



Fleet Electrification

Fleet Electrification Agenda

NYSEG and RG&E EV Fleet Programs/Services

- Fleet Assessment Services

New/Upgrade Service Process

- How to request and process steps

Best Practices/Considerations

- Learnings from EV Make-Ready Program

Fleet Assessment Service

- Open to light, medium, and heavy-duty fleets
- Provides a feasibility assessment, rate analysis, total cost of ownership (TCO)
 - Feasibility
 - Determine if sufficient capacity is available
 - Determine upgrades for distribution network if required
 - Rate analysis
 - Understand electric fuel costs
 - TCO
 - Benefit cost analysis based on replacement cycle
- Application available on NYS JU website
 - <https://jointutilitiesofny.org/ev/make-ready/fleet-assessment>

Fleet Electrification Management Program

- Currently a pilot program that may have future offerings
- Series of workshops (six) to provide a roadmap to fleet electrification with up to twelve participants in a cohort
- Current cohort includes many school districts and feedback had been positive
- Workshops include expert speakers to provide experience and insight into various aspects of fleet electrification. Homework required!
- Includes one on one coaching

Fleet Electrification Management Program

Series of Workshops

SESSIONS	FOCUS	KEY ACTIVITIES
1. Introduction	Setting goals, identifying stakeholders and securing their buy-in	❖ Develop a charter
2. Vehicles	Gathering data about your existing fleet operations and determining when and where EVs are feasible	❖ Match EV capabilities to fleet needs
3. Total Cost of Ownership	Comparing the activities and costs of operating and maintaining EVs	❖ Preliminary total cost of ownership analysis
4. Charging	Progressing from the general to the specific of how and where to charge your fleet's EVs	❖ Complete a charging infrastructure assessment
5. Funding	Boosting benefits with grants and incentives, plus new options for EVs as-a-service	❖ Bring it all together in your Fleet Electrification Roadmap
6. Final Presentations	All participants will present their Fleet Electrification Roadmap	❖ Rewards and recognition

Utility Process For New/Upgraded Service

1. Complete upgrade/new service application online at NYSEG/RGE
2. Pay any associated security deposit
3. Load sheets will be emailed for completion and return
4. Field Planner will schedule a site visit to understand project
5. Internal departments (engineering, distribution) will develop plan
6. CIAC (contribution in aid of construction) quote will be sent to customer
7. Once CIAC is paid, utility work will begin

Best Practices/Points to Consider

- Engage with local utility early
- Capacity maps on our NYSEG/RGE make-ready sites
 - Estimate of capacity availability at site
- Provide correct information
 - Contact information (phone, email, etc.) that is checked frequently
 - Information filled out correctly
 - Example – load sheets
- Futureproofing
 - Plans for additional buses/additional or increased charging capacity
 - Futureproofing may help minimize future infrastructure costs

Best Practices/Points to Consider

- Demand charges – how to manage
 - Managed charging – overnight for lower rates
 - Staggered charging
- Choosing L2/L3 chargers
 - L2: lower cost, longer charging times, lower demand charge
 - L3: higher cost, shorter charging times, higher demand charge