



2022 Australasian Fleet Conference & Exhibition

AND FLEET AWARDS

MAY 3-4

ROSEHILL GARDENS RACECOURSE SYDNEY

EV Charging Infrastructure: Important Considerations for Choosing, Installing and Managing

Sam Korkees

Sales Director

EVSE Australia // EVSE.com.au





The EV Revolution is here. Are you ready?

Sam Korkees – Sales Director



Today's challenge not tomorrow's

The Reality

Europe to ban new petrol, diesel and hybrid cars from 2035

China plans to require that all new cars sold after 2035 be eco-friendly “new energy vehicles”

UK will end the sale of new petrol and diesel cars and vans by 2030, 10 years earlier than planned.

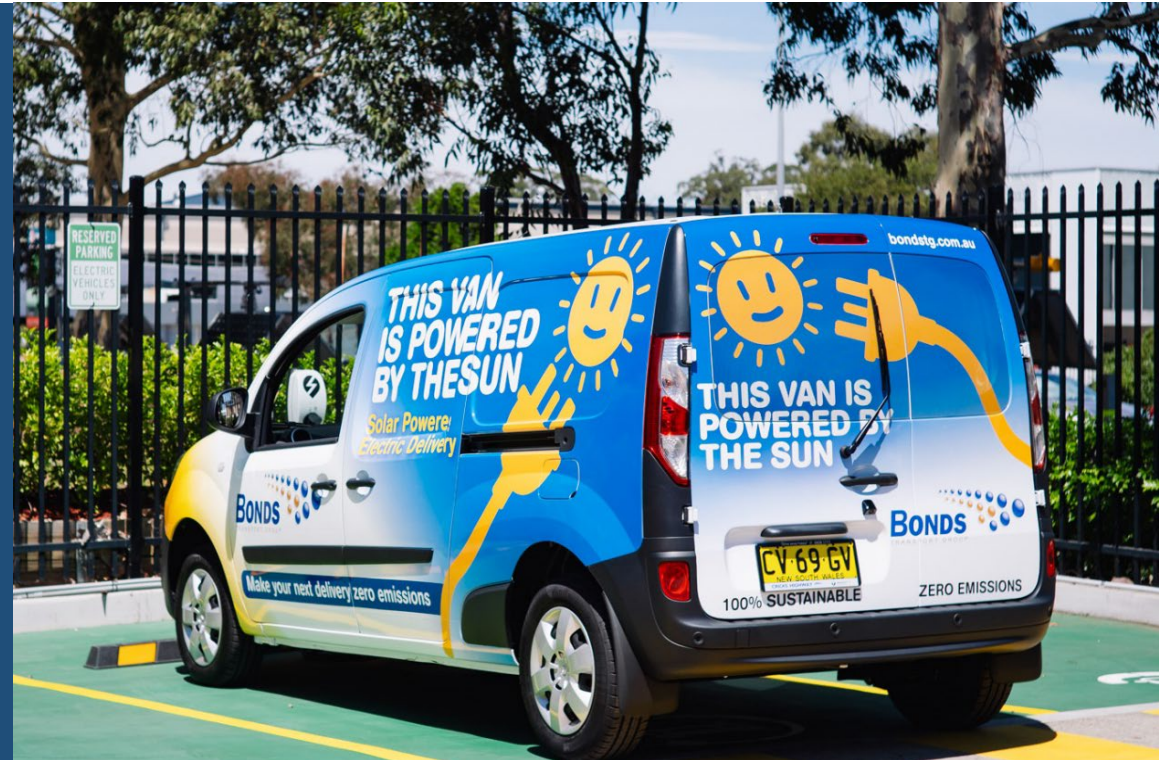
Biden faces pressure to drive gasoline and diesel cars out of the US



Today's fleets are ideally positioned to take advantage of the shift to electric

Today's EV Fleets

- Lower Total Cost of Ownership
- Availability of Incentives
- Sustainability Leadership
- Regulatory Compliance
- Smart charging & Solar Integration to reduce charging costs

