



# Kerbside Charging Webinar

Host : Julie Summerell, AFP  
Director  
December 2021

# Introduction



- 09.00 Introduction from our host, Julie Summerell, AFP Board Director
- 09.05 Paul Hollick, AFP Chair
- Summary AFP's activities & specific EV Support
- 09.15 Specific Kerbside challenges in their fleets by
  - James Rooney, Fleet Engineer Centrica
  - David Fisher, Fleet Manager VM O2
  - Dale Eynon, Director DEFRA Group Fleet Services
  - Simon Gray, Head of Fleet & Travel, SSE
- 09.35 AFP's National Kerbside Database Project
- 09.40 Q&A for panel
- 10.00 End of Session

# Paul Hollick

AFP Chairman

## Summary of AFP's EV Support Activity

# AFP Update



## AFP NISSAN EV Hub/ Monthly EV Survey

- Policy Amendments, Hints and Tips, and Employee Communication guides
- Driver Declaration Form
- EV Cost per mile for every EV in the UK Market

## AFP NISSAN Monthly Survey

AER

AFP Committees for 2022

Webinar 2022 programme

2022 Event roster

AFP Fleet Academy



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# Designing a Plug-in Electric Vehicle Company Car Policy

This document provides some example fleet policy content that can be used as guidance when reviewing a company car policy that introduces or includes plug-in vehicles. The policies required will vary from company to company based on whether pure electric vehicles, plug-in hybrids, or both are included in the fleet policy and also the company's position and own view on plug-in vehicles.

This document also includes key considerations when reviewing a company car policy for plug in vehicles and some best practice suggestions.

**Please note:** This document is meant as a guide and not as an immediate and full replacement of any existing company car policies and must be used for guidance only.

## Key Considerations for Operating Plug-in Vehicles on Fleet

There are a number of key considerations that are needed when introducing plug-in vehicles (that's both pure electric and plug-in hybrids) onto a company car fleet. They are very different from traditionally fuelled cars in many respects. This can create some negatives where additional cost and management time may be required, however if implemented correctly the introduction of plug-in vehicles should provide both employee and employer with significant tax savings, improve the environment, and generate other cost savings such as fuel and the avoidance of penalties in emission-based charging zones.

Key considerations are, but not limited to, the following:

**1.** Plug-in vehicles should be "fit for purpose" for the driver and the fleet requirements. This is both vehicle type and specification, as well as correct for the type of drive cycles the car will be used for i.e. the typical daily mileage should be within the electric range of an EV to ensure there is only an occasional need to charge during the day, and

**2.** For PHEVs, the majority of the daily mileage should be achieved in EV mode with the Internal Combustion Engine (ICE) only being used for occasional longer journeys. In general, they are not a good vehicle choice and can be very expensive to run, far more than an ICE vehicle, if running on the petrol engine more than the electric powertrain. Of course, if used correctly they can be a good stepping stone into pure EV.

**3.** For employees running vehicles with high mileages per annum, be careful. Although it is very much possible to run an EV on mileages over 20K per annum, check the daily mileages and work with the employee to ensure the vehicle can be run effectively.

**4.** It is critically important to review the company car selection process. Plug-in vehicles are typically higher cost than Internal Combustion Engine (ICE) vehicles and will therefore normally attract higher rental rates. However, if you factor in company NI, fuel costs, SMR etc over the life of the vehicle they can be significantly cheaper than a traditional ICE. As such, we would strongly recommend using Whole Life Cost (WLC) as the selection methodology for any mixed fuel fleet policy.



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# 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



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# Electric Vehicle Employee Communications

## Will I need to pay for a charge point?

No, <Company A> will pay for this, with part of the cost being covered via government grant. Our charge point provider will contact you in the next few days to arrange the installation.

OR

No, the cost of the home charge point is included with your leasing contract. The leasing company's charge point provider will contact you in the next few days to arrange the installation.

OR

Yes, but the cost is typically around £500-£600 after a Government grant which helps fund the charge point. Given the cost savings of BIK tax and private fuel this still means the electric company car will be giving you cost savings very quickly. Our charge point provider will contact you in the next few days to arrange the installation.

## How much will it cost to run my electric vehicle?

We will cover the cost of business journeys at £0.04 ppm. For your private journeys the cost is typically less than 4p per mile which is about one third of the cost of an equivalent diesel car.

