

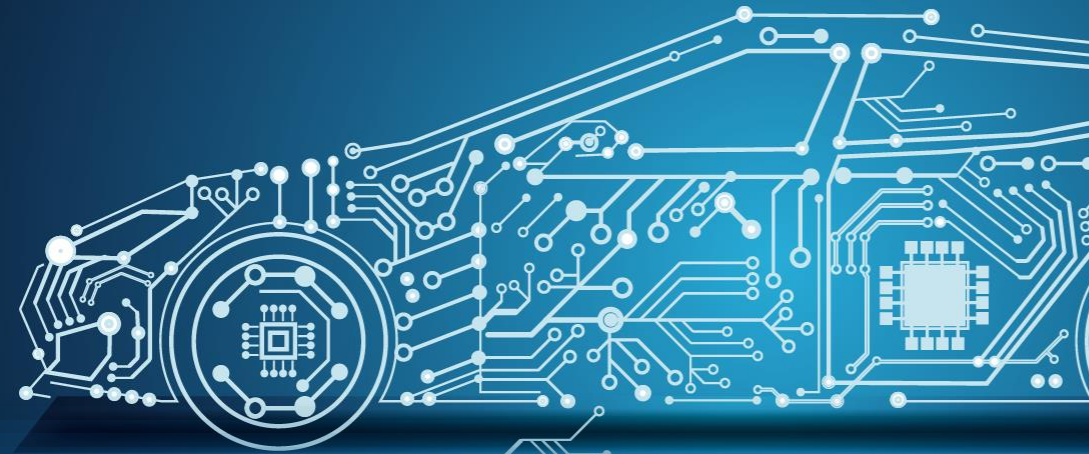
Fleet Electrification Management



Part of the AVANGRID Family

with

CLEARResult



We change
the way people
use energy™

Develop Your Fleet Electrification Roadmap

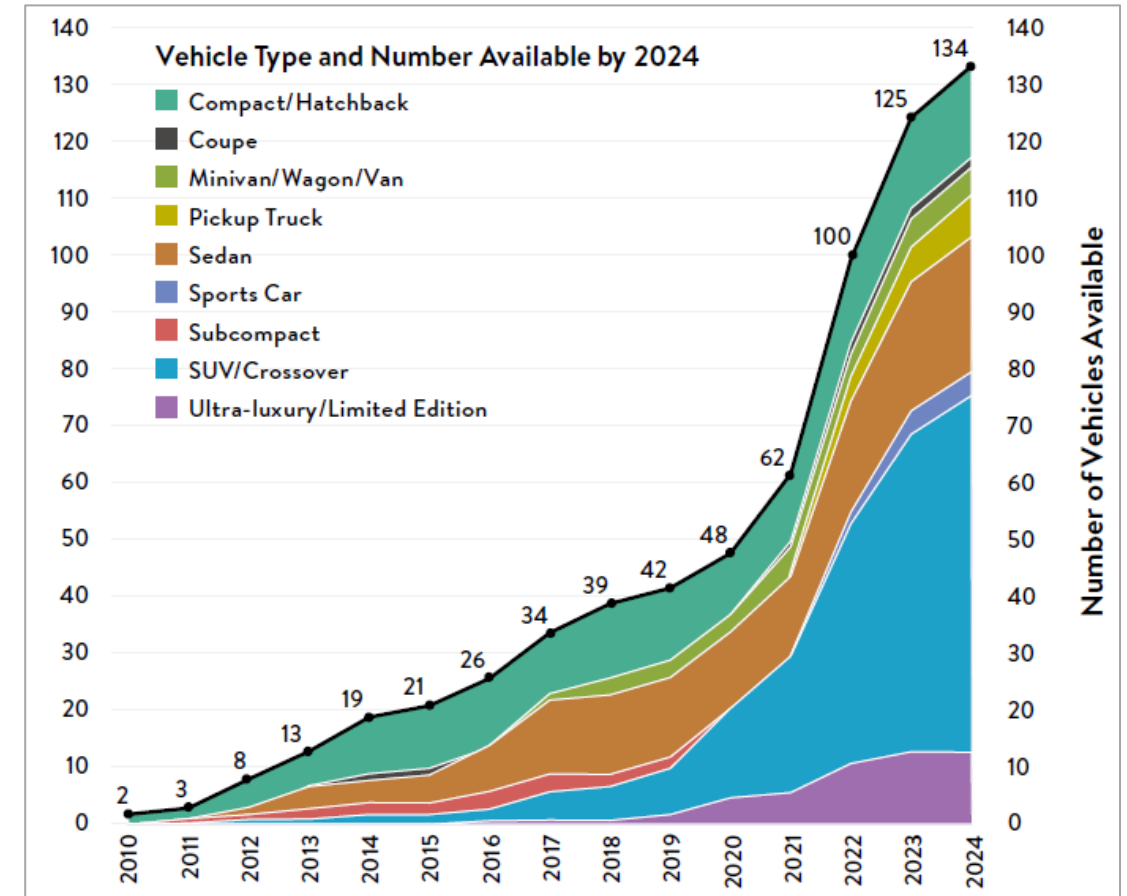
“Major fleet managers have no doubt that their fleets will be largely electrified in the coming years. They recognize the many benefits of EVs, including their lower TCO, and report that their employees that drive EV fleet vehicles love using the vehicles.”

