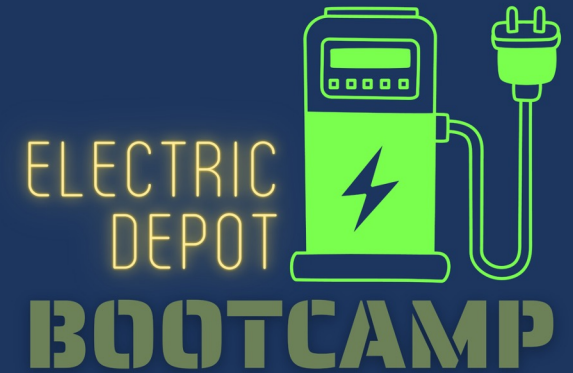


Best Practices for Utility- Fleet Relationships

April 25, 2023



DEPOTS Electric Truck Bootcamp Series

1. Best Practices for Utility-Fleet Relationships (April 25th)
2. Grants and Incentives for the Trucks and Infrastructure (May 16th)
3. Electric Truck Developments (May 30th)
4. Faster Charging — Opportunities and Challenges at 350KW and higher (June 13th)
5. Opportunities to Extend BEV Range (June 27th)
6. Electricity Resiliency and Availability (July 11th)
7. Current and Future Regulations for Zero Emission Trucks (July 25th)
8. Managed Charging to Improve Availability, Cost and Range (August 8th)
9. Scaling Charging Infrastructure Equipment (August 22nd)
10. Electric Depot Site Planning and Construction (September 5th)

2021 Bootcamp is still available at: <https://runonless.com/electric/bootcamp-electric/>



2023 DEPOT Fleets



Update from The Run Planning...

Follow the Fleets, Drivers, OEMs, EVSEs, Utilities and more at:

<https://runonless.com/>



Today's Bootcamp Sponsor



Finding the ways that work



Quiz for Today's Session

Completing Today's Quiz:

- Go to runonless.com and click back into the session
- Click 'Take Quiz' button
- Create username and password to keep track of your progress
- Spend a few minutes answering the questions and receive your 2023 RoLE - DEPOT badges



What You Should Know

Q&A

Submit your questions to the host using the Q&A box in the upper right-hand corner

Recording

A recording of today's webinar will be available on runonless.com

Technical Issues

Contact Stephane Babcock at
stephane.babcock@gladstein.org



Today's Bootcamp Speakers

Best Practices for Utility-Fleet Relationships



Jennifer Deaton

*Manager Corporate Strategy &
Electrification
Oncor*



Paul Gioupis

*Co-Founder & CEO
Zeem Solutions*



Ramiro Lepe

*Medium & Heavy Duty
Transportation Electrification Sr.
Advisor
Southern California Edison*



Ken Marko

*Fleet Sustainability Sr. Manager
US Foods*



Hosted by:

