



Fleet Management – EV Charging, Done Right!

CIPMM Fleet Management Workshop

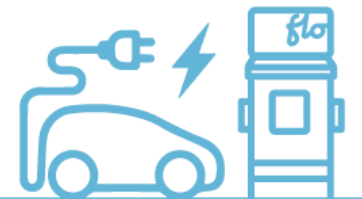
Oct 29 & 30, 2024
Ottawa



Agenda



- 1. Introduction – Sandra Rodrigue
- 2. EV Deep Dive – Yannis Chabane
- 3. Solution overview – Sandra Rodrigue
- 4. On the GO! & software – Tina Soulahian
- 5. Q&A



FLO pursues its mission

- 15+ years in EV charging
- 120,000 chargers installed in North America (95, 000 publics)
- Manufactured in Canada & USA
- About 2M sessions per month



A whole team of experts

We are your main contacts at FLO

Sandra Rodrigue

Major Accounts Manager, Customer Success, FLO

Tina Soulahian

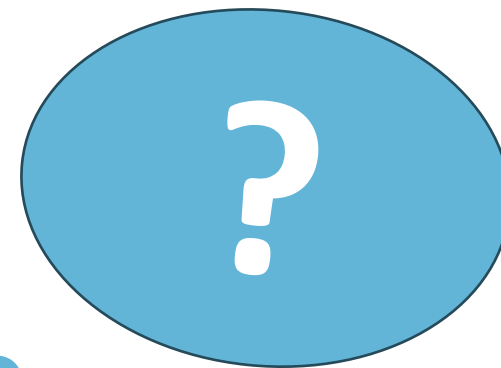
Major Accounts Manager, Customer Success, FLO

Yannis Chabane

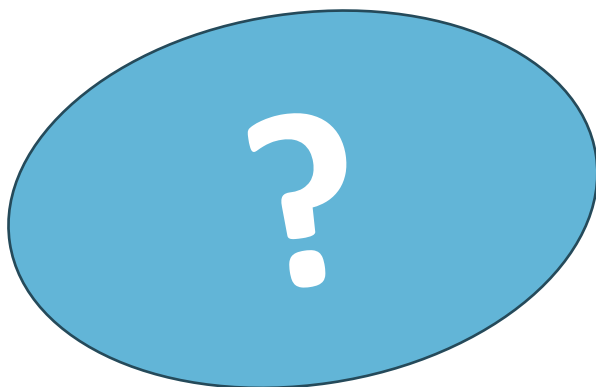
Application Engineer, FLO



Fleet Electrification

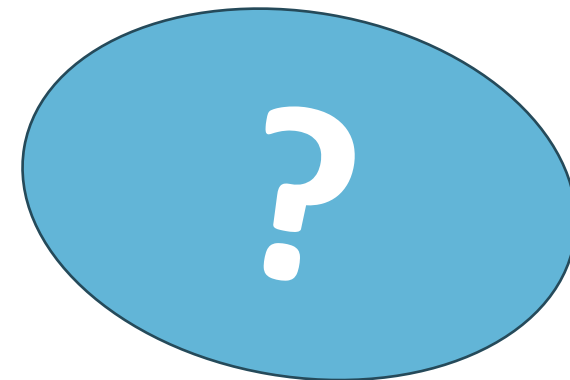


? Where should I start ?



➤ Who can I talk to ?

➤ I need help !!!





EV deep dive



Complete range of EV Offerings

Passenger and medium duty EVs are becoming mainstream



Chevrolet Bolt EV



Tesla Model 3



Ford F150 Lightning



Mercedes eSprinter



GM Brightdrop



400V vs 800V battery architecture



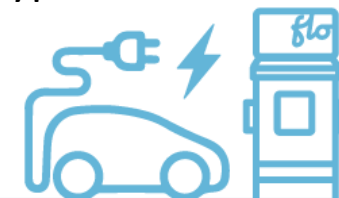
Different range offering



How temperature affects EVs

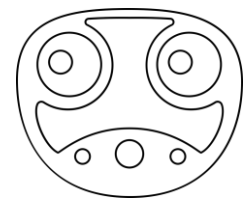
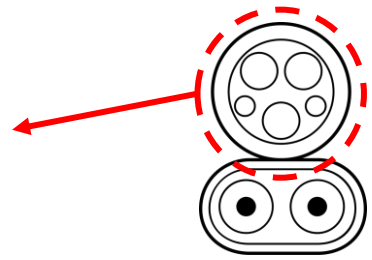
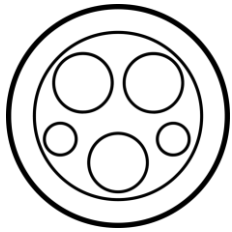
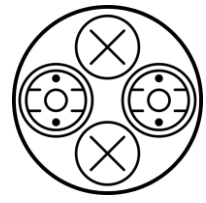


