



together**for**better



SOUTHERN NEVADA CLEAN CITIES AND COMMUNITIES

FLEET MANAGER
ROUNDTABLE

Introduction (10:00 A.M. - 10:05 A.M.)

Robert Burgy

Clark County Department of Environment and Sustainability

Fleet Strategy Sustainability and Considerations for Electrification (10:05 A.M. to 10:40 A.M.)

Jhericka C Montano & Omar Herrera

Enterprise Fleet Management Inc

Simplifying EV Fleet Adoption (10:40 A.M.-11:15 A.M.)

Bill Cooper

SBD Technologies

NV Energy Transportation Electrification Plan-Fleet Manage Charging (11:15 A.M.-11:50 A.M.)

Raheel Sadiq

NV Energy

FLEET MANAGER ROUNDTABLE OVERVIEW

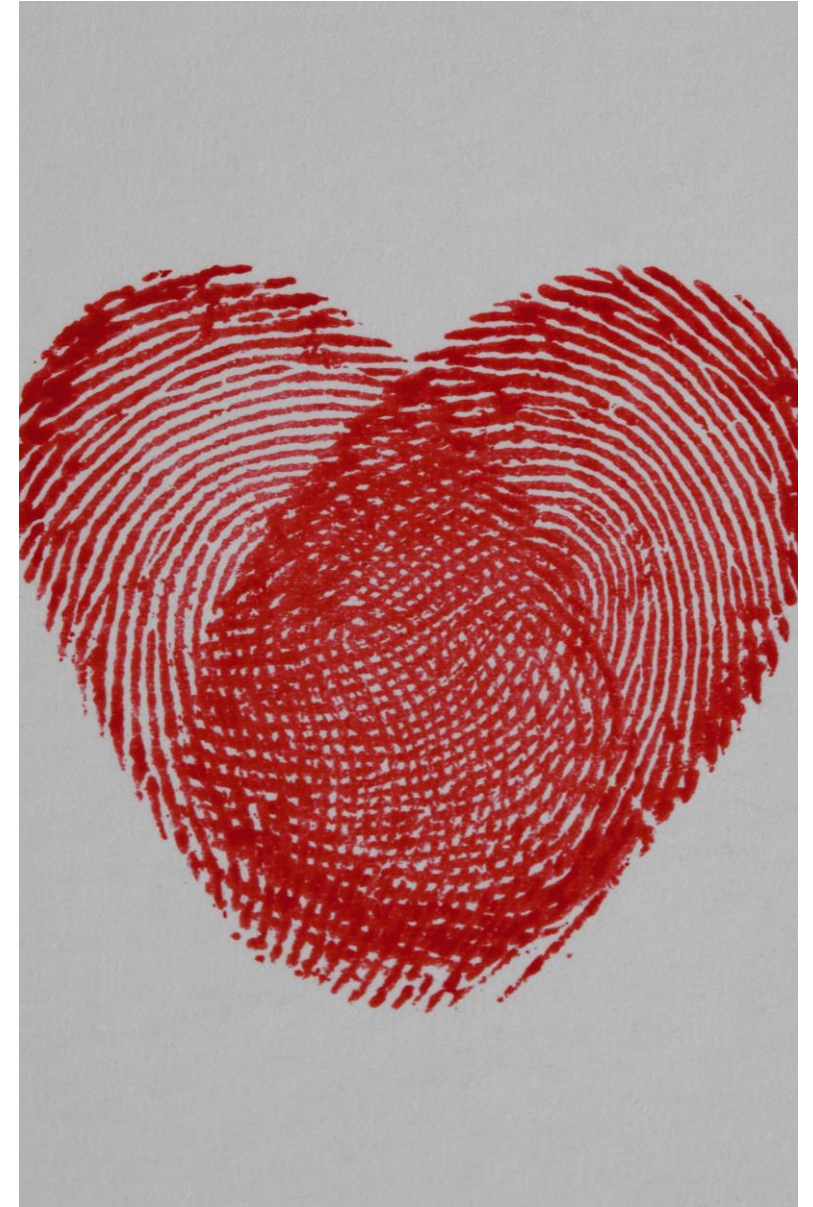
INTRODUCTION

- Sustainability Moment
- About Clean Cities
- Roundtable Goals and Objectives



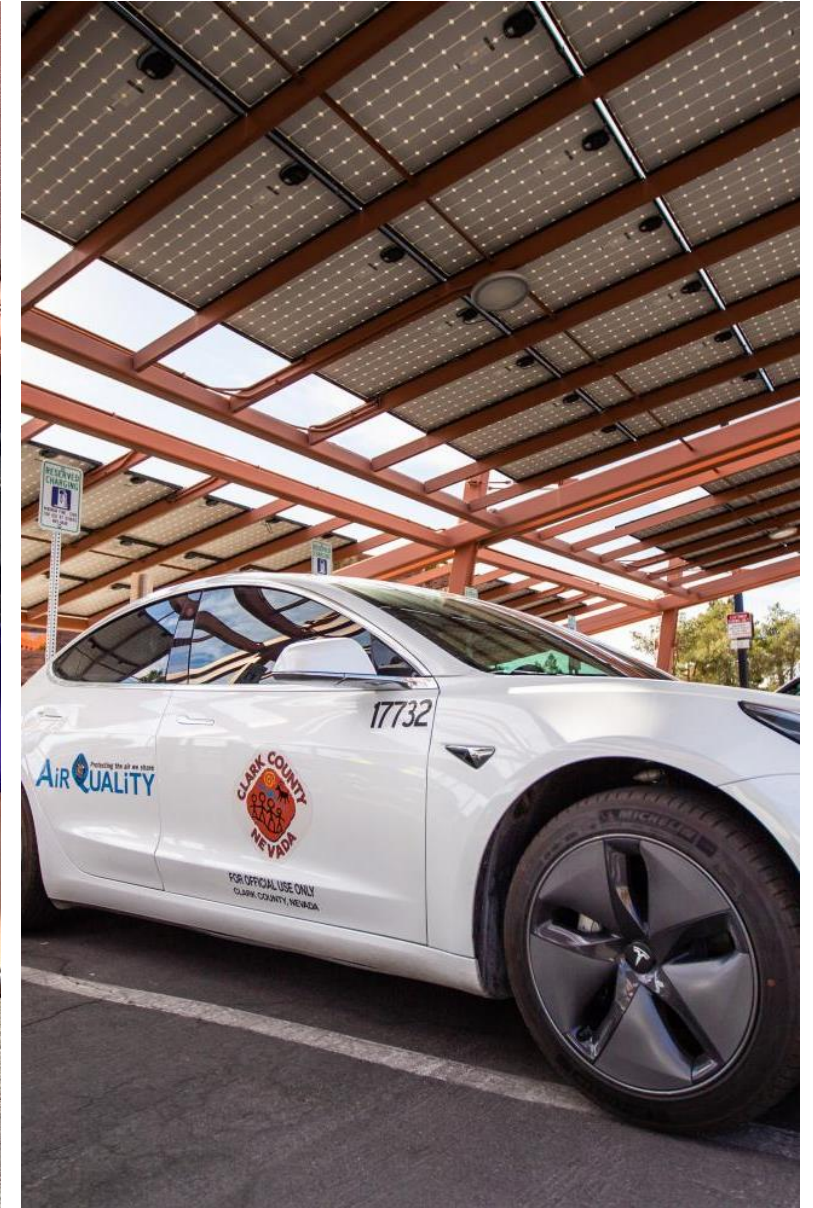
SUSTAINABILITY MOMENT- FLOWERS

- While beautiful, the journey of flowers from farm to vase can leave behind a surprisingly environmental impact
 - Flowers grown overseas are shipped to the United States to be sold
 - The average emissions associated with an average bouquet of roses is 10-20 pounds CO2
- Consider buying flowers from a local farmer's market
- Consider sending virtual valentine's cards

