



TALK WITH AN EXPERT TODAY

www.DriveEVfleets.org | (800) 267-7830
evfleets@electrificationcoalition.org



CITIES CAN LEAD A TRANSPORTATION FUTURE

The Climate Mayors Electric Vehicle Purchasing Collaborative (Collaborative) is a partnership of Climate Mayors cities, non-profits and a cooperative procurement agency, working to accelerate the transition of city fleets to electric vehicles (EVs).

By creating a new and innovative cooperative purchasing mechanism, the Collaborative can help reduce major barriers to fleet electrification for cities and other public agencies.

The first-of-its-kind, one-stop platform connects cities with total cost of operation assessment tools, a large variety of purchasing options for EVs and charging stations, competitive and transparent pricing, and leasing options that can help capture the federal tax credit for EVs (a current challenge for public agencies).

BENEFITS

TRANSPARENT
VEHICLE PRICING

PROCUREMENT
ASSISTANCE

FREE POLICY
GUIDANCE

EDUCATIONAL
RESOURCES

BEST PRACTICES

TECHNICAL SERVICES
& FLEET ANALYSIS

GOALS OF THE COLLABORATIVE

Help cities meet the goals of the Paris Climate Agreement by transitioning city fleets to electric

Offer the same price and vehicle choice for all cities

Create market demand for EVs to meet cities' needs

Provide full-service purchasing platform that reduces barriers to EV transition



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WHY ELECTRIFY? Transitioning to EVs will yield numerous benefits	ANNUAL FUEL COST*	ANNUAL TAILPIPE EMISSIONS**
ALL-ELECTRIC Runs entirely on electricity. Based on 2018 Nissan LEAF.	\$600	0 METRIC TONS
PLUG-IN HYBRID Runs on electricity and gasoline. Based on 2018 Toyota Prius Prime.	\$650	1.2 METRIC TONS
GASOLINE ONLY Runs entirely on gasoline. Based on 2018 Chevrolet Cruze.	\$1,350	4.2 METRIC TONS

*Based on 45% highway, 55% city driving, 15,000 annual miles, \$.13/kWh and \$2.88/gallon (national average fuel prices via U.S. Department of Energy, 2018).
**CO₂ equivalent

COST SAVINGS

EVs have superior efficiency and a lower total cost of ownership (TCO) compared to internal combustion engine vehicles (ICEs).

ENVIRONMENTAL BENEFITS

EVs can reduce greenhouse gas emissions by up to 50% compared to their ICE counterparts.

REDUCING FOREIGN OIL DEPENDENCE

Transportation accounts for 70% of U.S. crude oil and petroleum imports, with 92% of all transportation being powered by oil. Electricity provides a valuable source of fuel diversity.

IMPROVED AIR QUALITY

EVs produce low or zero tailpipe emissions and will only become cleaner as electricity production becomes cleaner.

EXPANDING OFFERINGS

Ever-expanding EV options, suitable for a variety of uses and needs, are available in the U.S. market.

HOW CAN YOU PARTICIPATE?

Visit DriveEVfleets.org to learn more.

Take the online survey to help us learn more about your fleet.

Connect with our staff to develop a plan for vehicle transition.

WHICH CITIES HAVE ALREADY JOINED?



Climate Mayors is a network of more than 400 U.S. mayors committed to taking meaningful action on climate change and has emerged as a key voice and demonstration of the ongoing commitment of U.S. cities to accelerate climate progress.

The Electrification Coalition (EC) is a nonpartisan, non-profit organization committed to accelerating EV adoption on a mass scale. The EC is the lead implementation partner for the Climate Mayors transportation-electrification initiative.

Sourcewell facilitates a competitive solicitation and awards process for vehicles and service equipment on behalf of their 50,000+ members across North America, and is available to help its partners resolve all challenges and concerns regarding the leasing and contracting process.