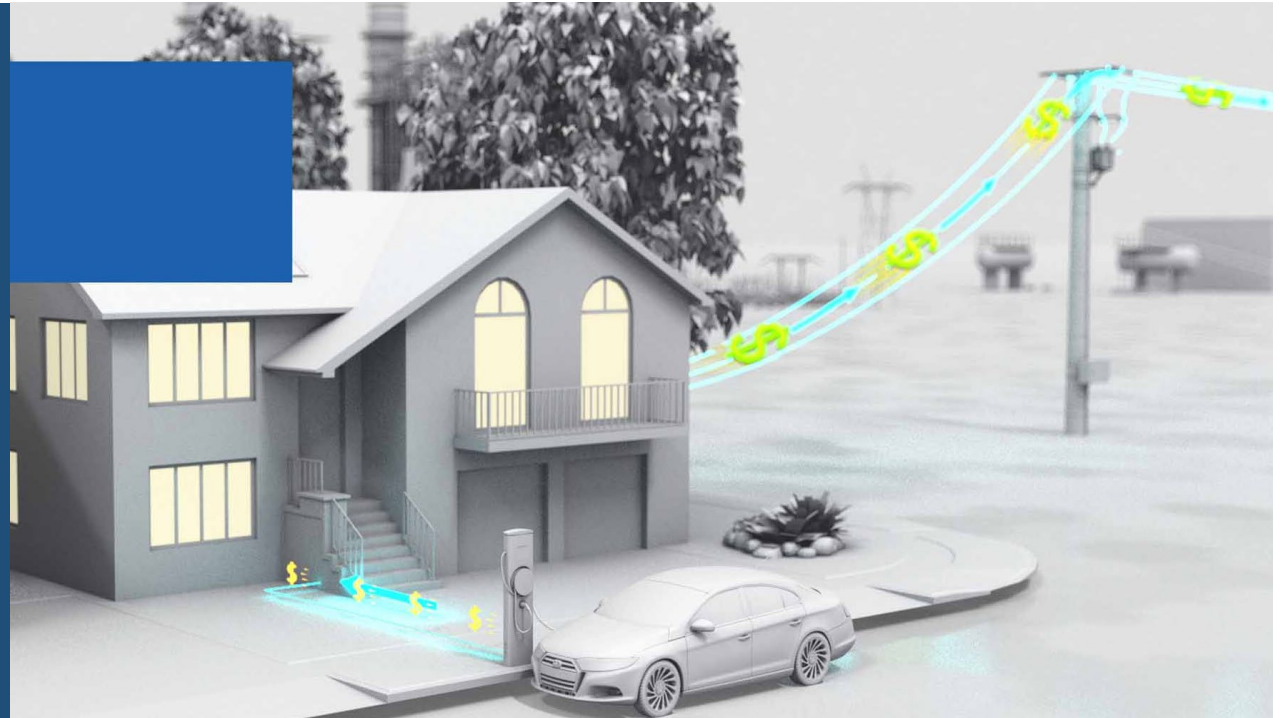


Today

Future technology will revolutionise the fleet vehicle

Tomorrow's EV Fleets

- Virtual Power Plants (VPP)
- Vehicle to Grid (V2G)
- Vehicle to Home (V2H)
- Telematic integration



Keys to an effective EV transition

- To succeed in electrification, it is important to leverage industry experience, take a holistic approach, and ultimately start with the end in mind.
- It is critical to have a plan for ongoing site operations and maintenance, while also staying agile to adapt in this dynamic and rapidly evolving market.





The Right Hardware Mix

Key 1

- Charging infrastructure based on your fleets operational needs.
- Understanding driving patterns of your drivers is a critical
- Take a vehicle and charger agnostic approach: consider a full range of vehicle and charging solutions



Reliability and design

Key 2

- **Site Selection:** will help minimize project costs and timelines.
- **Site Assessment:** While equipment costs may be known, installation costs can vary wildly. A site assessment and help you develop an installation plan.
- **Engineering, and Design:** Ask your charging service provider provide detailed engineering design so that you have a reference for future expansion v