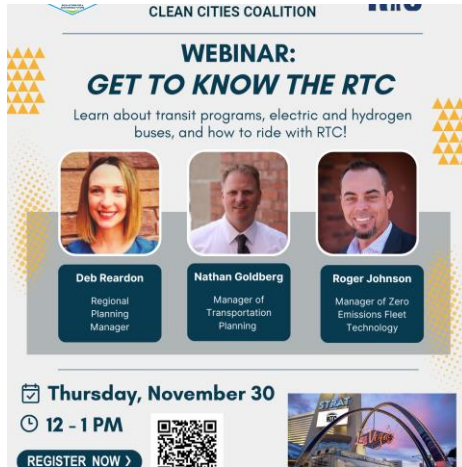


ABOUT CLEAN CITIES

- **On November 21, 2024** the Southern Nevada Clean Cities Coalition earned designation into the U.S. Department of Energy's Clean Cities and Communities Network
- The Southern Nevada Clean Cities Coalition improves air quality and reduced petroleum dependency with the use of alternative fuels, vehicles, infrastructure, and existing technology
- SNCC serves as a resource to the community to ensure its future resiliency and economic viability



EXAMPLE ACTIVITIES



Webinars

Covering topics like idling, medium- and heavy-duty EVs, the local transit authority, EV myths, incentives, and more



Caesars Palace EV Roadshow

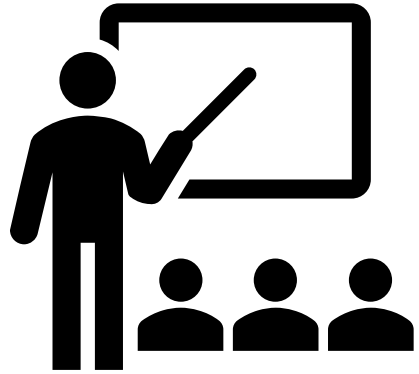
Brought EVs to Caesars Palace to celebrate 10 newly installed chargers



EV 101

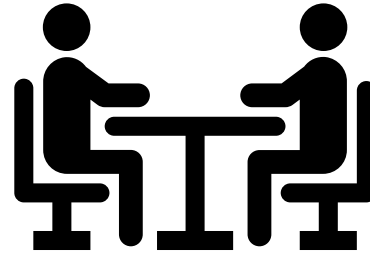
Free community classes for those interested in purchasing an EV, to learn outside of the setting of sales dealership

ROUNDTABLE GOALS AND OBJECTIVES



Continuous Learning

Providing recurring quality educational outcomes to Southern Nevada Fleet Managers



Fleet Manager Engagement

Create organic opportunities for fleet managers to grow their networks



Fleet Manager Feedback

Provide Feedback to Southern Nevada Clean Cities Coalition on what resources/education you find valuable

Fleet Strategy Sustainability & Considerations for Electrification





90K+
Global Employees



Serving 2600+
Government/ Non-Profits
Fleet Clients
Across North America



AMERICA'S
7th Largest
Private Company – according to Forbes



OVER 2 MILLION
Globally Managed Vehicles
Largest Fleet in North America



**Corporate Social
Responsibility**



**DATA DRIVEN
DECISIONS THAT MOVE
THE WORLD FORWARD**

IT'S MORE THAN A TREND: SUSTAINABILITY IS HERE TO STAY.



All new vehicles combined on average generate 337 grams per mile of carbon dioxide. [Eliminate EVs from that average and the number increases to 359 grams per mile.](#)

In fact, the public has shown they value organizations that adopt sustainable policies and practices

And more and more, these green initiatives impact all vehicles. After all, [fleets are highly visible demonstrations of an organization's commitment to sustainability.](#) The vehicles you choose – and how you maintain and operate them – can show your progress toward goals like cutting emissions, minimizing fossil fuel consumption or reducing your carbon footprint

While the broad environmental benefits of a fuel-efficient fleet may be self-evident 4-catalyst drive change:



1. REGULATORY CHANGES

California and New Jersey are already leading the way with programs that will ban the sale of Internal Combustion Engine (ICE) vehicles to consumers by 2035, and to businesses (with some exceptions) by 2040. Other states are reportedly considering similar measures that may force the decision on fleets sooner, rather than later.



2. MARKET EVOLUTION

Major vehicle manufacturers are bringing more and more electric and hybrid options to the market, including pickups, SUVs and even medium- and heavy-duty electric vehicles (EVs). Each generation brings fewer compromises and wider adoption. That said, it's important to analyze your fleet, as EVs might not be right for every fleet operation, today.



