

# Electrification Coalition – Climate Mayors and DRVE Fleet Analysis

ASU SCN EVWG Meeting  
December 2021



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# EV Adoption Programs Around the U.S.

The **Electrification Coalition** is a nonpartisan, not-for-profit group of business leaders committed to promoting policies and actions that facilitate the deployment of electric vehicles on a mass scale.



## Technical Lead

Climate Mayors EV Purchasing Collaborative



## State EV Policy Accelerator

NV, MI, PA, VA, NC



## Electrification Advisor

Bloomberg American Cities Climate Challenge



## Lead Electrification Partner

Smart Columbus



## Project Lead

Drive Electric Northern Colorado



## Pilot Program Leader

Freight and Goods Delivery Electrification



Step #1

# DRIVE Tool

## Full Fleet Analysis Tool



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# DRVE Fleet Analysis Software

Standard fleet analysis can be costly, take weeks/months, and be difficult to interpret results.

Through the DRVE Tool, the EC has created an accessible, easy-to-use analysis tool that provides total cost of ownership and other data in minutes.

Focused on bringing light-, medium-, and heavy-duty fleet analysis under one tool; typically separated for analysis.





# DRVE Tool Analysis

Dashboard for Rapid Vehicle Electrification

1) VIN

2) Annual VMT

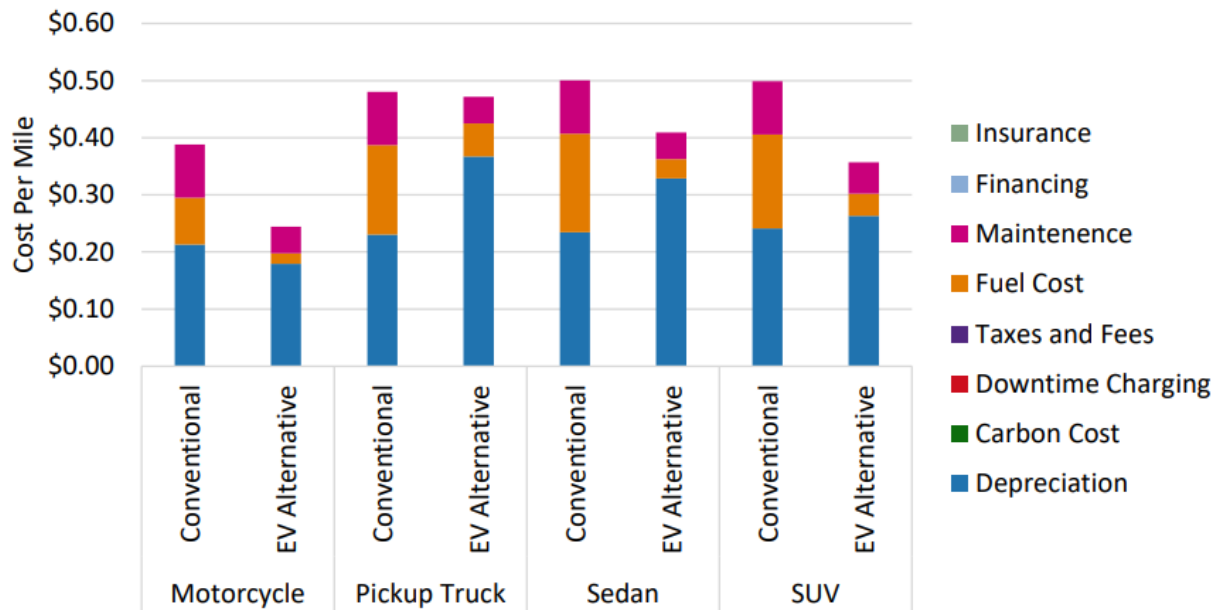
3) Vehicle Service Life



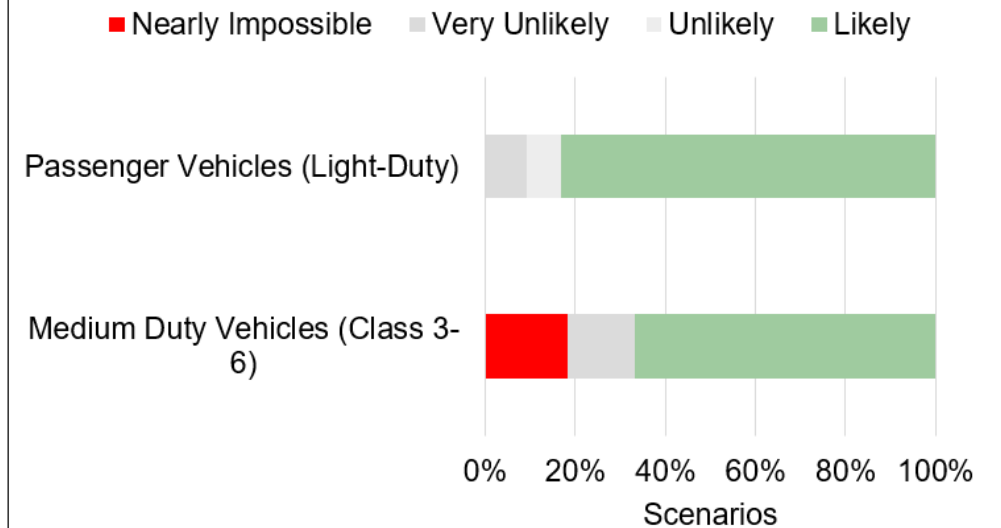
# DRVE Tool Analysis

## Dashboard for Rapid Vehicle Electrification

Figure 3: Light-Duty Nominal Cost Per Mile per Vehicle Use Case



### Likelihood of EVs Having Lower TCO (Scenario-Based)





# DRVE Tool Analysis

## Dashboard for Rapid Vehicle Electrification

Figure 6: Average Cost-Per-Mile by Use Case

Average TCO Per Mile		
	Conventional	EV Alternative
Delivery Truck	\$1.03	\$1.66
Pickup Truck	\$0.38	\$0.37
SUV	\$0.34	\$0.31
Vans	\$0.60	\$0.51
<b>Grand Total</b>	<b>\$0.47</b>	<b>\$0.44</b>

Figure 7: Top 5 Passenger Vehicles to Procure

Vehicle Model	Average of Percent Savings from EVs	Vehicles
2022 Ford eTransit - Cargo Van BEV	23.31%	1
2022 Ford eTransit - Passenger Van BEV	15.74%	15
2020 Ford Escape FWD PHEV PHEV	9.28%	3
