



Association of Fleet Professionals

Assessing Suitability for Electric Vehicles: Hints & Tips

1. Cars

a. Identify your carpark. Look at employees doing low miles, lots of short trips or employees that never do more than 150 miles in their car. Obviously lower mileage drivers (less than 15,000 miles pa) might be a simple area of focus but you could have many high mileage drivers that are never doing over 150 miles per day – so be flexible with your data analytics.

b. Look for vehicles where there is a suitable EV alternative in all your grades so as long as they don't need a big estate car, most will have the option

c. Always use a Whole Life Cost (WLC) calculation when assessing the financial commitments to the business. Never use capital cost/ purchase price.

d. In terms of the WLC calculation, remember also to include costs such as London Congestion if the vehicles are regularly travelling within any Clean Air Zones.

e. Review your leasing contract renewal dates - when their vehicle is up for renewal? Some may even be worth early terminating with the current zero BIK/ NI, some leases might be able to be terminated at zero cost by your leasing company.

f. We would normally interviewing drivers to check they are:

- i. Homeowners that can charge at home (have a driveway to fit a charger)
- ii. Rent a home but can get landlord consent for a charge point
- iii. Opportunities for charging at place of work
- iv. Happy to charge on route or daily routine
- v. Ask for their "typical" maximum daily

mileage (not one offs) although you may have this data yourselves.

vi. Ask about their interest in EVs – want positive people on board first to spread a positive message, start with the advocates

g. Issue a driver survey – include within this, the benefits of low BIK and fuel costs but also be realistic about range of vehicles

h. Work with your drivers that are innovators, early adopters and advocates to drive internal engagement.

Using this methodology, you can identify the first batch of drivers who a). could go electric and b). want to go electric. Being proactive on the topic allows planning and set up time, rather than just waiting for each driver to come up and ask for an EV at the point of renewal.

2. Commercial Vehicles

a. Identify your carpark. Look at vans doing low miles, lots of short trips or vehicles that never do more than 120 miles per day. Obviously lower mileage vehicles (less than 10,000 miles pa) might be a simple area of focus but you could have many high mileage vans that are never doing over 120-150 miles per day – so be flexible with your data analytics.

b. Range on LCVs tend to be lower than cars (especially when laden)

c. Identify the right type of vehicle for electrification – the most cost-effective LCVs are sub 2.5 tonne like the Nissan eN200 and Renault Kangoo although options are now beginning to come into the 3.5 tonne category

d. Get operational managers to

- i. Look for urban based drive cycles as this is where the benefit will be greatest

- ii. Look at back to base scenarios where charging can be done on site or effectively at home. If commercial sites, check whether sites are owned or leased for charging points

e. If employees will be required to charge the LCVs at home, the AER rate will not generally cover the employee's domestic energy costs, so you will need to reimburse on an 'actual cost basis'.

f. Have an expectation that the company will need to pay for the home charging unit to be installed.

g. Put out driver communications to encourage and inform drivers that EVs are coming and the positives for them and the business

Using this methodology can target early wins and get positive stories about these vehicles working and being practical.

In both scenarios it is worth getting in demo vehicles, having EV pool vehicles or providing (for the car drivers) road shows. If providing roadshows, invite manufacturers to attend your main sites in order to showcase the cars and the technology (including charge points) to the employees - this really helps reaffirm the technology and dispel any preconceived notions of EVs.

3. Workplace Charging Considerations

There are no specific workplace charging guides/ policies due to the different approaches people take.

Considerations:

a. How committed is the company to workplace charging? A decision needs to be made on;

- a. A few chargers to start with
- b. Go large scale straight away

c. A few chargers to start with but install cabling etc, to allow easier installation of further chargers over time

b. Who can use the workplace chargers and how?

- a. Open to all employees or just those with company cars and/ or those doing business mileage?
- b. Blocking non-employees and the public if the charge points are physically accessible?
- c. Does the company charge for their use or are they free?
- d. If there is a fee, is it per kWh or a fixed usage rate (£x per month)?
- e. How is this going to be monitored and controlled?

c. Charging policies & systems. What rules are in place regarding charging if there are only a few chargers?

- a. Online booking system - 4 hour charging sessions max?
- b. Controlled by reception?
- c. Blocker policy - if people hog the chargers or continue charging after their session ends?
 - i. Treat as a self-policing community?
 - ii. Rules - where if broken, your charging rights will be removed?

d. Where can workplace charge points go? Consideration of different sites based on;

- a. Number of employees that have an EV or interested/ able to have EVs?
- b. Availability of parking spaces? - taking some spaces away from current drivers can be contentious dependent on parking rights
- c. Ease of installation of charging points (owned sites or rented)?



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