3. CORPORATE RESPONSIBILITY

"Reducing your carbon footprint," is more than a buzzword – it's a high-profile act of good corporate citizenship. While building more efficient offices or purchasing carbon offsets might capture one-time headlines, building a sustainable fleet can be a powerful, long-term step toward reducing environmental impact – particularly with high-profile, enterprise-size fleets.



4. BUSINESS EFFICIENCY

More efficient vehicles can cut acquisition costs and reduce the total cost of ownership (TCO) throughout the lifecycle of each vehicle. And replacing vehicles with newer models can make fuel and maintenance costs more predictable. Efficient vehicles also maintain their value, delivering greater returns at resale.

HERE ARE SOME KEY QUESTIONS TO ASK AS YOU MOVE FORWARD WITH THESE INCREASINGLY PUBLIC INITIATIVES.

Should you consider more fuel-efficient vehicles with traditional internal combustion engines (ICE)?

Do Hybrid or Electric Vehicles have a place to meet my fleet's needs?

Can you better match fleet vehicles with specific tasks and drivers to be more efficient?

Should you reduce the size of your fleet?

And how do your employees feel about alternative-fuel vehicles?

REMEMBER: YOUR FLEET IS MORE THAN A COLLECTION OF VEHICLES. It's your reputation, a message to your employees and your community

Increase Efficiency by Updating Older Vehicles

Fuel efficiency requirements mandate that vehicles achieve specific miles-per-gallon (MPG) targets, encouraging manufacturers to produce more energy-efficient engines and lightweight materials. These regulations reduce fuel consumption, lower greenhouse gas emissions, and save consumers money on fuel, driving the auto industry toward a future where efficiency is as important as performance.

2010 Toyota Camry = 25.58 MPG

2024 Toyota Camry = 28-39 MPG

2024 Toyota Hybrid = 53 MPG

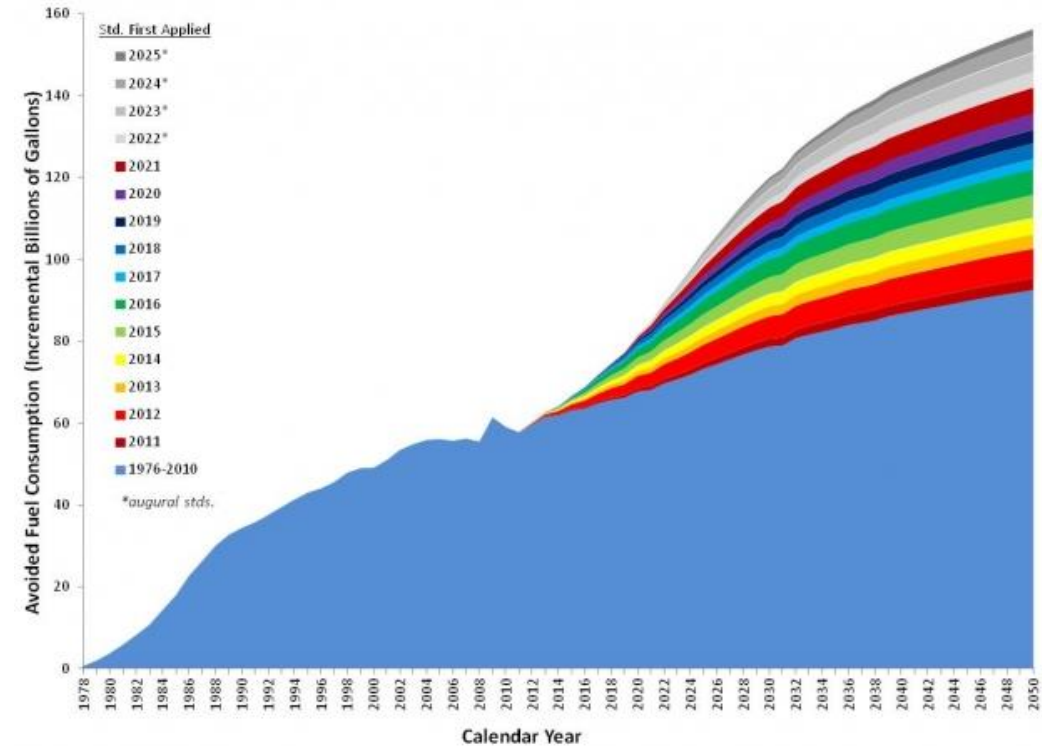
2004-2017 Ford F150 = 16 MPG

2021-2024 Ford F150 = 24 MPG (Hybrid Power Train)

