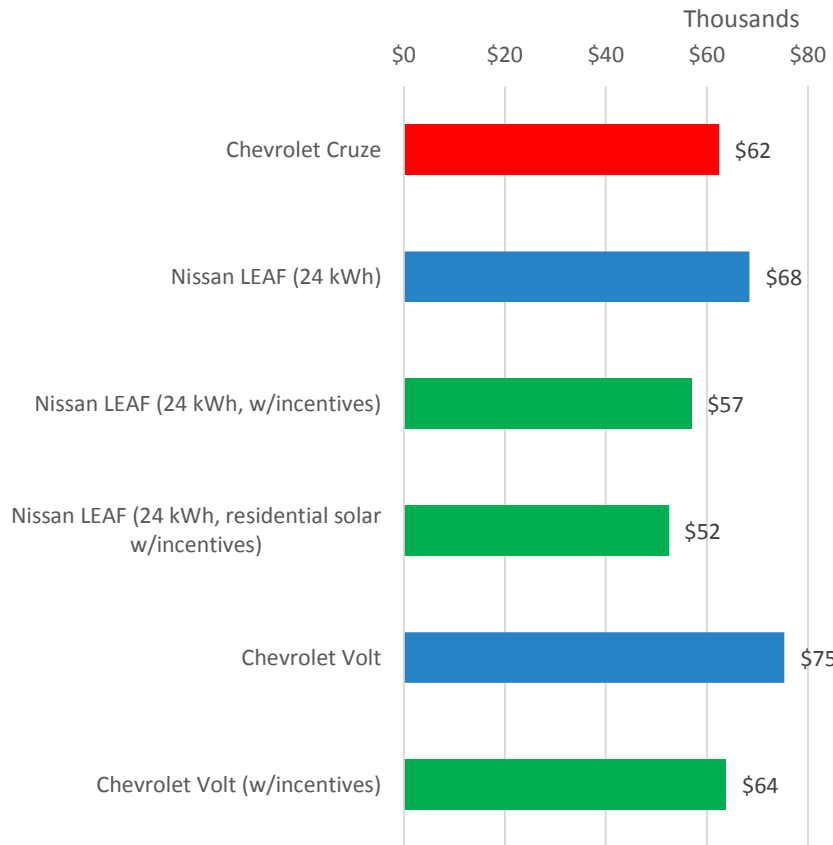
Overview

- The case to focus on public fleets for EV adoption
 - *Public fleets value total cost of ownership and societal benefits of EVs*
- West Coast Electric Fleets
 - Initiative overview and strategy
 - Update on progress and next steps
- Nationwide public fleet aggregate fleet project
 - Two-year initiative funded by the U.S. Department of Energy
 - Identify and implement a creative approach to encourage EV purchases for public fleets

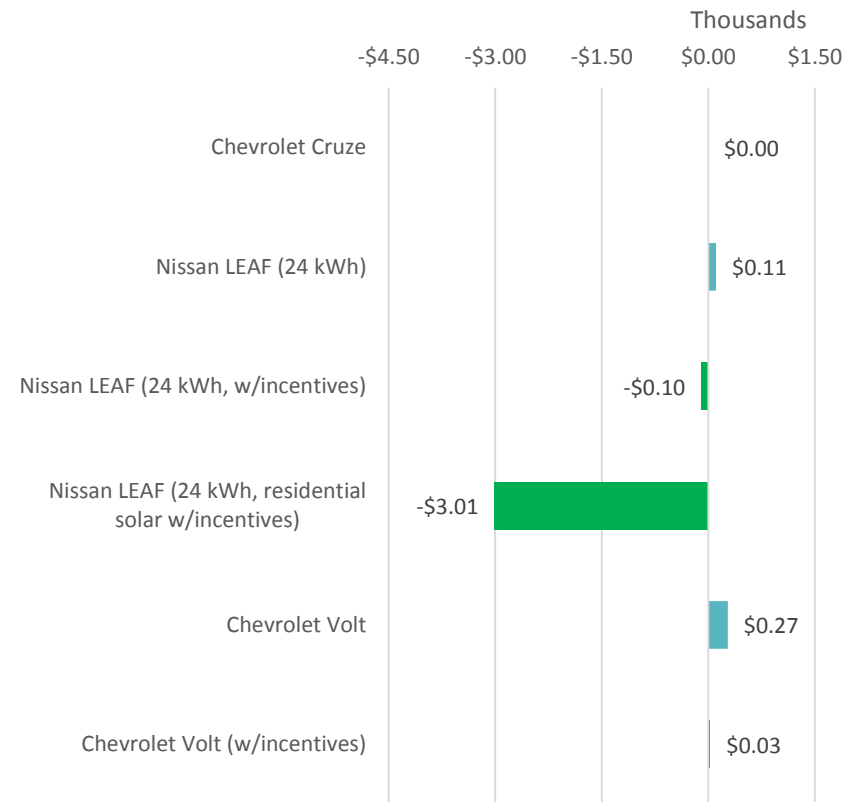


Passenger Vehicle Discounted Lifetime Cost and Abatement Cost

Total Discounted Cost



Greenhouse Gas Abatement Cost (\$/Metric Ton CO₂)