Charger port location and type



Types of charging connectors

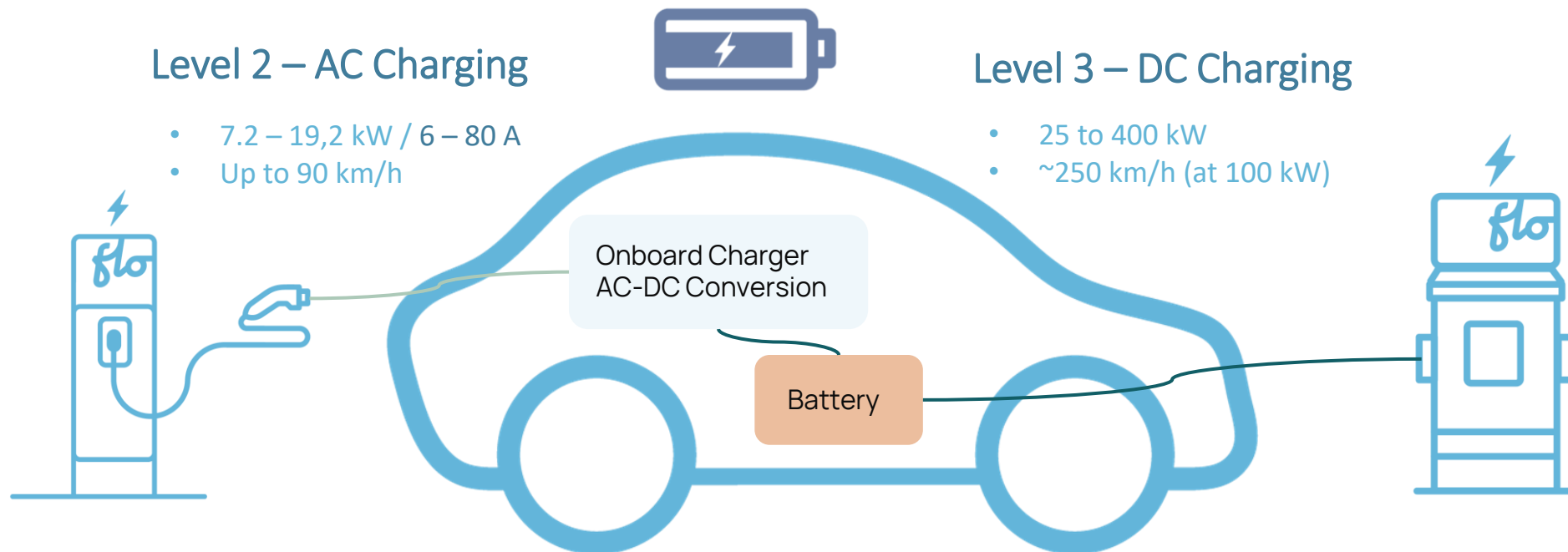
Connectors standards are evolving



Connector	CHAdeMO	J1772	CCS1 Combo	NACS / J3400
OEM adoption	Nissan	All other OEMs		Tesla
Level 2	X	✓	X	✓
Level 3	✓	X	✓	✓
Status	Phasing out	Most common		Trending



Charging, how it works



Types of charging stations

3 Levels, 3 speeds



Wall socket



1.4 kW	7.2-19.2 kW	25-400 kW
Up to 6 km per hour of range added*	Up to 25-75 km per hour of range added	Recharge from 20-80% in under 40 minutes
2-3 days to recharge from 0-100%	6-12 hours to recharge from 0-100%	~1 hour to recharge from 0-100%

Solutions by Use Case

The right charging station for the right application



Level 2 Chargers



Affordable residential use chargers



Medium duty feature rich chargers



Heavy duty charger for urban deployment

Level 3 Chargers



Fast chargers, closest thing there is to a conventional gas station



Solution Overview



Customer experience



1. Plan

- What type of chargers
- Site needs & preparation



2. Deploy

- Installation & commissioning



3. Operate

- Usage & performance
- Energy consumption
- Uptime
- Find, charge & Pay



4. Support

- Network monitoring
- Preventative monitoring
- 24/7 support
- Remote troubleshooting
- Road assistance

Key considerations

When selecting an EV charging partner

Plan

- When will we get the EV ?
- **What type of charger do I need ?**
 - What type of EV ?
 - What is the usage of the EV ?
 - Where and when will the EV charge ?
- Do I have enough electric capacity ?



Key considerations

When selecting an EV charging partner

Hardware

- Can my supplier cater to all of my different charging needs?
- Will the chargers be able to withstand a harsh environment?
- Are units serviceable on-site?
- How can I optimize the energy available?
- How to avoid stranded assets?



Key considerations

When selecting an EV charging partner

Network

- **How reliable is the network?**
- How reliable are the chargers?
 - How often will my chargers be down?
- How much will my network fees cost?