Rocky Mountain Institute, 2021

Electric fleets are the future

- Lower fuel cost
- Less maintenance
- Reduced emissions
- Better working conditions

Get ahead of the game and start developing your roadmap today!



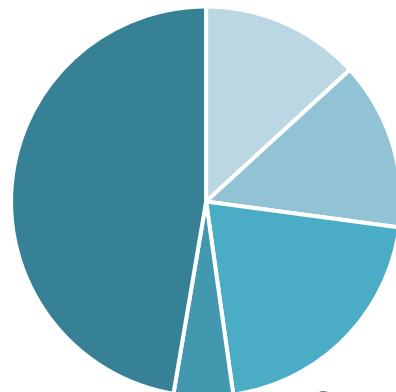
Source: EPRI (2021), Consumer Guide to Electric Vehicles

Transportation Electrification

- Support programs to assist with New York's (ZEV) Zero Emission Vehicle Mandates
- Provide education on the benefits of electrification and decarbonization of the economy.

**NY State CO₂ Emissions
by Sector**

■ Commercial
■ Electric Power
■ Residential
■ Industrial
■ Transportation



Source: US EIA, March 2021

- Help customers accelerate the transition by providing infrastructure incentives in support of the adoption of electric vehicles

ENVIRONMENTAL COMMITMENT

AVANGRID is one of the cleanest energy companies in the U.S. with an intensity emission seven times lower than the U.S. utility average in 2020. As a leader in renewable energy, we are strongly committed to reducing our carbon intensity rate by investing in wind and solar generation technologies and to keeping that level well below the industry average.

The 19,391 GWh of renewable electricity produced by AVANGRID in 2020 allowed customers to avoid 14 million metric tons of CO₂ emissions.

We are leading electrification with our own fleet. Our goal is to convert 60% of vehicles, including 100% of light duty vehicles, to cleaner energy vehicles by 2030. To support this goal AVANGRID plans on installing over 900 charging stations at its facilities to enable fleet and employee electric vehicle charging.

Learn more at [avangrid.com](https://www.avangrid.com)



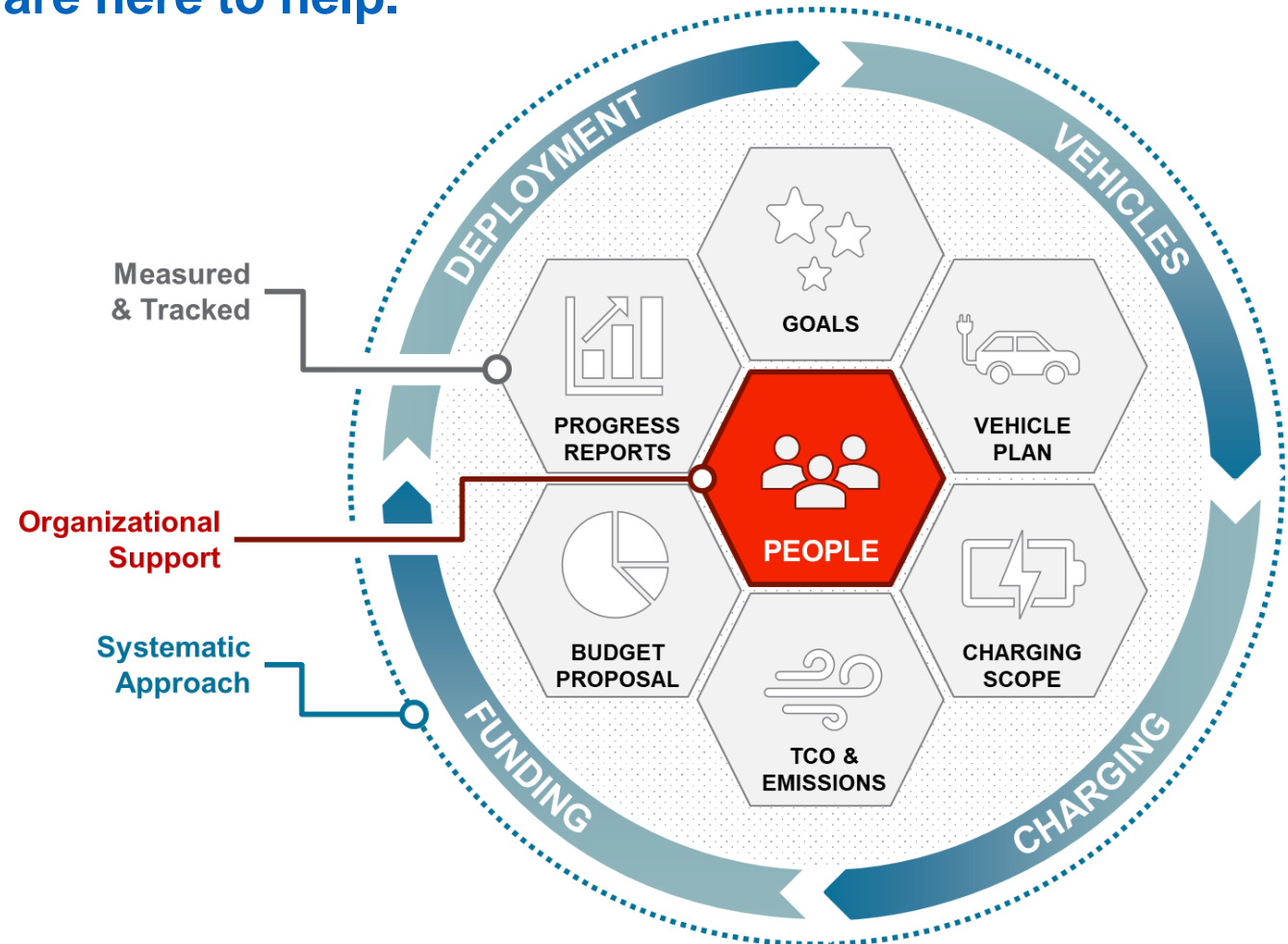
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Why CLEAResult and Avangrid?

