

Are your fleet policies driving
your company forward?

Best Practices for Scaling Fleet Sustainability



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Best Practices
for Scaling Fleet
Sustainability



EV and Hybrid
Adoption



Top Two
Drivers



Top Three
Barriers



Recommendations



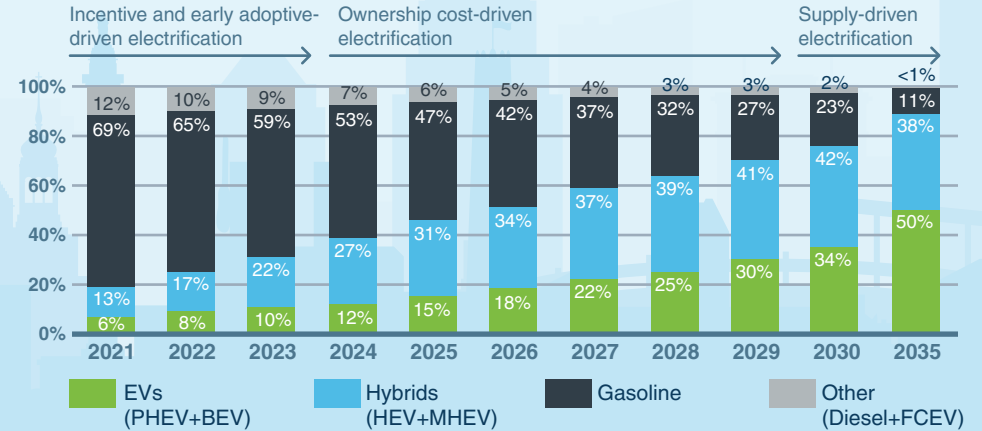
EV AND HYBRID ADOPTION

INDUSTRY INSIGHTS

According to BCG's forecast, Electric Vehicle (EV) and hybrid adoption is expected to grow dramatically through 2035.

By 2026, EVs and hybrids may account for over 50% of new light vehicle sales.¹

Global Market Share of Light Vehicles by Power Train



Source: BCG analysis. <https://www.bcg.com/en-us/publications/2021/why-evs-need-to-accelerate-their-market-penetration>

- PHEV=plug-in hybrid electric; BEV=battery electric
- HEV=full hybrid electric; MHEV=mild hybrid electric
- FCEV=fuel-cell electric



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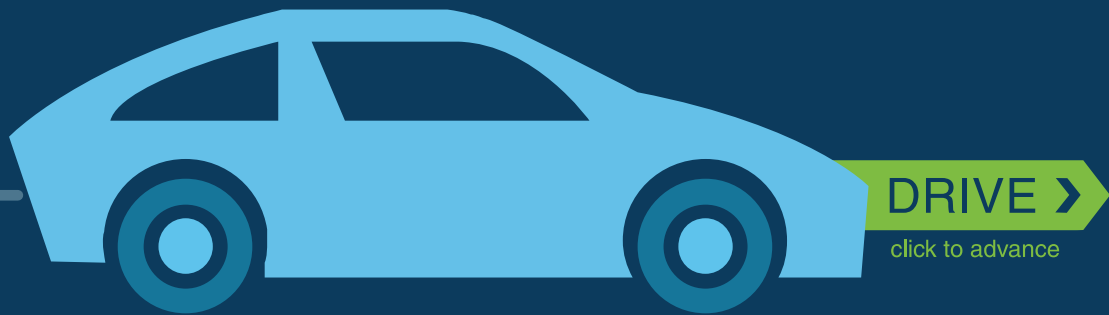


¹ BCG Analysis – BCG <https://www.bcg.com/en-us/publications/2021/why-evs-need-to-accelerate-their-market-penetration>

TOP TWO DRIVERS¹

Element clients report that the top two drivers for Electric Vehicle adoption in their companies are:

- 1 Meeting sustainability goals
- 2 Achieving lower Total Cost of Ownership (TCO)



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¹ Element Fleet management; EV Readiness Client Survey (May 2021). 55 client responses.

TOP THREE BARRIERS¹

Element clients report that their top three barriers for EV adoption are:

1



Higher Vehicle Costs

2

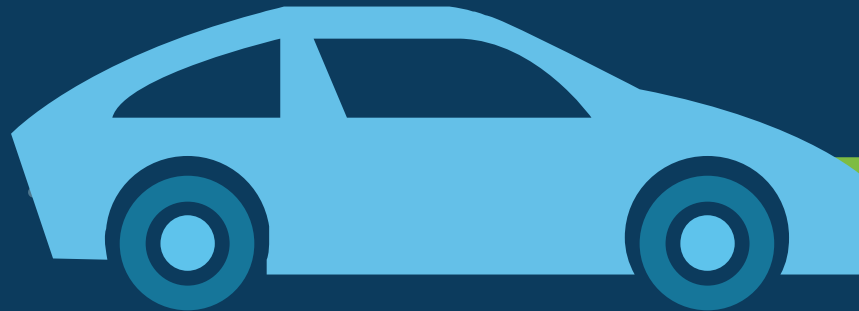


Vehicle Range Anxiety

3



New Charging Infrastructure Costs



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RECOMMENDATIONS

Recommendations for fleets looking to scale their sustainability practices:

1 ✓

Reduce fleet costs and emissions by right-sizing your fleet

2 ✓

Perform an EV feasibility analysis while considering TCO and infrastructure requirements

3 ✓

Introduce an EV pilot to learn best practices and scale successes

4 ✓

Prepare unique EV driver policies at the start of your transition for:

- Home and work/depot charging scenarios
- Human resources policies and change management initiatives
- Energy (kWh) reimbursement

5 ✓

Explore carbon credits to offset remaining fleet GHG emissions



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To learn more about the barriers to EV adoption for fleets, visit:

www.elementfleet.com/topbarrierstoevadoption



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