Problem:

Electric vehicle fleets need to educate drivers on how to use electricity as a fuel

Solution:

Chargeway® uses colors and numbers to simplify plug types and power levels for all EVs



info@chargeway.net
www.chargeway.net

How it Works

Chargeway Beacon

24/7 "electric fuel" educational tool



	STANDARD		FAST CHARGE			
	1.4 kW 3 miles/hour	3-20 kW 13-61 miles/hour	21-30 kW 84-105 miles/hour	31-50 kW 131-178 miles/hour	51-100 kW 210-550 miles/hour	101-200 kW 410-700 miles/hour
J1772 & CCS Combo						
CHAdeMO						
Tesla						

Results

Fleet Operations:
Simplified training & driving experience

Charging Stations:
Easily identifiable

Utility Companies:
"EV Fuel" language

- Numbers indicate charge speed
- Colors indicate plug type
- Easy to learn and use

Simple Process

- 1: Vehicle plug color/levels
- 2: Locate charging options
- 3: Charge station label matches
- 4: Plug in and charge

STEP 1:



STEP 2:



STEP 3:



STEP 4:



Transportation Electrification SOLUTIONS FOR UTILITIES

Consumer
Engagement
Strategy



Auto
Dealership
Sales Tool

EV Driver
Software
Solutions



Charging
Station
Experience



Fueling an electric car is now as easy as



- Scalable Pilot Programs
- Campaign Enhancements
- Complete Suite of Services

For more info visit: www.chargeway.net

A Simple Solution to the Congestion Crisis

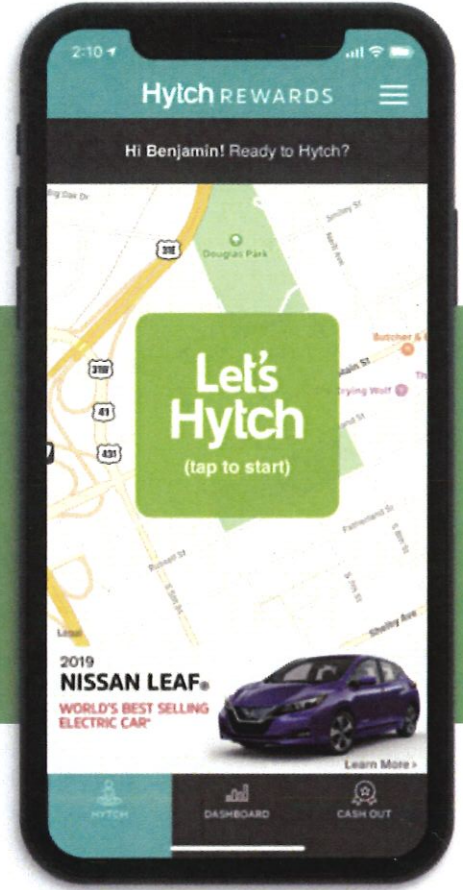
The Hytch Rewards platform reduces the cost of commuting and parking for everyone by using incentives to motivate employees and the community to share rides.

Rewards Matter

Incentives change behavior. Hytch partners with companies to reward changed behavior by paying people to share rides during their commute. More shared rides means less congestion and reduced parking costs and hassles for you and your employees.

Benefits to Using the Hytch Platform

- Reduce costly parking burden felt by both employer and employee
- Ease the congestion crisis by promoting shared rides
- Improve employee recruitment and retention by lessening commute fatigue
- Promote employee well-being and happiness
- Every Hytch is carbon neutral



Download this app for free.



Contact partners@hytch.me to learn more and get started.

The Hytch Mobility Rules Engine Works for You

The Hytch Mobility Rules Engine allows companies to design a dynamic incentive program that works with any objective to motivate people to make smarter mobility decisions.

Design Your Custom Rules and Rewards Strategy

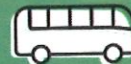
We help you develop your rules and rewards. One rule or many, below are a few examples.

Distance and Time



- + 4¢ for commutes less than 20 miles
- + 3¢ for uses before 7:30 AM
- + 5¢ for peak congestion hours M - F

Mode - Type



- + 5¢ for employer shuttle use
- + 3¢ for public transit
- + 5¢ for 2+ people in a car

Destination



- + 1¢ for travel in-state, county, city
- + 3¢ ending in geo-location
- + 5¢ parking in remote parking lot

*Above reward examples given on a per-mile basis



The Lightning Systems Difference

Our zero emission products have been carefully engineered and manufactured to provide fleets the **highest quality and most efficient** ALL-ELECTRIC medium- and heavy-duty trucks and buses on the market.

Lightning's team of fleet experts stand behind our work and provide exceptional customer service – from vehicle deployment and technical support, to custom analytics reports and operator training. The Lightning team understands your goals and is ready to help you surpass them.

