

# EV Enablement

Make sustainable transportation  
a reality for your organization

Product Series  
*May 2019*



## The Power of EV Enablement



### Powering the Future

EV Enablement can help you on your journey to becoming a sustainable business. With transport now the largest single sector responsible for carbon emissions in the United States, EV provides a practical opportunity for combating climate change.



### Powering Performance

EV Enablement improves business performance by helping you build a more sustainable and efficient organization. Eliminate liquid fuel costs and access a range of sustainable solutions to reduce costs across your entire energy infrastructure.



### Powering Resilience

EV Enablement ensures energy security for your business, with robust charging infrastructure that provides an uninterrupted source of fuel for your vehicle fleet – supported by advanced energy solutions including solar and battery storage, ensuring your business is never without power.



## Working towards a carbon-free future

Awareness of the threat of climate change and the subsequent need for action is growing. Governments and regulators are increasingly taking measures to reduce emissions and in response, major car manufacturers are now investing in electric vehicles and technology. As a result, we have reached a point where the economics of moving to electric vehicles now matches the sustainability benefits:

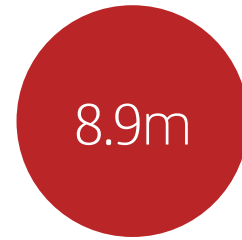
Before starting on this journey, however, it is important to ensure you pick the right partner to support you. There are three key steps that must be considered:

- 1 Accessing the right infrastructure
- 2 Securing sustainable energy
- 3 Integrating support for drivers

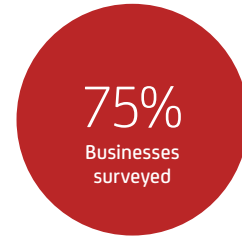
## EV Enablement is good for business

EV Enablement helps realize the benefits of electric vehicles from reducing costs and carbon emissions to helping improve your brand reputation.

Electrifying your transportation also unlocks opportunities to integrate your EV infrastructure with other renewable on-site advanced energy solutions. Leveraging our expertise, technology and partners to deliver an integrated solution for fleets, at-work charging and bus depots.



Electric vehicles on the road by 2030



Are planning to introduce more electric vehicles into their fleets



Of demand by 2050 – equivalent to an extra 30% on top of today's peak demand



## Become a sustainable business

Electric vehicles are key to decarbonizing transport and improving air quality. American cities, counties, and states are making commitments to transition their energy infrastructure to 100% renewable energy by no later than 2050. Some communities have already fully transitioned.

By demonstrating leadership in providing EV charging infrastructure and transitioning fleet vehicles to EV, businesses, organizations and local governments can play a major role in reducing global greenhouse gas emissions and inspire wider EV adoption across society.



## Enhance customer experience and your business' reputation

Growing public concern about the threat of climate change demonstrates an urgent need to take action on sustainability and improve your environmental credibility, underlined by the Intergovernmental Panel on Climate Change (IPCC) report.

While regulatory targets matter, pressure from your shareholders, customers and employees can often be a more powerful motivator. Making the shift to clean transport is a clear demonstration of your business' commitment to addressing global warming.



## Reduce costs across your entire business

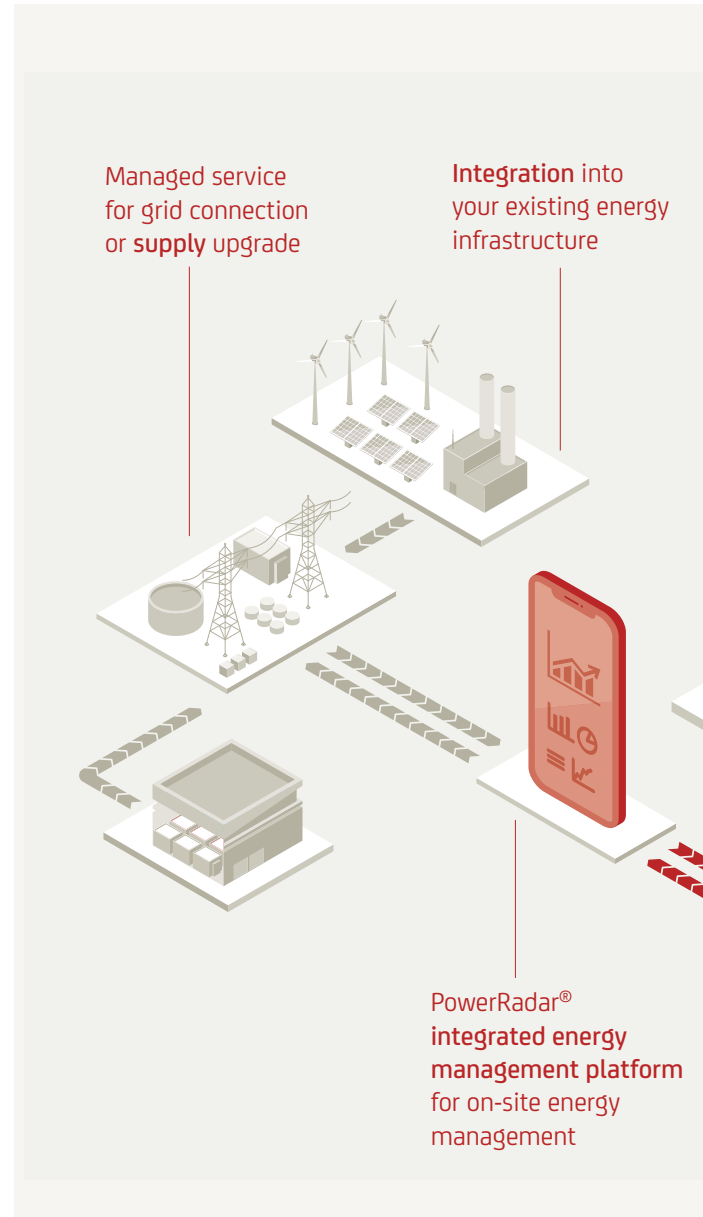
With the economies of scale of fleet management and falling technology prices for batteries, and charging infrastructure, the cost of EVs is reducing. Long term cost savings can be made by making the switch from gasoline and diesel.