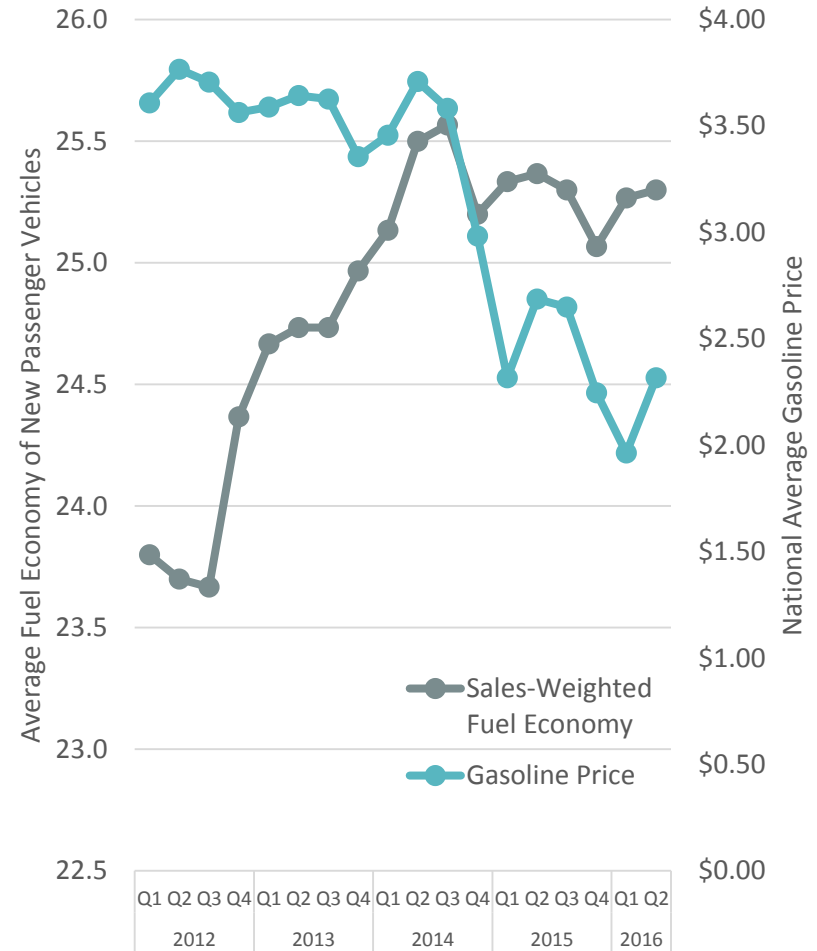


Source: Atlas Public Policy



Fuel Economy Benefits of EVS

- EVs can save energy compared to gasoline vehicles, with potential for lower total cost of ownership
- Consumers don't value fuel savings nearly as much as society does
- Public fleets can more easily incorporate societal benefits into their budgeting



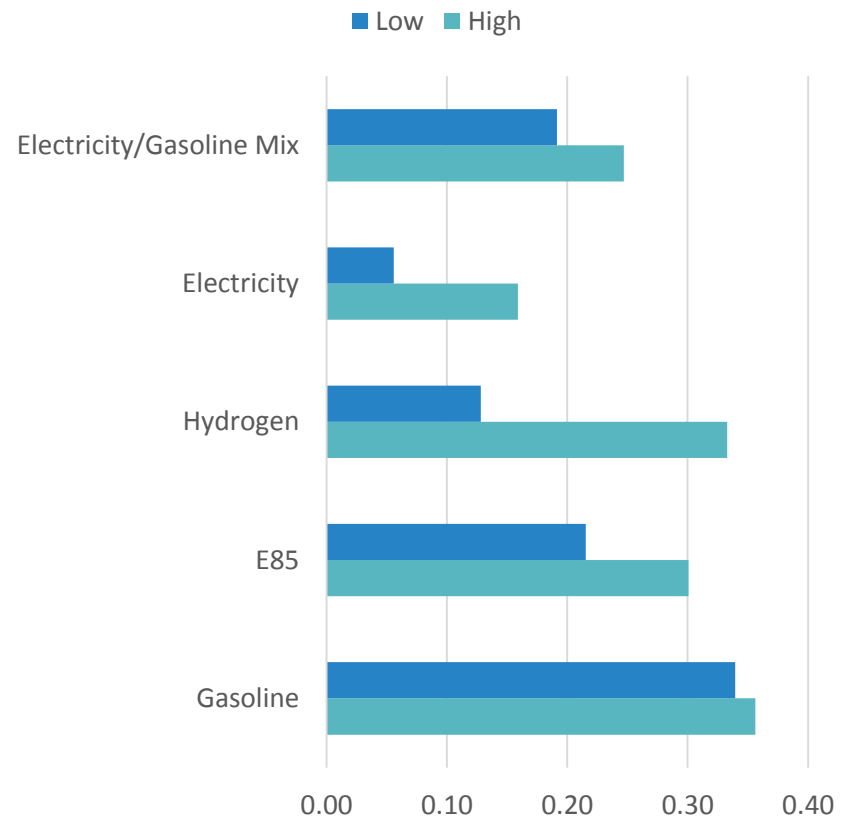
Source: Atlas Public Policy analysis of data from U.S. EIA & [UMTRI](#)



