

Challenges of your EV Fleet Transition



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Who are ElectrAssure?

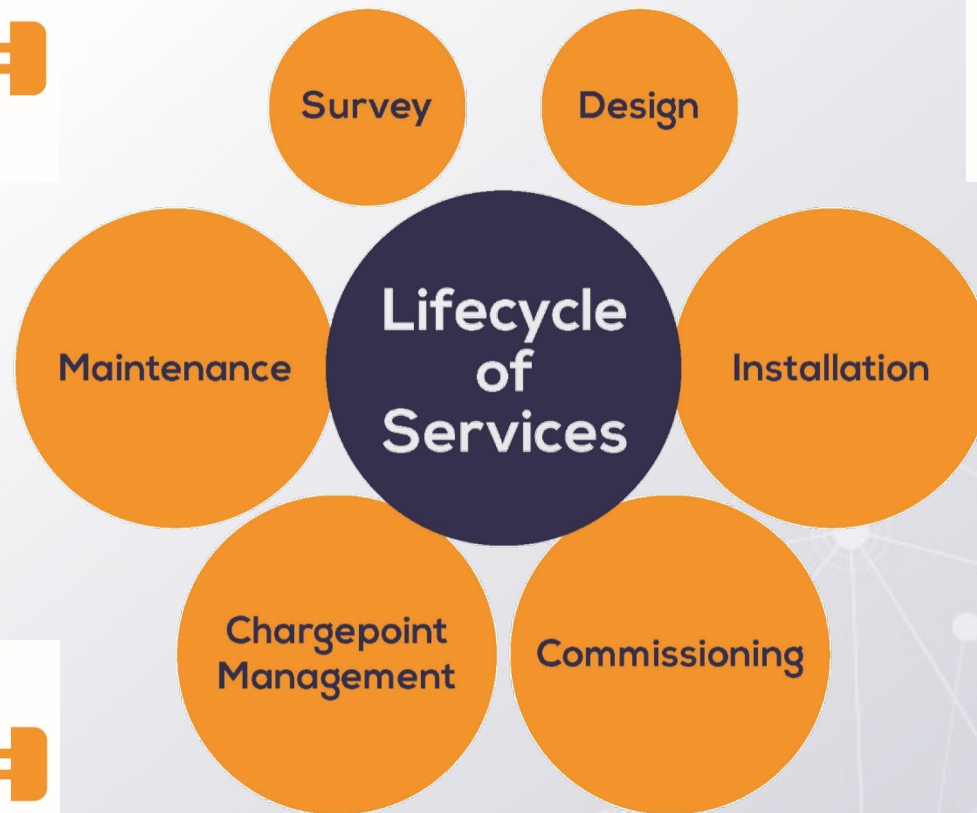
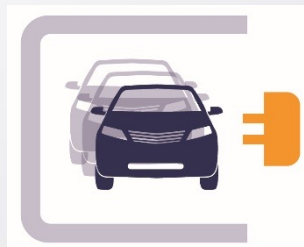
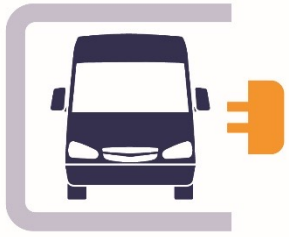
An evolving business in a fast-growing market.

- Family owned, based in Hertfordshire
- Entered EV Charging market in 2014
- Projects for National Grid, VW, Brenntag, National Gas & Uber.
- Focus on full turnkey EV charging solutions and solar integrations
- Primary focus on high availability systems for critical fleets



ElectrAssure

... a full-service EV charging system provider.



EV Fleet Transition Challenges:

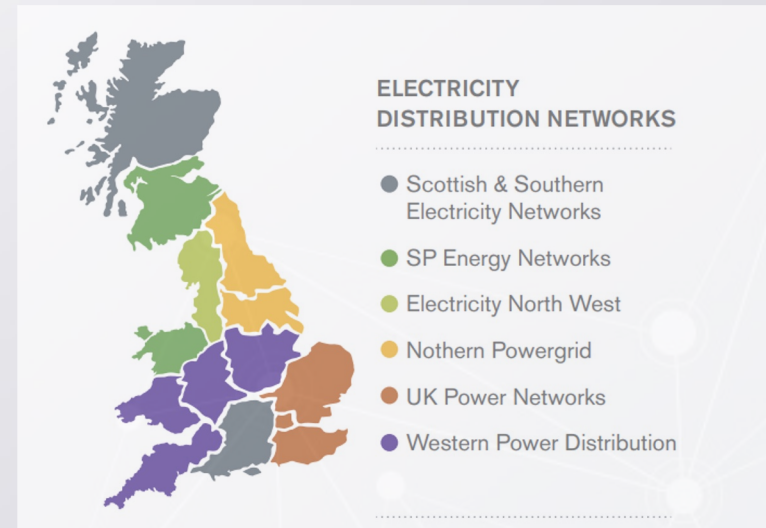
- When to start?
- Power availability – DNO Applications
- AC or DC charging?
- Finance – CAPEX vs OPEX vs CaaS
- Future proofing infrastructure
- Maintenance planning
- Renewable energy production/storage



Power Availability

DNO vs iCP & iDNO

- HGV distribution customer needing to install EV charging infrastructure for eHGV, but does not have enough energy.
- The DNO quoted £155,000 for 250KVA
- iDNO & iCP quote £62,000 for 1,000KVA
 - This is 4x the energy on offer
 - 750KVA left over
 - Asset value £100k – for 250 KVA
- The DNO gave a lead time of 6-24 months to deploy upon receipt of PO.
- Lead time to deploy is 2 weeks, and delivered within 5 months of PO



Renewables

Solar, Wind & BESS

- ROI – 4/5 years
- Energy storage with BESS – become self sufficient.
- Remove OPEX risk of rising energy costs.
- Always assessing the market for technological advances that meet our quality requirements.
- Monitoring the evolving product availability – Graphene battery technology



Maintenance

Mission critical for operations

- Engineers attending – pre-diagnosed - 1 time fix
- Parts availability
- Engineers product experience / back office
- Outsourcing – quality control/ownership
- Scheduled maintenance plan



Thank You For Listening

Q & A