Electrifying transportation also unlocks opportunities to integrate your EV infrastructure with renewable on-site distributed solutions such as solar and battery storage, which can further reduce energy costs and enhance sustainability across your entire business.

# Unlock the power of emissions-free transport

EV Enablement from Centrica Business Solutions offers an integrated service of charging enablement infrastructure, energy management and software solutions specifically designed to address the challenges organizations face when electrifying their transport.

Our experience in complex infrastructure deployment and financing, distributed on-site generation, flexible energy optimization solutions and software development unite the electric vehicle charging and in-life management supply chain into a single solution – providing you with a clear path to successful electrification for your business' transportation without the need to source multiple vendors.



## Our solution includes:



Single supplier support for the transition to electrified transport for fleets, bus depots, workplace charging, and public space



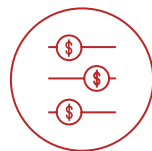
Modular package design that adapts to your unique site and business requirements



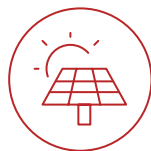
End-to-end managed service for procurement, installation and maintenance of charge points



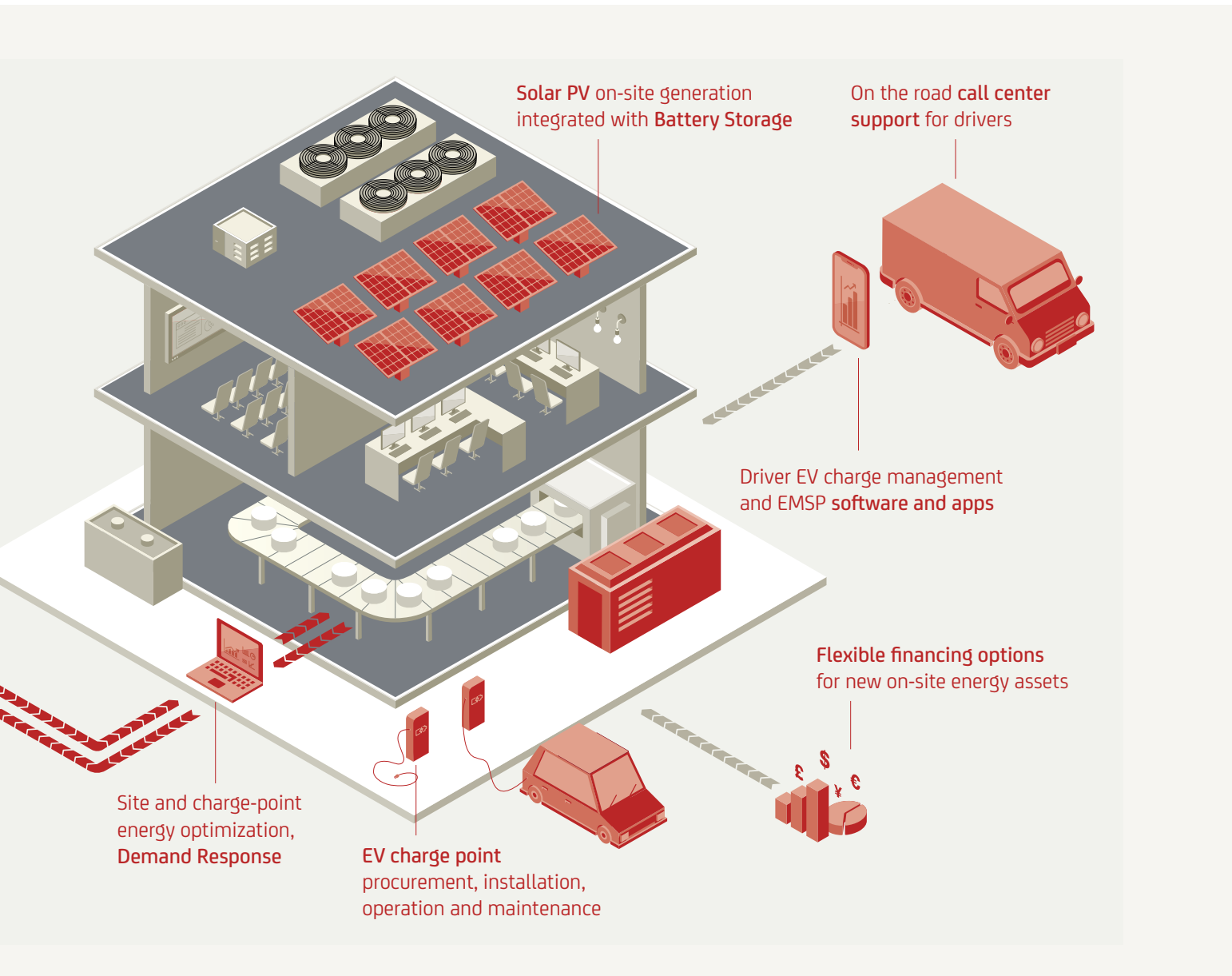
User call center with ongoing operation and maintenance support



