

An aerial photograph of a racetrack with a dark asphalt track and green grassy areas. A single dark-colored car is visible on the track. The text 'READY TO ELECTRIFY YOUR FLEET?' is overlaid in large, bold, white letters.

READY TO ELECTRIFY YOUR FLEET?

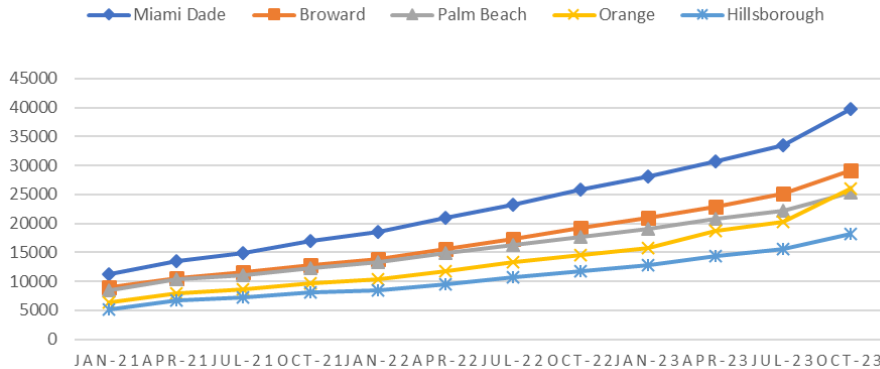
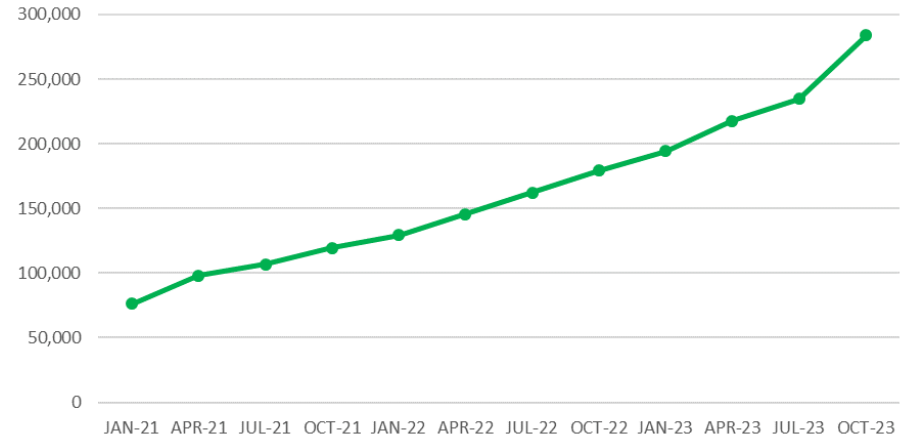
• Nov 1-9, 2023

Questions you probably are asking...