Ford Lightening = 320 Miles/Charge

2014 Ford Transit Connect=25.43

2024 E Transit= 159 miles /charge



Fleets are also realizing incremental yet meaningful carbon emissions reductions through fleet rightsizing and incorporating hybrids and plug-in hybrids

Assumptions

Fleet Analyzed	235
Current Cycle	19.75
Current Maintenance	\$176.00
Maint. Cents Per Mile	\$0.32

Fleet Growth	-1.56%
Annual Miles	6,600
Current MPG	13
Price/Gallon	\$4.00

Proposals

Proposed Fleet	219
Proposed Cycle	4.93
Proposed Maintenance	\$47.76

Fleet Mix					Fleet Cost						Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	235	11.9	235	0	464,384	0	-10,577		496,320	477,231	1,427,357	0
Year 1 ('25)	219	154	65	154	0	1,222,047	-1,166,618		225,550	349,388	630,367	796,990
Year 2 ('26)	219	18	47	172	0	1,353,740	-206,850		197,851	334,445	1,679,186	-251,829
Year 3 ('27)	219	9	38	181	0	1,422,437	-130,967	-14,419	184,002	326,974	1,788,026	-360,669
Year 4 ('28)	219	14	25	194	0	1,512,871	-178,491	-75,533	163,997	316,182	1,739,025	-311,669
Year 5 ('29)	219	31	0	219	0	1,711,994	-451,309	-1,805,426	125,526	295,429	-123,786	1,551,142
Year 6 ('30)	219	148	0	219	0	1,711,994		-200,172	125,526	295,429	1,932,777	-505,420
Year 7 ('31)	219	18	0	219	0	1,711,994		-93,554	125,526	295,429	2,039,395	-612,039
Year 8 ('32)	219	10	0	219	0	1,711,994		-257,754	125,526	295,429	1,875,196	-447,839
Year 9 ('33)	219	24	0	219	0	1,711,994		-274,705	125,526	295,429	1,858,244	-430,888
Year 10 ('34)	219	21	0	219	0	1,711,994		-1,792,829	125,526	295,429	340,120	1,087,236

SAVINGS

10 Year Savings* \$897,345

Net Sustainable Impact* \$95,536

*includes total unrealized equity of \$382,331

Current Fleet Equity Analysis

YEAR	2025	2026	2027	2028	2029	Under-Utilized
QTY	154	18	9	13	25	16
Est \$	\$5,661	\$11,492	\$14,552	\$13,730	\$18,052	\$18,423
TOTAL	\$871,855	\$206,850	\$130,967	\$178,491	\$451,309	\$294,763
\$2,134,235						
Estimated Current Fleet Equity**						

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen"

and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

Key Objectives

Lower average age of the fleet

57% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

Reduce operating costs

Newer vehicles have a significantly lower maintenance expense

Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded



Assess if available EVs fit your fleet's needs. Your approach to considering EVs and hybrids should be no different from conventional vehicles: match the right vehicle with the right task and user.

- Evaluating existing vehicle driving patterns and distances
- Payload, towing requirements
- Climate in which the vehicles operate
- Evaluating charging infrastructure
- Level 1/ 2 & 3 Charging
- Local charging stations
- Is residential charging is feasible for take-home vehicles (Level 1)



BEFORE DECIDING, TEST AND LEARN

Source: Enterprise Fleet Management's National Service Department

Optimizing Routes through Telematics

- Route Optimization to avoiding traffic congestion, and reducing unnecessary miles driven.
- **1% improvement on 24.2 billion miles driven annually could result in more than 8.3 million gallons saved (or 73,762 metric tons of CO2) per year**
- Telematics serve as a tool to collect data to support utilization and rightsizing of fleet
- Through consistent training, monitoring, and feedback, organizations can encourage better driving behavior that improves fuel economy and reduce idling
- 14% fuel economy improvement by reducing hard breaking

GEOTAB®



ENTERPRISE UNCOVERS THE POTENTIAL OF FLEET ELECTRIFICATION

With the impending transition to electric vehicles (EVs) on the horizon and real-world factors informing decision-making, the team at Enterprise Fleet Management recognized the importance of basing their long-term business strategy on reliable data — not assumptions



In all, 91,252 Enterprise Fleet Management leased vehicles were included in the study.