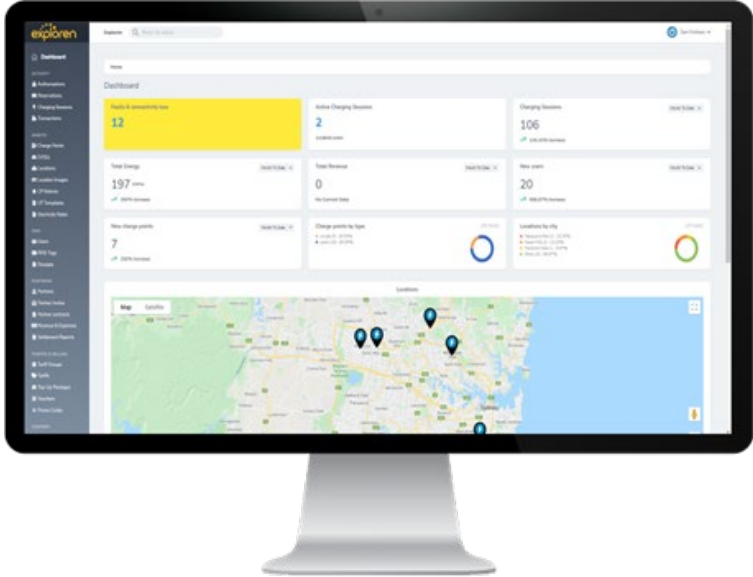




Software to unlock enduring value

Key 3

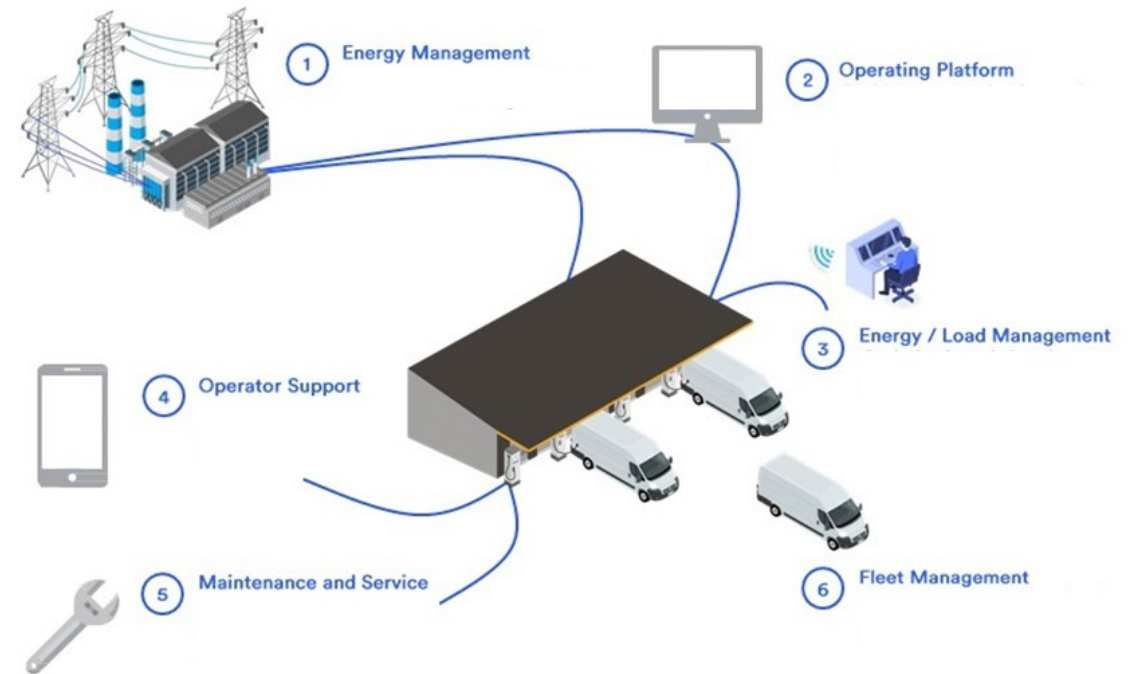
- **Energy management:** Load shifting to reduce demand charges and avoid unnecessary upgrades.
- **Charging optimization:** co-optimization of vehicle duty cycle, fleet uptime, and fuel costs
- **Interoperability:** open-standards like OCPP will avoid vendor lock-in
- **Home integration:** track your fleet vehicles charged at employees homes to allow for reimbursement



Future thinking integrated solutions

Key 4

- **Reliability and Uptime:** Your fleet is business critical. Ensure it's monitored with live notifications
- **Service Level Agreement and Maintenance in Place:** Negotiate costs early and if possible try to integrate into a fixed term.
- **Australian based support:** You don't have time to deal with international support centres and automated ticket systems.



Case Study – LINFOX x FUSO



- **Operational Need:** Vehicles need to be turned over in 1 hour and overnight
- **Engineering and Design:** This is the start of their EV journey and so a full upgrade is available.
- **Software for Nationwide Visualisation:** Visualisation of all energy consumed and charger availability
- **Servicing and Maintenance:** 6 year SLA and Maintenance to match leasing conditions.

Heavy Vehicles



Expertise and partnership that puts you ahead.

EVSE's pre-sales consulting and ownership support helps make more of your EV fleet. From planning initial and future charging needs and space to load management, energy cost efficiency and vehicle utilisation.

We treat every business relationship as a partnership, not a transaction. Choosing EVSE is an intelligent business decision based on value for money today and value created over every kilometre travelled

slido



Audience Q&A Session

ⓘ Start presenting to display the audience questions on this slide.