



Fleet.
Wise.

EV Services Buying Guide

These businesses help to ease the transition from ICE to ZEV,
maximising e-fleet efficiency in the process.





What are EV Services?

As thousands of business fleets transition to electric vehicles each year, there's never been a more important time for the fleet manager to understand what innovation, assistance, products and services are available to help make that evolution a smooth and effective one.

The changes are likely to take several years for the largest fleets, so making the right choice of partner at the outset is essential, and that's right across the broad range of EV Services.

“It's an ever-evolving arena, and the very best EV Service providers invest time and resources in ensuring their products and services are future-proofed for their partners”



What EV Services are there?

With the 2030 ZEV deadline reimposed by the new Government, forward-thinking fleet managers have already started their transition plans, for there's a lot to do, and for many fleet managers (and drivers) it requires a new mindset.

That complex route to ZEV can best be navigated with the help of the hundreds of service businesses focused on sustainability in fleet vehicles.

Payments and charging are just two of the major elements that the professional fleet manager will need to procure and get to grips with, in the forthcoming ZEV transition period.

A fuller list would include:

Fleet electrification consultancy

- Analysis of fleet needs and suitability for EV transition
- Development of electrification strategies and roadmaps
- Financial and environmental impact assessments

Vehicle leasing and procurement

- EV-specific leasing options tailored for fleets
- Assistance with purchasing ZEVs, including advice on models and specifications
- Flexible leasing terms for electric vehicles

Charging infrastructure installation and management

- Installation of workplace and home charging stations
- Public charging network integration
- Smart charging solutions to optimise energy use
- Charging infrastructure maintenance and servicing

Charging as a service (CaaS)

- Subscription-based charging solutions
- Access to nationwide or international charging networks
- Fleet management integration with charging network data

Energy and battery management

- Energy procurement services for cheaper or renewable energy
- Battery monitoring and optimisation (including state of health, charging efficiency)
- Vehicle-to-Grid (V2G) services to balance energy demand and supply

Incentive and grant assistance

- Guidance on applying for government grants and tax incentives
- Assistance with navigating local and national incentives for EV adoption and charging infrastructure

Telematics and data analytics

- Real-time tracking of EV performance, energy consumption, and driver behaviour
- Route optimisation for range efficiency
- Monitoring EV health, maintenance needs and battery degradation

Driver training and support

- Training programs for drivers to optimise EV performance and reduce range anxiety
- Guidance on safe EV operation and efficient driving techniques

Fleet management software for EVs

- EV-specific fleet management platforms to monitor and control operations
- Charging scheduling, cost control, and vehicle performance analytics
- Maintenance and energy use reporting

Maintenance and repair services

- Specialised EV maintenance programs, including battery health checks and software updates
- Mobile repair services for EVs to reduce downtime

Vehicle conversion services

- Retrofitting ICE vehicles into electric vehicles for fleets that wish to convert rather than purchase new ZEVs

End-of-life services

- Battery recycling and disposal services for old or degraded EV batteries
- Decommissioning of EVs and responsible disposal of components

Mobility as a service (MaaS)

- EV-based mobility solutions for flexible fleet usage
- Ride-sharing and car-sharing EV platforms tailored for corporate fleets

Carbon offset and sustainability reporting

- Services to measure and offset emissions during the transition period
- Detailed sustainability reporting to meet environmental, social, and governance (ESG) goals

EV integration with renewable energy

- Solutions for integrating EV charging with on-site renewable energy sources (eg: solar panels)
- Support for green energy transition alongside fleet electrification



By leveraging these services, businesses can ensure a smoother, more efficient transition from ICE to ZEVs, in the process maximising cost savings, operational efficiency, and environmental benefits.

Even this extensive list is not comprehensive, but it indicates the level of change (and opportunity) there is for fleet managers who engage with the process to maximise their fleet efficiency.

One of the biggest advances is in the digital-networking sphere, where data from any number of sources can be collated and presented to help fleet managers save time, money...and stress. It's an ever-evolving arena, and the very best businesses invest time and resources in ensuring their products and services are future-proofed for their partners.

How will new tech benefit my fleet?

Fleet running costs can be cut significantly by embracing the new technologies on offer.

Bespoke vehicle databases can predict an EV's range based on payload, specification and the ambient temperature. Meanwhile, data insights enable the planning and roll-out of charging frameworks, revealing the energy required for EV adoption. They also enable fleets to assess the financial implications of owning and operating EVs compared to traditional ICE models.

These EV Services also help to identify the most cost effective electricity pricing plans for charging EVs, and they enable fleets to forecast electricity demand for EV charging based on historical operation data. This data can be presented for each business location throughout the day, while insightful charging-structure analysis can locate the best public charging points nearby.





Considerations when transitioning your fleet from ICE to ZEV

By employing the right EV Services provider you can be assured that any issues you face during the transition will be minimised or eliminated altogether.

Initial costs – Although ZEVs offer long-term savings, the initial investment in vehicles and charging infrastructure can be high. EV services may involve additional upfront costs for consulting and installation.

Charging infrastructure complexity – Installing and managing charging points, especially for larger fleets, can be logistically challenging and time-consuming. EV services may not always cover all charging locations, such as remote sites.

Range anxiety – Even with EV services' expertise, there may still be concerns about range and charging time limitations for longer-distance travel, depending on the types of electric vehicles chosen.

Dependence on service providers – Relying heavily on external EV services can lead to reduced in-house expertise and dependency on third-party providers for maintenance, troubleshooting and upgrades.

Limited vehicle options – While ZEV offerings are expanding, businesses may still face limited vehicle model options, particularly for specialised needs like heavy-duty vehicles, potentially slowing the transition process.

Infrastructure compatibility – The existing grid infrastructure in certain locations may not be ready for extensive EV charging needs, requiring upgrades and added complexity, which EV services may not always solve quickly.

Downtime during transition – The transition from ICE to ZEV could cause operational disruptions, including downtime for installing charging infrastructure or training drivers, which could be costly for the business.



EV Services Summary

The benefits of employing EV Services as you transition your fleet from ICE to ZEV:

Expert guidance – EV services provide specialised expertise in transitioning fleets to zero-emission vehicles (ZEV), ensuring a smooth shift.

Reduced emissions – Transitioning to electric vehicles helps reduce your company's carbon footprint, aligning with sustainability goals and regulatory requirements.

Cost savings – Over time, ZEVs can lower operating costs through reduced fuel and maintenance expenses. EV Services can optimise these savings by offering energy management and efficient charging solutions.

Access to charging infrastructure – EV Service providers often offer comprehensive charging solutions, helping install and manage charging points, both at company premises and for employee home use.

Tax and incentive benefits – EV services can help navigate available government grants and incentives for purchasing electric vehicles and installing charging infrastructure, maximising the financial benefits.

Data and telematics – These services provide advanced telematics for monitoring vehicle performance, range and energy consumption, optimising fleet management for ZEVs.

Improved brand image – Transitioning to ZEVs with expert support can boost your company's reputation for environmental responsibility and innovation.

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