- 13% (approximately 12,000) of the analyzed vehicles could be economically replaced by EVs today.
- Near-term electrification could achieve a total potential savings of \$33 million and 194,000 tons of CO2 emissions over four years.
- Up to 45% (approximately 42,000) of the analyzed vehicles could be electrified as EV pickups enter the market.

Inclusive of data inputs for depreciation, fuel costs, vehicle costs, after-market costs

FLEET PROFILE

Company:

Enterprise Fleet Management

Industry:

Leasing/Rental

Based in:

North America

Types of vehicles:

Mixed fleet

Fleet size:

649,000+

Solution:

- EV Suitability Assessment (EVSA)
- MyGeotab

THANK YOU



FLEET MANAGEMENT

Jhericka Montano

505-835-0004

Jhericka.c.montano@efleets.com

Omar Herrera

310-702-1674

Omar.a.Herrera@efleets.com



SBD Technologies
Success By Design

Simplifying EV Fleet Adoption

Bill Cooper - Chief Revenue Officer, co-founder
February 25, 2025
Southern Nevada Clean Cities Coalition

A photograph of a white lighthouse with a red lantern room, situated on a rocky cliff. The lighthouse is illuminated from within, and the sky is a mix of orange, pink, and blue, suggesting sunset or sunrise. The foreground shows dark, jagged rocks.

Who We Are

- ▶ Founded by three former WEX leaders in July 2024
- ▶ Over 100 years of fleet management experience
- ▶ Our mission: Making EV fleet adoption seamless
 - ▶ Home charging reimbursement
 - ▶ Seamless charging control and reporting
 - ▶ AI assistance for drivers and fleet managers
 - ▶ VPP when grids and equipment are ready

Challenges in EV Fleet Adoption

- ▶ Charging logistics complexity.
- ▶ Reimbursement difficulties for home charging.
- ▶ Managing multiple charging locations (home, work, public).
- ▶ Data fragmentation in reporting and payments.
- ▶ Grid impact and energy cost concerns.





SBD Technologies: Making EV Fleets Easier to Manage

▶ FleetCharge

- ▶ Home charging reimbursement
- ▶ Seamless charging at home, in public, or at fleet managed chargers

▶ AI FleetAssist

- ▶ For drivers:
 - ▶ Locate nearest charger
 - ▶ Route planning
 - ▶ High speed charger reservations
- ▶ For fleet managers:
 - ▶ Single repository for all charging data
 - ▶ Data analytics and reporting with natural language

▶ FleetGrid

- ▶ Push stored electricity back to the grid during peak usage times



Seamless Home Charging Reimbursement



- ▶ Automates reimbursement for employees charging at home.
 - ▶ No reporting needed from the driver.
 - ▶ No follow up need from the fleet manager.
- ▶ Accurate energy usage tracking.
- ▶ Ensures fair and transparent payment.
- ▶ Benefits: Simplifies admin work, increases driver satisfaction.

An isometric illustration of a modern, sustainable city. It features several multi-story buildings with solar panels installed on their roofs. In the background, a large wind turbine stands among green trees. In the foreground, there are electric vehicles: a white car parked on a street, a blue car at a charging station, and a green car. Three small human figures are standing near the buildings. The entire scene is set against a white background, which is partially covered by a dark blue geometric overlay on the right side of the image.

One App, One Platform: Charging Anywhere

- Unified charging experience (home, work, public stations).
- Centralized control and reporting.
- Automated expense tracking and billing.
- Benefits: Reduces administrative burden, improves efficiency.