2022 Ford F-150 Lightning (Standard Range) BEV	3.03%	26
<b>Grand Total</b>	<b>8.13%</b>	<b>45</b>

Figure 9: Top 100 Vehicles

VIN	Conventional Vehicle	EV Alternative	Average of Percent Savings from EVs
<b>3N63M0YN6FK727109</b>	<b>CHEVROLET City Express</b>	2022 Ford eTransit - Cargo Van BEV	23.31%
<b>1GN5GCF48E1117639</b>	<b>CHEVROLET Express</b>	2022 Ford eTransit - Passenger Van BEV	18.74%



Step #2

# EV Purchasing Collaborative

## Explore Procurement Options



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Sourcewell 

[www.driveEVfleets.org](http://www.driveEVfleets.org)



# Climate Mayors EV Purchasing Collaborative

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## Leasing Benefits

- Allows non-tax-burdened public entities to access the federal tax credit.
- Preserve capital

## Procurement Benefits

- Vehicle availability
- Executed contracts available
- All EV ecosystem aspects



# Climate Mayors EV Purchasing Collaborative

## 2020 Nissan LEAF 24-Month Lease Cost-Savings

Invoice Price	Federal EV Tax Credit and Government Fleet Incentive	24-Month Lease Interest and Management Fees	24-Month Lease Lump Payment	Price Difference
\$30,860	- \$9,025	+ \$1,848.88	\$23,683.88	\$7,176.12

Source: D&M Leasing



# City Policy Toolkit

The EV Policy Toolkit outlines key policies within five categories:

- Multi-sector
- Freight
- Fleets
- Charging infrastructure
- Consumer adoption

## Electrifying Transportation in Municipalities:

A Policy Toolkit for Electric Vehicle Deployment  
and Adoption at the Local Level

August 30, 2021





# Successful Fleet Electrification

## In 3 steps

Step #1 – Assess the opportunity

Step #2 – Explore procurement options

Step #3 – Build a strong policy framework



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# Next Steps:

- Check out the DRIVE Tool - [electrificationcoalition.org/resource/drive/](https://electrificationcoalition.org/resource/drive/)
- Review the Policy Toolkit
- Reach out to the EC
- Commit to the Collaborative
- Electrify your fleet!



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# Electrification Coalition

Changing the Future of Transportation.

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