Flexible financing options available for enhanced energy infrastructure



Integration with new advanced energy assets such as solar or battery storage



Integrated energy supply optimized by on-site generation and battery storage to meet your power requirements



Enhanced charge point management and driver support



Access to Electro mobility service provider (EMSP) driver operations app

# Financing energy infrastructure

Implementing EV on your site increases your power requirements which could lead to added expense. We offer a range of on-site energy generation solutions supported by asset financing to ensure your EV implementation is as cost-effective as possible:

## Power Purchase Agreement (PPA)

A hassle-free option that delivers efficient, clean solar power and generates immediate savings for your business



### What is a PPA used for?

- Small or large solar panel sites
- Generated power is used onsite or sold to the grid

### Who can benefit?

- Organizations looking to go solar with no capital investment
- Organizations looking to monetize unused space and create an additional revenue stream

### How is it financed?

- Centrica funded

### Contract profile

- Typical contract terms of 20 years with an option to extend beyond

## Energy Services Agreement (ESA)

Transform your energy infrastructure without the need to divert operational capital



### What is an ESA used for?

- Large cogeneration projects or multi-technology solution sales
- No upper limit on spend, some contracts exceed \$10M

### Who can benefit?

- Organizations looking to fund on-site generation without using CAPEX
- Organizations wanting contract simplicity, with bundled asset, O&M and financing

### How is it financed?

- By Centrica or third party bank via sale of receivables financing funded, subject to credit assessment

### Contract profile

- Typical contract term of between 10 and 20 years



# Supporting you along your entire journey

- 1** We work with your organization to understand your EV objectives and conduct an initial site audit to support planning for charge point and energy solution deployment.
- 2** Our energy experts generate bespoke proposals for consideration, working with your team to prioritize project scope and create an implementation path that meets your objectives.
- 3** A dedicated design team conducts your detailed site assessment – outlining appropriate charge points, infrastructure and energy solutions to create technical and commercial specifications with various financing options included.
- 4** Agreed infrastructure is deployed and integrated into your existing energy infrastructure, with work conducted by our industry-leading construction and project management teams.
- 5** Drivers are provided with end-to-end vehicle support, including an app and online portal access, backed up by a dedicated 24/7 call center.
- 6** Our operation and maintenance technicians ensure your charge points and energy assets are always running efficiently as we proactively monitor all EV components, identifying and recommending further enhancements.

Centrica Business Solutions provides energy solutions in 34 countries, making us the right partner to ensure your EV strategy is a success.

12,000

Engineers and technicians supporting site operations and maintenance

14,000

Vehicles in our own fleet that we are in the process of transitioning to electric vehicles

5,500

Customer sites we are supporting globally with advanced distributed energy solutions

## HSE team

Award-winning in-house Health and Safety team ensure the well-being of employees, visitors and members of the wider local community in your area.

## Proven success with EV

### Centrica and Citygate launch Electric Vehicle technology partnership

Centrica and leading Volkswagen dealer group Citygate have agreed an Electric Vehicle technology partnership that will accelerate what the car retailer offers to customers both in store and at home.