Ari Kahn

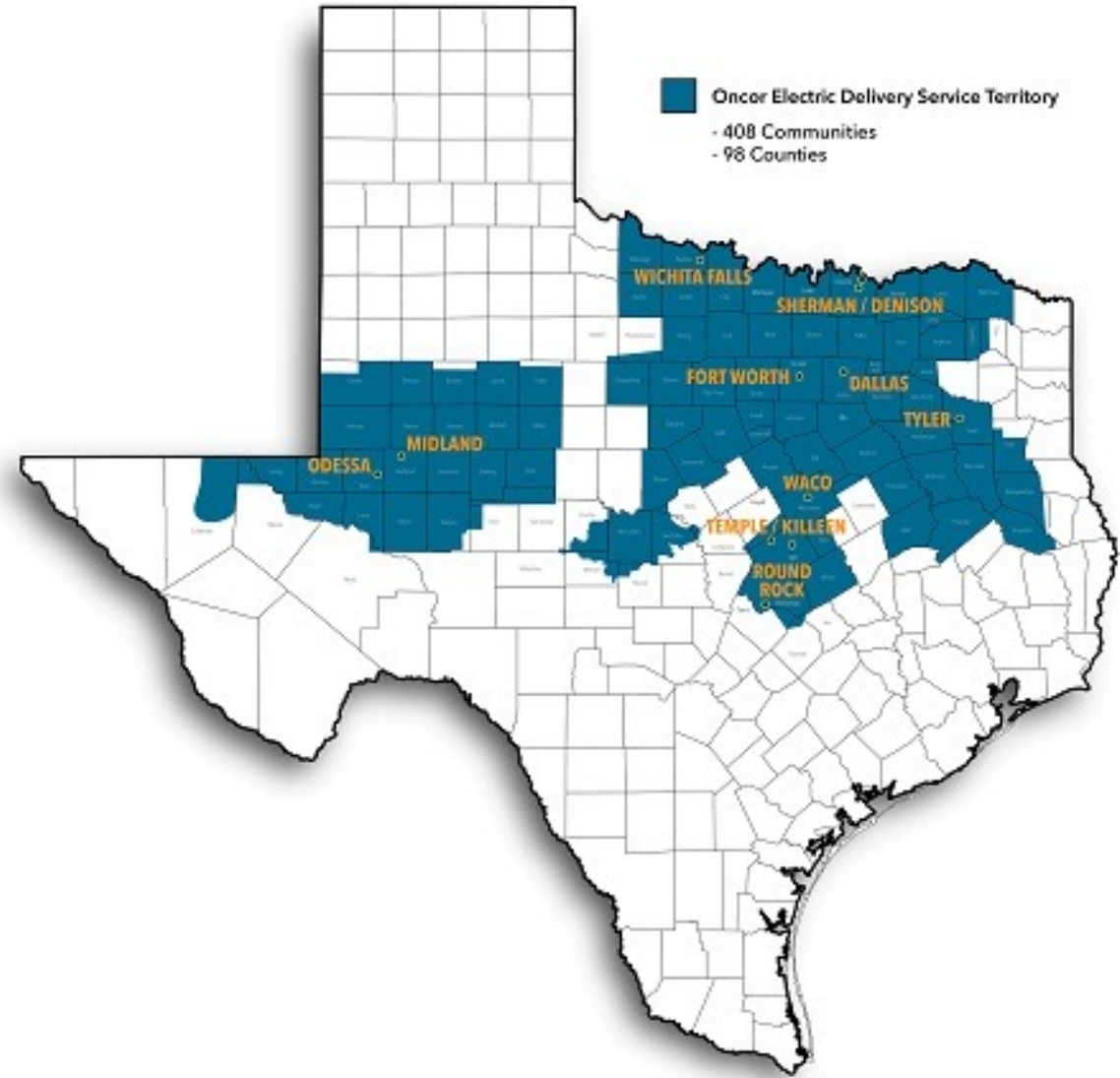
Carbon-Free Transportation Manager, RMI



About Oncor



- **We Operate** the largest electric transmission and delivery company in Texas.
- **We Serve** more than 13 million Texans in 98 counties.
- **We Own and Maintain** more than 141,000 miles of transmission and distribution lines
- **We Invest** in a safer, smarter, more reliable power grid.



Jennifer Deaton
Manager Corporate Strategy and Electrification
Jennifer.WilliamsDeaton@oncor.com
817-739-4373

Preparing for Impact: Educating Customers & Quantifying EV Fleet Load Growth

What Problems are we solving

- What does EV Fleet electrification look like for the Oncor service territory in the coming years?
- How does Oncor proactively prepare for the potential load this could bring?
- How do we create an open communication process for our fleet customers?
- How do we streamline our internal process to help our fleet customers?

What is the solution?

- Provide outreach and information to Oncor's fleet customers about electrification from Oncor's perspective
- Create a systematic way to quantify EV electrification impact to the Oncor grid

- **Zeem is an e-Fleet-as-a-Service business**
- **Depot based solution at ports, airports, and distribution centers**
- **Bundled offering to match or beat TCO of diesel counterpart**



A fully charged vehicle every day



Personal vehicle parking



Supervised overnight EV parking



Daily vehicle inspection



24/7 onsite staff



Two vehicle washes per month



Service and maintenance, including brakes & tires



Shared office space



Lounge access with Wi-Fi, restrooms & driver amenities

Our 3.1-acre facility is the largest commercial EV charging hub in the USA, with easy access to the 405 & 105 freeways, and capacity for up to 250 electric MHD vehicles

Almost 100 electric MHD vehicles currently available onsite

15 DCFC ports and 6 L2 chargers installed and energized now

19 DCFC ports and 24 L2 chargers installed and energized end of April 2023

Electric cargo vans, shuttles, box trucks, and Class 8 tractors with 8 different OEM's available for lease today

Supports up to 1000 third-party EVs with high-speed opportunity charging throughout the day*

81 DC fast-charging ports*

53 Level 2 chargers*

10MW utility interconnection*



📍 626 Isis Ave, Inglewood CA 90301

📍 8831 Aviation Blvd, Inglewood CA 90301

A Little Bit About Me...