Smarter Fleet Operations with AI

- AI-powered assistance for drivers.
- AI-powered insights for fleet management.
- Predictive charging and optimization.
- Automated reporting and data analysis.
- AI-driven analysis for pushing power back to the grid.
- Benefits: Lowers costs, reduces downtime, improves performance.



An illustration on the left side of the slide depicts a sustainable energy and transportation ecosystem. In the foreground, three vehicles—a white semi-truck, a white delivery van, and a white sedan—are parked at charging stations. Each vehicle is connected to a charging station by a green cable. The charging stations are white with green accents and a green lightning bolt icon. In the background, there are two large wind turbines with white blades and red tips, several green trees of various shapes, and two solar panels tilted towards the sun. The entire scene is set against a white background, which is part of a larger graphic on the left side of the slide.

Turning Fleet EVs into a Grid Asset

- Uses stored EV energy to support grid resilience.
- Potential cost savings on future charging.
- Environmental and financial benefits.
- Benefits: Contributes to sustainability, reduces energy costs.

Cambridge, Massachusetts, inks record 50 MW virtual PPA deal with MN8 Energy

It's the largest VPPA signed by a U.S. city and the first time a city will use one to offset residential carbon emissions, according to deal broker Sustainability Roundtable.

Published Dec. 17, 2024



Why Choose SBD?

- ▶ Innovative, fleet-friendly solutions.
- ▶ Faster with product development.
Flexible with platform.
- ▶ Seamless integration with existing operations.
- ▶ Proven benefits: Cost savings, efficiency, and sustainability.

Ready to Simplify Your EV Fleet?

- ▶ "Let's talk!"
- ▶ FleetCharge
 - ▶ MVP and Pilots in market today.
- ▶ FleetGrid
 - ▶ Discussions with energy utilities, fleet managers, and CPOs happening now.

Bill Cooper, CRO & co-founder

781-771-0329

bill.cooper@sbdtechs.com

<https://www.sbdtechs.com>





NV Energy Transportation Electrification Plan - Fleet Manage Charging

Raheel Sadiq, MBA

Project Manager, Electrification

AGENDA

- ▶ Fleet Managed Charging Build Program
- ▶ Program Objectives
- ▶ Program Eligibility, Requirements, Responsibilities
- ▶ Performance Structure
- ▶ Incentive Structure

Fleet Managed Charging Build Program



- ▶ THE FLEET MANAGED CHARGING PROGRAM WILL OFFER FLEET OWNERS A ONE-TIME UPFRONT ENROLLMENT INCENTIVE FOR INSTALLING DC FAST CHARGERS (FLEET) IN EXCHANGE FOR A COMMITMENT TO PARTICIPATE IN THE ACTIVE MANAGING CHARGING ELEMENT OF THE PROGRAM. FLEET PARTICIPANTS WILL BE REQUIRED TO ENROLL THE SEPARATELY METERED CHARGERS IN NV ENERGY'S EVRR TOU RATE.
- ▶ THE ACTIVE MANAGED CHARGING PROGRAM WILL WORK WITH COMMERCIAL OWNERS TO:
 - ▶ BEST SCHEDULE CHARGING
 - ▶ ALLOW NV ENERGY TO REDUCE EV CHARGING DURING ON-PEAK HOURS
 - ▶ STAGGER OFF-PEAK CHARGING FOR REDUCED GRID IMPACT.
- ▶ THE PROGRAM WILL
 - ▶ DEVELOP OPTIMIZED CHARGING SCHEDULES THAT BEST MANAGE ENERGY
 - ▶ ENSURE THAT CUSTOMER FLEET VEHICLES ARE FULLY CHARGED BY A PRESET COMPLETION TIME, BASED ON CUSTOMERS PRESET CHARGING SCHEDULES.
 - ▶ CUSTOMERS IN THE FLEET PROGRAM WILL ALWAYS BE ABLE TO OVERRIDE THEIR STANDARD CHARGING SCHEDULE TO ENSURE THEIR EV FLEET IS READY FOR OPERATION.