Under the planned partnership, Centrica will install the latest charging technology at 10 Citygate dealerships across London and the south-east. In addition, Centrica will help fulfill aftersales support on EV accessories and charging products, including home charging installations.

Citygate and Centrica will also collaborate on the development of an EV Center of Excellence as part of the agreement. Centrica will install an on-site virtual power plant (VPP) by linking on-site EV chargers and other large energy-consuming assets into the VPP and making their impacts visible to Citygate customers and staff through educational showroom displays.

Customer information will be available on topics such as charging, energy tariffs, climate change and air quality, which will form part of the Center. Centrica will also develop training programs for Citygate staff and educational materials for customers to provide knowledge and insight into the decarbonization of transportation and the home.

“EVs are moving from niche to mainstream, so it is vital that we are able to support our customers both in store and post-sale. The measures we are putting in place will put our sales, marketing and servicing staff at the forefront of EV enablement. Centrica’s scale and level of experience in this space made them an obvious partner.”

**Jonathan Smith,**  
CEO of Citygate

### Centrica and NCP to test EV ‘charge park’ for professional drivers

Centrica and NCP have reached a collaboration agreement that will see the two companies test new approaches to electric vehicle charging for professional drivers.

The UK’s leading energy supplier and the UK’s number one car park operator will focus on the challenge of making charging more convenient, creating potential ways of charging commercial fleets and taxis in public spaces.

While there has been a great deal of research into how to make EV charging faster, little has been done to enhance convenience, so that charging can fit comfortably into our busy lives. This project will combine public services, such as cafes and gyms, alongside technology to make charging less onerous. The first pilot ‘charge park’ is expected in the new year, with the two companies promising to examine how to combine public services and technology to make charging less onerous. NCP manages over 500 sites and has over 150,000 parking spaces. Centrica is committed to helping drive EV enablement and has recently expanded its digital service, Local Heroes, to offer homeowners electric vehicle (EV) charging installations while Centrica Business Solutions has launched a package of solutions for large businesses that includes new solar and battery storage facilities to help meet increased onsite power demand.

“Mechanisms such as the congestion charge and Ultra Low Emissions zones are drivers for the adoption of electric fleets. We are investing to grow the number of our sites offering EV charging, but we want to do so in a way that’s fit for purpose for all of our customers.”

**Jonathan Scott,**  
CEO at NCP

# Why choose EV Enablement from Centrica Business Solutions



## Secure your EV strategy

Leverage our experienced EV infrastructure:

- Our expert teams work with you on bespoke charging system design and installation
- Intelligent charger management software solution and can support navigating incentives and rebates
- Delivery and operations team manage permissions and planning, meter installation, supply and maintenance of charging points



## Support your drivers

Simplified, efficient EV utilization:

- Integrated software to manages EV charge, highlight charge locations and provide support
- Connectivity between work and fleet site for reconciliation and billing
- Nationwide network call centers and technicians to solve problems for drivers quickly and efficiently



## Enhance your business

Connect all our products together:

- Eliminate the need for expensive ongoing maintenance
- Access payment options such as investing capital and ongoing per kWh or per mile fee
- Combine our onsite energy solutions with our trading capability and create added value

## Working in partnership around the world



Go Ultra Low

Go Ultra Low is a collaborative multi-channel communications campaign between government and industry to aid the transition to low-carbon transport. It aims to promote the benefits and dispel the misconceptions of ultra low emission vehicles (ULEVs), to increase consumer purchase consideration and uptake. It is comprised of a consortium of industry partners including vehicle manufacturers, energy providers and charge point operators.



Optimise Prime

The world's biggest trial of commercial electric vehicles, 'Optimise Prime', has been given the green light by GB energy regulator Ofgem, bringing together leading power, technology, fleet and transport companies to test and implement the best approaches to the EV rollout.

Led by global data technology solutions provider Hitachi Vantara and electricity distributor UK Power Networks, the trial will see up to 3,000 electric vehicles from Centrica, Uber and a large depot-based parcel carrier take to the road, supported by distributor Scottish & Southern Electricity, Hitachi Europe and Hitachi Capital Vehicle Solutions.



## About Centrica Business Solutions

Partner with Centrica Business Solutions to help your business become sustainable.

Our role is to understand your business and your objectives – and help you achieve the benefits of decarbonizing your transportation.

As a first step, we can map out your fleet and analyze the performance and potential areas for increased efficiency.

We can then identify options to help improve your systems and meet your business objectives. We will develop a plan based on the whole lifecycle, including build, maintenance, measurement and financial planning.

Finally, we can work with you to implement the solution, helping you with every aspect of the build, from commissioning and permissions to financing and communication.

[centricabusinesssolutions.com/us](https://centricabusinesssolutions.com/us)

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Business Solutions