There will also be no congestion or emissions charge if you travel in Central London.

## Can I charge up at <Company A> sites?

Yes, most main <Company A> sites will have charging points which will allow you to charge up whilst at work. We would recommend, however, that most of your charging takes place at home, and the charging point you will have installed will allow you to fully charge up overnight.

## How will I know where I can charge up during my journey?

There are various charging Apps (a popular one being ZapMaps) which will help you identify the nearest charging point by connection type, so you can always be sure you can use a public charge point before you try to connect. Some electric cars also have up to date charging maps on their Sat Nav as Google Maps now includes charge points. There are currently over 34,000 charging points in the UK and more are being added every month.

Be aware that in order to use particular networks you may need to be a member in advance or require use of their App.

## How far will my electric car go before needing to charge?

It depends on a number of factors including your speed, weather conditions and use of heating/air conditioning. Most car manufacturers have online tools that provide information on real world driving ranges i.e. the maximum distance they'd be confident driving on electric power in different

# Challenges to overcome



## Cars

EV highway reliability

EV highway payments not yet frictionless or contactless (receipts) – Apps, Charging Network Cards

Availability - lead time

Loss of home charging grant (and installation done by end of March) – excluding flats etc

Super deductions not available to leasing

Kerbside charging

Quick changes to EV grants

Parking restrictions when charging

Lead time on repairs

Company policy - trade up/ allow cash back

Reimbursement – Clearer guidance on ‘at cost’ reimbursement

No BIK tax tables beyond 2024/25

## Commercial Vehicles

Kerbside charging (quantity)

Access to charging bay

Depot/ Office based charging infrastructure complexities

EV highway payments not yet frictionless or contactless (receipts) – Apps, Charging Network Cards

Driver Reimbursements for home energy costs

Parking restrictions (Destination parking)

Range

Gaps in product – 4x4/ pick-ups

EV highway reliability

Availability - lead time

Super deductions not available to leasing

Lead time on repairs

Grants only applicable to ‘completed’ vehicles

Loss of home charging grant (and installation done by end of March)

Quick changes to EV grants

WLC on larger commercial vehicles and range

Reimbursement – Clearer guidance on ‘at cost’ reimbursement



# James Rooney

Fleet Engineer Centrica

## Challenges of Charging the Centrica Fleet





# David Fisher

Fleet Manager VM 02

Challenges of Charging the VM 02  
Fleet

# Dale Eynon

Director DEFRA Group Fleet Services

Challenges of Charging the DEFRA  
& EA Fleet

**Simon Gray**  
Head of Fleet & Travel, SSE

Challenges of Charging the SSE  
Fleet

# Paul Hollick

AFP Chairman

## The AFP Kerbside Charging Programme

# AFP Kerbside Initiative



## AFP Kerbside Committee

Genesis of the group, call to arms from members

Data Partner has been onboarded

Launch platform in Q1

Industry keen to support (OZEV, Press, Leasing)

### Phase 1

160,000 vehicles

70% of van drivers do not have access to a driveway

Postcode database of where we need chargepoints

Launch on the AFP NISSAN Hub

### Phase 2

Open to all members

Overlay with other data sources

Liaise with 400+ councils

Kerbside Charging
Working Group
Paul Hollick (AFP)
Denise Lane (Capita/ AFP)
Lorna McAtear (National Grid)
Chris Shippen (Mitie)
James Rooney (Centrica)
David Fisher (VM O2)
Rod Hogg (VM O2)
Dale Eynon (DEFRA)
Iain McBeth (Enterprise)
Aaron Powell (Speedy Hire)
Duncan Webb (ISS)
Simon King (Mitie)
James Baker (Royal Mail)
Olly Kunc (Openreach)
Julie Madoui (Kier)
Claire Kershaw (Kier)
Colin Hutt (Clarion)
Lee Jackson (Marston Holdings)
Tony Murphy (J Murphy)
Simon Gray (SSE)
Andrew Kirkby (Openreach)
Aaron Powell (Speedy Hire)
Lucy Simpson (Centrica)

# Q&A

Hosted by  
**Julie Summerell**  
AFP Board Member

# Next Webinar



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**Alternative Forms of Transport Usage in your Fleet Policy**

Date: 19th January 2022



Thank you for attending