Program Objectives

- ▶ NV ENERGY FLEET CUSTOMERS ENROLLING IN THIS PROGRAM WILL RECEIVE TWO INCENTIVES:
 - ▶ ONE FOR ENROLLING IN THE PROGRAM
 - ▶ ONE FOR PARTICIPATING IN MANAGED CHARGING EVENTS. NV ENERGY WILL BE ABLE TO CONTROL THE TIMING OF FLEET VEHICLE CHARGING TO DRIVE ALIGNMENT AND MINIMIZE ELECTRIC GRID IMPACTS
- ▶ BUILD AWARENESS OF MANAGED CHARGING AND ENCOURAGE PROGRAM ENROLLMENT TO SUPPORT OPTIMAL INTEGRATION OF FLEET EV CHARGING WITH GRID CONDITIONS
- ▶ REDUCE COSTS TO BUSINESS OWNERS AND FLEET MANAGERS FOR TRANSITIONING FLEETS TO EVS

Customer Eligibility	Program Requirements	NV Energy Responsibilities
a. NV Energy customer with electric service in business's name b. Customer fleet EVs must be registered in Nevada within 6 months after approved enrollment.	Customer must install: a. L2 – a minimum of 8 and maximum of 36 charging ports b. DCFC – a minimum of 2 and a maximum of 4 ports Customer must: a. Mandatory enrollment in EVRR TOU rate. b. Separately meter charging infrastructure. c. Participate in program for a minimum of 36 months. d. Participate in 75% of events for plugged-in vehicle. e. Not install onsite generation for EV chargers f. Maintain the equipment over its useful life. g. Use charging infrastructure for its own fleet vehicles. Charger must be: a. Level 2, ISO 15118 certified b. Compatible with Open ADR or other potential standard communication protocols upon approval c. Dual port d. Separately metered	a. Receive, review, and approve customer program enrollments. b. Receive, review, and issue payment for upfront enrollment and for participation in each managed charging event. c. Communication of schedule and changes as needed.

Performance Structure

- ▶ FOR BOTH BYOC AND NEW EQUIPMENT, THE FLEET CUSTOMER WILL ENROLL THROUGH AN EV MANAGED CHARGING PROGRAM PORTAL (IN PROGRESS)
- ▶ THE FLEET CUSTOMER MAY CHOOSE THE NUMBER AND MIX OF CHARGERS BASED ON ITS NEEDS WITH A MAXIMUM OF 36 LEVEL 2 PORTS AND 4 DCFC PORTS
- ▶ CUSTOMERS WILL RECEIVE ANNUAL REBATES IN THE FORM OF A BILL CREDIT.
- ▶ THE REBATE IS AWARDED BASED ON THE NUMBER OF EVENTS THE PORT PARTICIPATED IN WHILE A VEHICLE WAS PLUGGED IN
- ▶ CUSTOMERS ARE ALLOWED TO OVERRIDE NO MORE THAN 25% OF EVENTS ON EACH PORT DURING WHICH A VEHICLE IS PLUGGED IN WHEN THE EVENT IS CALLED
- ▶ A PORT THAT PARTICIPATES IN AT LEAST 51 PERCENT OF THE TIME FOR EACH EVENT WILL BE CONSIDERED A PARTICIPANT OF THAT EVENT.

Incentive Structure

- ▶ THE PROGRAM WILL OFFER \$100 FOR EACH LEVEL 2 CHARGING PORT AND \$200 FOR EACH DC FAST CHARGER
- ▶ THE PARTICIPATION PAYMENT FOR THE FLEET MANAGED CHARGING PROGRAM WILL BE OFFERED AS FOLLOWS:
 - ▶ \$300 PER PORT FOR PARTICIPATING IN MINIMUM OF 75 PERCENT OF THE EVENTS CALLED WHILE A VEHICLE WAS PLUGGED IN
- ▶ CUSTOMERS WILL RECEIVE ANNUAL REBATES IN THE FORM OF A BILL CREDIT.
- ▶ THE REBATE IS AWARDED BASED ON THE NUMBER OF EVENTS THE PORT PARTICIPATED IN WHILE A VEHICLE WAS PLUGGED IN



CONCLUSION!

PLEASE LOOK FORWARD TO A POST EVENT SURVEY TO LET US KNOW WHAT YOU WOULD LIKE TO SEE IN FUTURE FLEET MANAGER ROUNDTABLES