Change is hard. Avangrid and CLEAResult are here to help.

CLEAResult

- A national leader in utility-supported energy management programs
- More than a dozen programs enabling customer adoption of electric vehicles
- Unique cohort-based program has proven effective at increasing efficiency
- Participants consistently report satisfaction greater than 95% for this program approach



The Challenge

From coast to coast, organizations of all sizes are committing to electrify their fleets to reduce costs and achieve environmental goals. But fleet managers everywhere are finding the transition is complex, requiring more time and effort to plan than they have available. ***We're here to help!***



We understand that electrification is often an enormous organizational challenge. But in today's market, even as EV adoption accelerates, if your business or organization chooses to pursue fleet conversion, ***you are trailblazers*** and deserve to be recognized as such. We can set you on your best path.

Our Offering Aims to:



Help identify the best EVs for your operations



Provide tools and guidance that will help you develop a Fleet Electrification Roadmap



And more!

Our Solution

Overview

There are three major components to our Fleet Electrification Management offering.

Workshops



- Cohort(s) with multiple participants
- Six interactive sessions
- Critical content and information from expert speakers
- Shared experience

Tools



- Total cost of ownership and emission calculators
- Charging infrastructure assessments
- Planning templates
- Investment analysis

Support



- Experienced facilitators with fleet electrification expertise
- One-on-one coaching between workshops
- Access to CLEARResult's expert analysts and engineers

Workshops

At a Glance

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

Tools

Total Cost of Ownership Comparison

Powerful analytics are at the core of our programs, empowering our holistic solutions and supercharging our offerings. To support your fleet planning, our analysts will provide examples of TCO comparisons and emission reduction calculations and then support you as you apply to your own fleet data.



Our analytics approach...

- Utilizing open-source tools and our own fleet data to demonstrate the analysis
- Providing support as you use the provided tools—or your own preferred tools—to complete a thorough analysis and develop **a clear picture of your ideal electrification pathway**



Support

Engineering Assistance – Charging Infrastructure Assessments

Our engineering and technical support teams have extensive experience with infrastructure projects and transport electrification, with thorough knowledge of:

- Vehicle models and unique charging requirements
- EVSE and site design requirements

We'll demonstrate the site assessment approach for your preferred location and then provide support as you apply the approach to other locations with:

- A robust, proven EVSE site assessment protocol
- A proprietary cost-estimation tool that allows us to develop and compare multiple charging scenarios



Our experience working between customers, EVSE vendors, and utilities' service planning teams informs everything we do in this space, particularly our charging assessments.

Why participate?

An ever-growing field of vendors clamor to sell their specific solution. While some consultants might point you in the right direction and leave it at that, our approach is carefully designed to support your organization and teams every step of the way, throughout the entire process, start to finish. ***Our goal is to ensure you're set up for success over the long term.***

Thanks to our extensive experience in transportation electrification and charging infrastructure installation, we know our way around every aspect of the electrification process. By combining this expertise with the custom, results-focused structure, we're confident this service *will* set you on the best path to fleet conversion—and help you achieve emissions reductions with a lower total cost of ownership.

Key Benefits Recap

At the conclusion of the program, your organization will be empowered with:

1
A fully fleshed-out vehicle transition schedule, charging infrastructure plan, and crucial investment analysis

2
Shared knowledge and learnings of other participants, setting up more robust approaches

3
A clearly defined fleet electrification program grounded in thorough analysis

4
Strong organizational alignment and understanding of the process from A to Z

Let's get started!

1. Sign and return the enrollment form
2. Attend the workshops
3. We'll help you through each and every step



CLEARResult