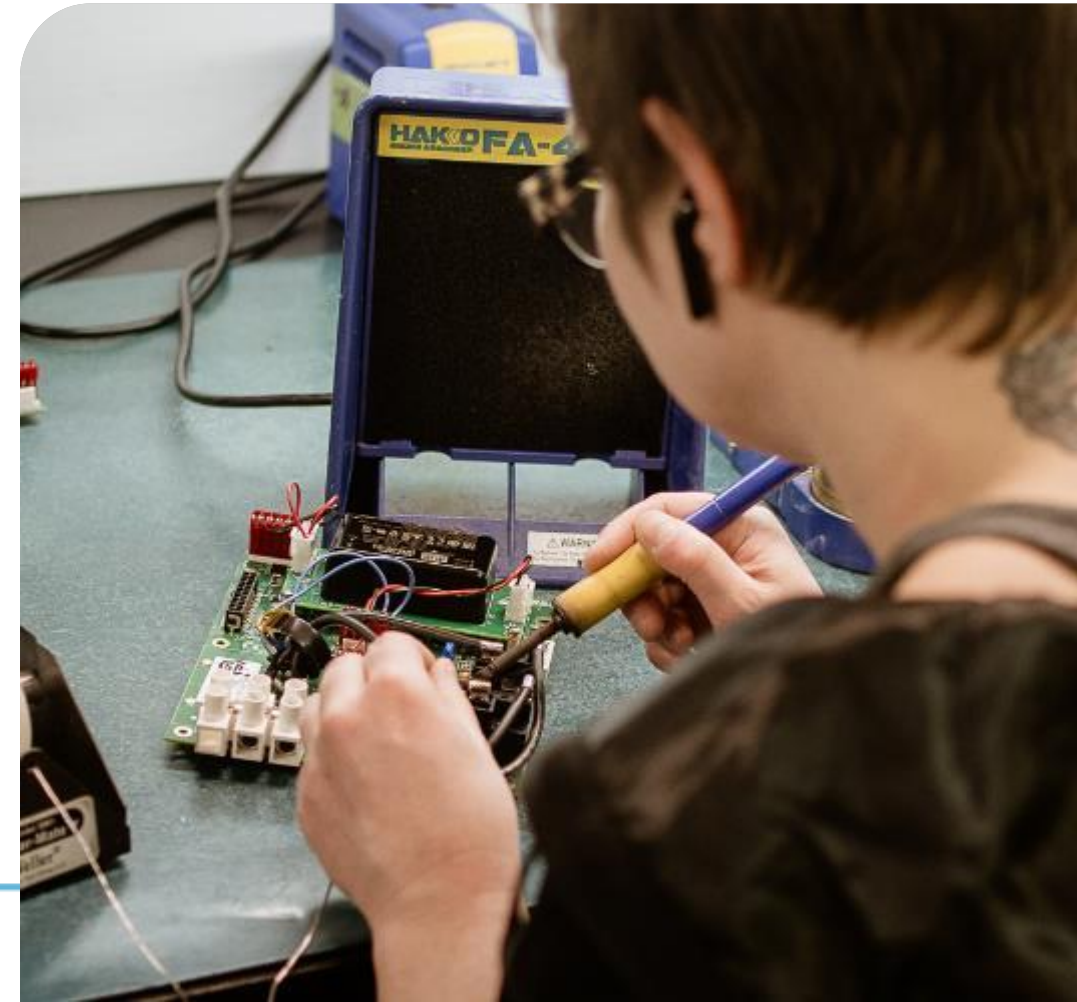


Key considerations

When selecting an EV charging partner

Service & Support

- Do I have a contact to reach out to when needed?
- Can I easily get aftersales service?
- Are my chargers remotely monitored on a regular basis?
- Will I have local support and service technicians?





On the GO!



Charging on the public network

Key considerations



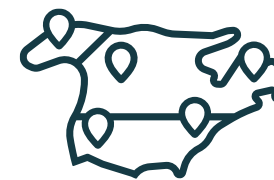
Complete solutions



Integrated payment system



Session authentication options



Roaming services



Charging Network



Owner web portal



Reliability



24/7 driver support



Roaming



Key questions to ask

Roaming on the public network

Network

- Does my supplier have a strong presence on the public network?
- Do they offer an extended network coverage with other network partners?
- How will my drivers find and access public chargers?
- Are they integrated with major map services like PlugShare?

Service & Support

- Is their network a reliable one?
- Do they offer 24/7 driver assistance?
- Can I track the charging sessions of my fleet on the public network?
- What are the options (RFID cards, app, etc) they offer to my drivers to charge on the public network?





Network management & owner portal



Key questions to ask

Intelligent management & software



Intelligent Management Do they offer?

- Owners web portal?
- Are accesses to portals licensed based?
- Are there different levels of accesses for different users to the portal?
- Data and network reporting?
- What kind of reporting ?
- Flexible billing & security?
- What are the associated costs?

Charging Point Operator (CPO)

Driving Facing Software Do they offer?

- Find & locate chargers via real-time mapping?
- Identify cost and access arrangements ?
- Navigate to the charging site via Google and Apple Maps?
- Activate and pay for a charging session securely?
- Track session activity data on the go (seeing real time status of the session)?
- Carplay and Android auto support?



Electric Mobility Service Provider (eMSP)

Questions?





Thank You!

Sandra Rodrigue

Major Accounts Manager, Customer Success, FLO

Tina Soulahian

Major Accounts Manager, Customer Success, FLO

Yannis Chabane

Application Engineer, FLO