BENEFITS BEYOND THE BOTTOM LINE

Electric Vehicles save your fleet money on maintenance & downtime, while improving air quality:



BEVs save money on fuel costs



Save vehicle downtime with no emission testing



Fewer parts means lower maintenance costs



Zero emissions means cleaner air in communities you serve



Regenerative braking dramatically reduces brake wear



Significant savings on operating costs

Lightning Electric Ford Transit Passenger Van

- Smooth and powerful handling
- Best efficiency of any Class 3 van
- Part of Ford eQVM program
- Ford vehicle warranty and matching Lightning powertrain warranty for complete coverage

Let us put you in the driver's seat!

Phone: 1-800-223-0740 Email: info@lightningsystems.com



- Battery-electric vehicle
- Fast, smooth, and quiet
- Installation, maintenance, and service performed by certified partners
- Up to \$90,000 per vehicle vouchers available now in California. Call today for expert incentives support.

Lightning Electric Ford Transit Passenger Van



SPECIFICATIONS

Base Chassis	Ford Transit 350HD Passenger Van	
GVWR	10,360 lbs	
Minimum Wheelbase	148 in	
Electric Vehicle Supply Equipment (EVSE)	Level 2 (6.6 kW) and Level 3 (up to 50 kW) with J1772 CCS Combo	
Efficiency	61 MPGe / EPA City and 66 MPGe / EPA Highway	
All Electric Range*	60 miles	120 miles
Battery Capacity	43 kWh	86 kWh
Charge Time	5.5 hours (Level 2) 1 hour (Level 3)	11.25 hours (Level 2) 1.5 hours (Level 3)
Payload and Passenger Capacity**	2,500 lbs 15 passengers	1,700 lbs 11 passengers
Maximum Speed	65 mph (electronically limited)	
Peak Power	215 HP (160 kW)	
Torque Rating (after transmission)	733 lb-ft (994 Nm)	
Warranty	<ul style="list-style-type: none"> ✓ Base Chassis: Ford standard warranty ✓ EV Conversion: Lightning Systems standard warranty (Powertrain and battery 5 year / 60,000 miles) 	
Analytics	<ul style="list-style-type: none"> ✓ Preventive Maintenance 	<ul style="list-style-type: none"> ✓ Range Analysis ✓ Driver Behavior

* All-electric range can vary depending on route or drivecycle, environmental conditions, vehicle or equipment configurations, and driver behavior.

** Payload and Passenger capacity can vary and greatly depend on vehicle wheelbase, seating configuration, and other characteristics or features as delivered by the OEM or chassis manufacturer. Equipment added to the base chassis by aftermarket upfitters or equipment installers could also affect Payload and Passenger Capacity.

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Significant savings on operating costs

Lightning Electric Ford E-450 Shuttle Bus

- Smooth and powerful handling
- Quiet ride
- Backed by the Ford eQVM program
- Ford vehicle warranty and matching Lightning powertrain warranty for complete coverage

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Transforming Top Trucks and Buses into Premium EVs

- Battery-electric vehicle
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- Installation, maintenance, and service performed by certified partners
- Up to \$90,000 per vehicle vouchers available now in California. Call today for expert incentives support.

Lightning Electric Ford E-450 Shuttle Bus



SPECIFICATIONS

Base Chassis	Ford E-450 Shuttle		
GVWR	14,500 lbs		
Minimum Wheelbase	176 in		
Electric Vehicle Supply Equipment (EVSE)	Level 2 (6.6 kW) and Level 3 (up to 50 kW) with J1772 CCS Combo		
All Electric Range*	80 miles	110 miles	
Battery Capacity	86 kWh	129 kWh	
Charge Time	11.25 hours (Level 2) 1.5 hour (Level 3)	16.75 hours (Level 2) 2.25 hours (Level 3)	
Payload and Passenger Capacity**	6,900 lbs Depends on shuttle body	6,100 lbs Depends on shuttle body	
Maximum Speed	65 mph (electronically limited)		
Peak Power	241 HP (180 kW)		
Torque Rating (after transmission)	790 lb-ft (1071 Nm)		
Warranty	<ul style="list-style-type: none"> ✓ Base Chassis: Ford standard warranty ✓ EV Conversion: Lightning Systems standard warranty (Powertrain and battery 5 year / 60,000 miles) 		
Analytics	✓ Preventive Maintenance	✓ Range Analysis	✓ Driver Behavior

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