EVs Could Be Big Part of Climate Solution

- All-electric car fueled from zero carbon sources is lowest lifecycle emissions for passenger vehicles
- Climate change is an externality not internalized by most consumers
- Again, public fleets can more easily incorporate societal benefits into their budgeting

Lifecycle Greenhouse Gas Emissions
(kilograms per mile)



Source: Atlas Public Policy



WEST COAST **ELECTRIC FLEETS**

Providing resources, tools, technical assistance, and access to a network of peers to help fleets managers reduce costs by incorporating EVs into their fleets

www.westcoastelectricfleets.com



About WCEF

- Launched in 2015
- West Coast Electric Fleets is Pacific Coast Collaborative initiative to help meet its ZEV fleet goal
 - Goal: make ZEVs 10% of new public and private fleet vehicle purchases
 - Pacific Coast Collaborative is a joint initiative of California, Oregon, Washington, and British Columbia to build a vibrant, low-carbon economy on the West Coast
- Supporting Organizations





Benefits of Joining West Coast Electric Fleets

Toolkit

- Assess how ZEVs can best meet operational needs and save money

Technical Assistance

- Receive assistance from Clean Cities Coalitions to help with procurement opportunities
- Hear about opportunities to help you incorporate ZEVs into your fleet, such as test drives and emerging opportunities for bulk purchasing

Recognition

- Leadership recognition on West Coast Electric Fleets website and at events, and through press releases
- Be profiled in case studies and contribute to lessons learned

Peer Network

- Access peer-to-peer network of fleet managers and owners to share challenges, needs, lessons, and resources

Milestones (2015-2016)

July 2015

- West Coast Electric Fleets is launched

December 2015

- Washington announced it would double Pacific Coast Collaborative goal by 2017

May 2016

- California announced it achieved Pacific Coast Collaborative goal in 2016

June 2016

- Fraser Basin Council launched Fleet Champion initiative in British Columbia
- Pacific Coast Collaborative recommitted to ZEV fleet goal and will encourage joining WCEF

38 Partners and Counting!





Seven Implementation Partners to Help Fleets through the Process

FleetCarma

Fleet Analytics and Audits

Evercar for Fleet (Vison Fleet)

Fleet Financing

Envision Solar

Solar EV Charging

Telefonix Inc.

EVSE Manufacturer

Nova Bus

Coaches and Buses

Longobart-Ross

Fleet Consulting

Enterprise Fleet Management

Fleet Financing/Management



EV Smart Fleets

A new initiative to identify a compelling way for public fleets
to purchase EVs

Funded by: U.S. Department of Energy, CA Dept. of General Services





About EV Smart Fleets

- EV Smart Fleets will create multi-state solicitation and procurement agreement by summer 2017
- Address procurement barriers to EV adoption for public fleets
 - High incremental costs for EVs
 - Lack of charging infrastructure
 - Vehicle availability
 - Procurement process
- EV Smart Fleets goals include
 - Accelerate EV adoption by public fleets
 - Lower purchase price of EVs by at least 15% through volume purchases and creative financing and ownership tools
 - Increase access to a wider range of electric models and favorable prices for EV charging stations
 - Encourage additional purchase inducement tools – effective incentive structures, public policy, financial mechanisms

Next Steps with EV Smart Fleets

- Project team is actively recruiting interested public fleets – state and municipal



- Exploring purchase concepts that can achieve project goal
 - Volume discounts
 - Discounts on charging stations with vehicle purchase
 - Total cost of ownership models to capture EV fuel and maintenance cost savings
 - Carshare or other vehicle optimization strategies
- Contact Jasna Tomic (jtomic@calstart.org) with questions about initiative
- Website coming soon



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