Senior Advisor, on SCE's Transportation Electrification Team

Over 10 Years of Experience Working With Commercial Fleets

Helped Numerous Companies Procure Commercial Assets

Represented Several Large Entities in the Commercial Equipment Industry

I am a Product of Transportation...So I Understand Your Business and Want To Help You In This Transition !



Ramiro Lepe





-50,000 square miles of SCE service area across Central, Coastal and Southern California

Charge Ready Transport, **5-year program, launched in 2019**, has a **\$342M budget**, and is striving to provide support the electrification of **870 Sites / 8,490 MDHD vehicles**

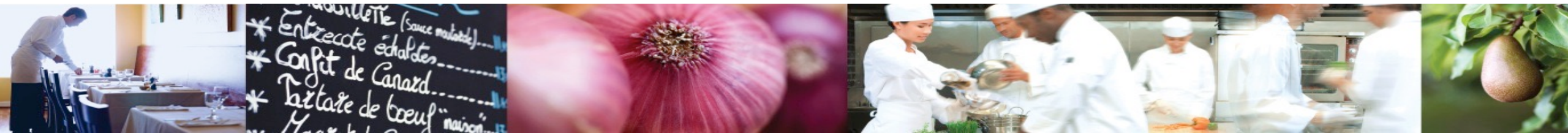
Program will **design and build make-ready electrical infrastructure** on both the utility-side and customer-side of the meter for qualifying SCE customers procuring or converting at least 2 MDHD EVs

Charging Equipment Rebates Available for eligible Participants installing charging equipment such as Transit Agencies, School Districts, or at sites located in disadvantaged communities where the Participant is not a Fortune 1000 company

Program Participants are enrolled into **Commercial Time-of-Use (TOU) Rates 7, 8, and 9. No Demand Charges from 2019-2023**. Demand phases in from 2024-2029

SCE is currently working with **+190 sites** that can potentially support over **+4,000 MDHD electric vehicles**

EV Readiness Studies, Grant Assistance Program, Rule 29



WE HELP YOU MAKE IT™

US Foods

Ken Marko, Fleet Sustainability Senior Manager

About Me – Ken Marko

Fleet Sustainability Senior Manager, US Foods

- Managing fleet electrification project for 30 EV's

Past Fleet Sustainability Manager, PepsiCo/Frito-Lay

- Managed large-scale fleet sustainability project in CA
- Deployed 800+ CNG tractors

Past chairman of TMC S11 – Sustainability and Environmental Technologies Study Group

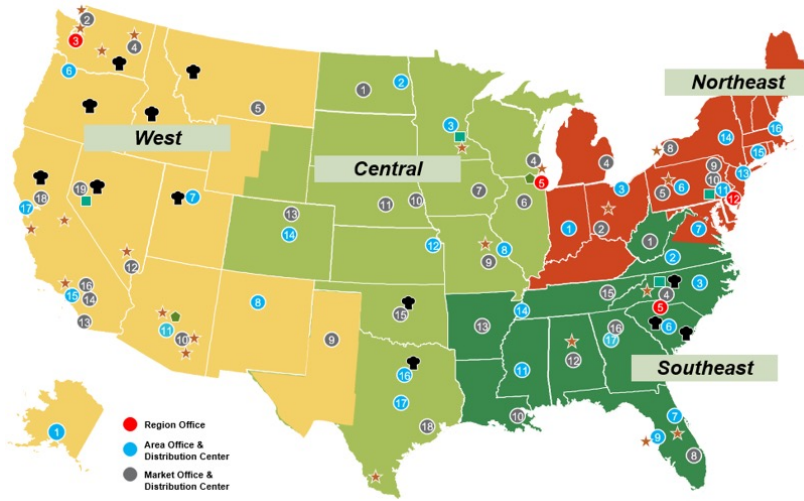


One of North America's Largest Private Fleets

Over 40,000 fleet assets in 70+ locations

OFFERING DISTINCT ADVANTAGES TO:

Chefs
Restaurateurs
Foodservice Operators
Healthcare Entities
Government Facilities
Educational Institutions



- 30 Electric Tractors
- Infrastructure/EVSE
- 3 MW service



70+
Distribution
Facilities

40,000+
Vehicle
Assets



US FOODS ANNOUNCED SCIENCE-BASED CLIMATE GOAL TO REDUCE GREENHOUSE GAS EMISSIONS BY 32.5 PERCENT BY 2032

GREAT FOOD. MADE EASY.™



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RMI*





CCS1



CCS2



CHAdeMO



J1772



MCS or CharIN



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**Let's Stay Connected...
... And charged up!**



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