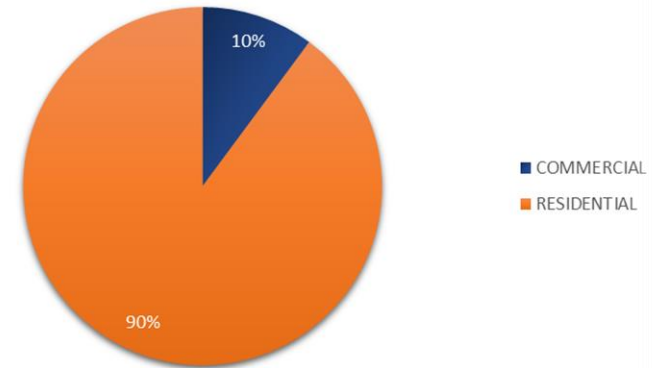
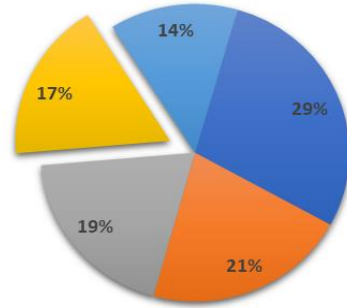
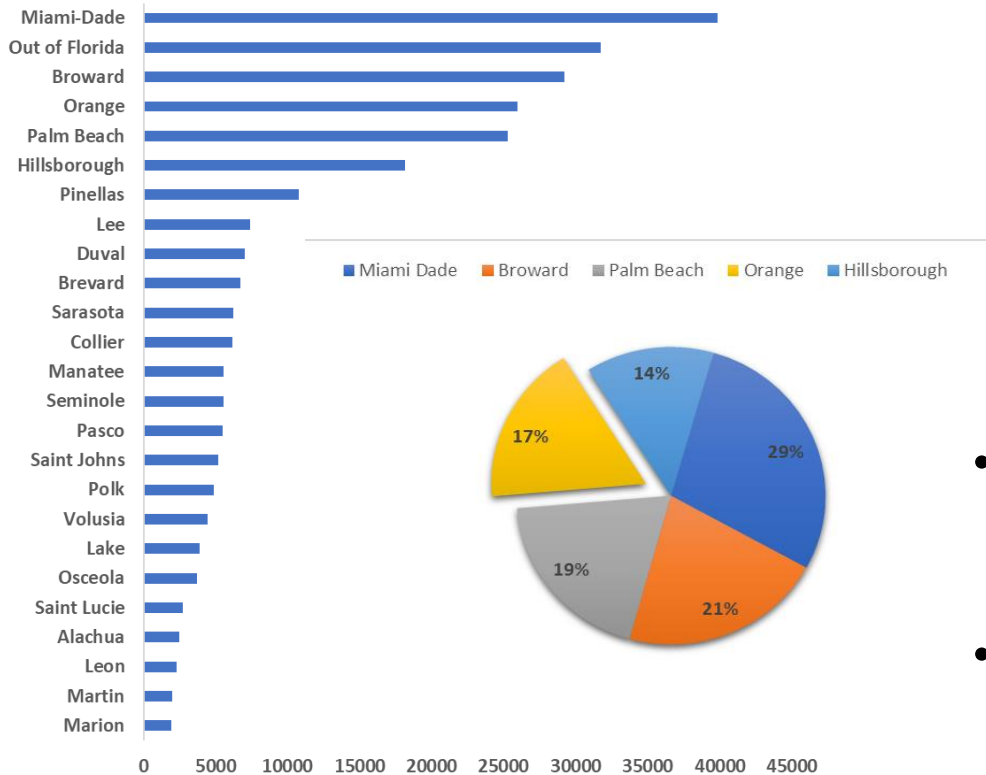
- What is the EV adoption rate in Florida?
- Is this going to be expensive?
- How will I fuel?
- Is there a transition plan we can borrow?
- How can you get the best out of today?

What is the EV adoption rate in Florida?

- Over 284,000 BEV/PHEV vehicles registered in **Florida**
- EVs account for 7% of new car sales
- OUC territory increased by 66% last quarter!



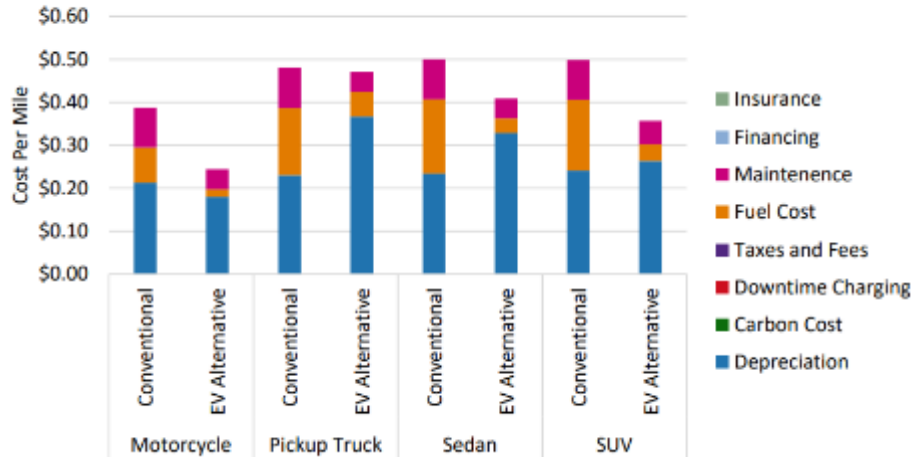
Understanding Adoption Across Florida



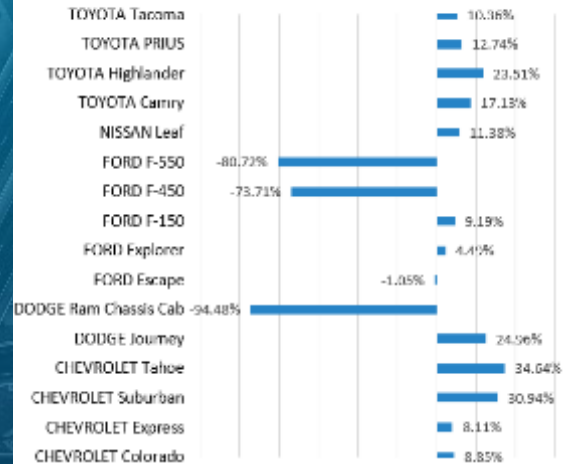
- 10% are registered as Commercial vehicles (virtually zero only 1 year ago)
- Hertz alone has 8,000 registered vehicles in Florida

Is it going to be Expensive?

Figure 3: Light-Duty Nominal Cost Per Mile per Vehicle Use Case



Average Percent Savings by Original Fleet Vehicle



How will I fuel?

- “Behind the fence” charging solutions
 - Own it Charge it program
- “In front of the fence” or “Out in the Wild” charging (fueling card)
 - OUC has committed to 8 DCFC hubs across out service territory
 - 129 W Robinson in operation with 21 DCFC stations for all car types
 - OCCC next up with 6 DCFC stations for all car types
 - We have secured funding for additional stations
- Charge as a service
 - OUC has submitted for grants to build up to 3 Charge as a Service stations

OUC DCFC Hub



Is there a transition plan I can borrow?

- EV Insider magazine
 - This is loaded with great content to assist with buying decisions
- Fleet assessment
 - If fleet managers provide their VIN numbers for their fleet OUC will run a report through the DRVE tool to provide real world numbers on savings
 - There is a sample is in your folder for OUC, and
 - A summary sample for a 21 vehicle fleet.
- Schedule 1:1 meeting with utilities to discuss transition plans
- Utilities will provide assessments for properties that are being considered for needed upgrades

Fleet Transition Plan Steps

Section 1: Vehicle Usage and Storage	Give baseline context on how your fleet currently operates
Section 2: Landscape Fleet Analysis	Use the DRVE tool to get an initial idea of which vehicles would be good candidates for electrification.
Section 3: Priority Charging Locations	Calculate how many chargers your fleet might need/ where they should be installed
Section 4: Charging Technology Strategy	Research and evaluate different charging station types and operation structures
Section 5: Site Evaluations	How to determine what sites are best for charging infrastructure
Section 6: Grant Funding and Incentives	Finding money for vehicles and infrastructure
Section 7: Inclusive Fleet Analysis	Use the DRVE tool and include charging infrastructure costs, incentive information, etc. to run another TCO analysis.
Section 8: Final Recommendations	What to summarize/ potential next steps

How to get the best out of today?

- Meet with one of our experts to discuss your transition plan
- Take 1 or more rides in the different class, see for yourself if the vehicle can work for you
- Visit our exhibitors, they can show you the newest tech
- Steal the information in your package to build your own business plan, remember OUC is here to assist