

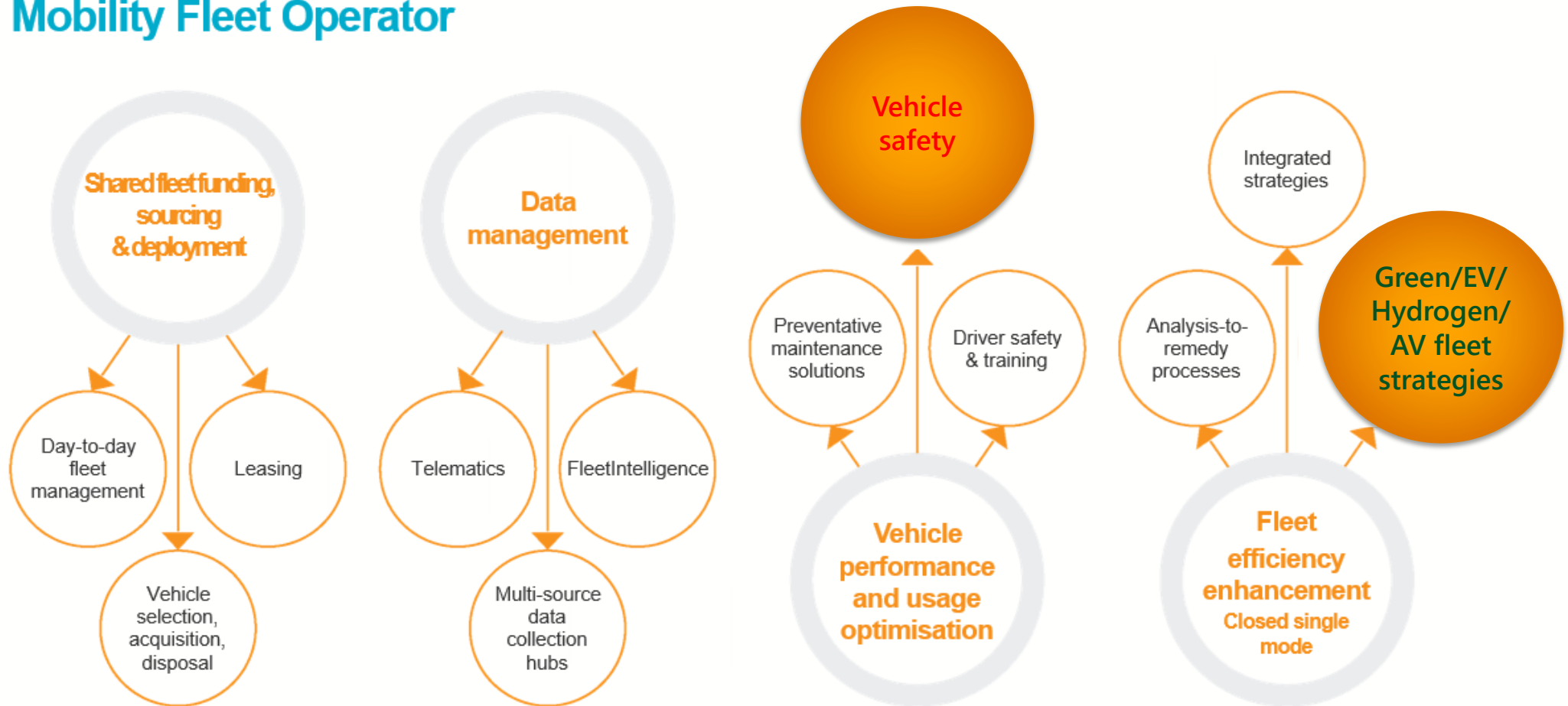


National Public Sector Fleet Managers'
Conference 2018

Emissions and Vehicle Safety

SG Fleet's Evolving Role as a Fleet Manager and Operator

Mobility Fleet Operator



Safety - Chain of Responsibility Solution – **inspect365**
Inspect. Report. Resolve.

How does sgfleet help with the 'Chain of Responsibility' changes?

1. What is it, Why do our customers need it?

- Changes in the National Heavy Vehicle Law
- What are you trying to achieve? (operate safe vehicles, meet legislative requirements, avoid penalties)

2. Customers Requirements

- They need a safety management system, one they could **rely on and demonstrate**

3. Consultation and partnerships

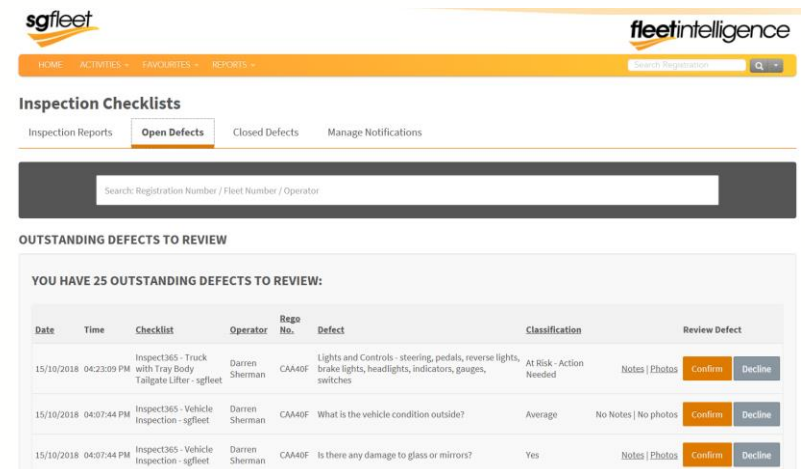
- We worked with several customers and suppliers to develop and trial a product that met each of their needs

4. Independent and specialist engagement

- Test that our offering provided what our customers needed

5. Created a product that met our customers needs

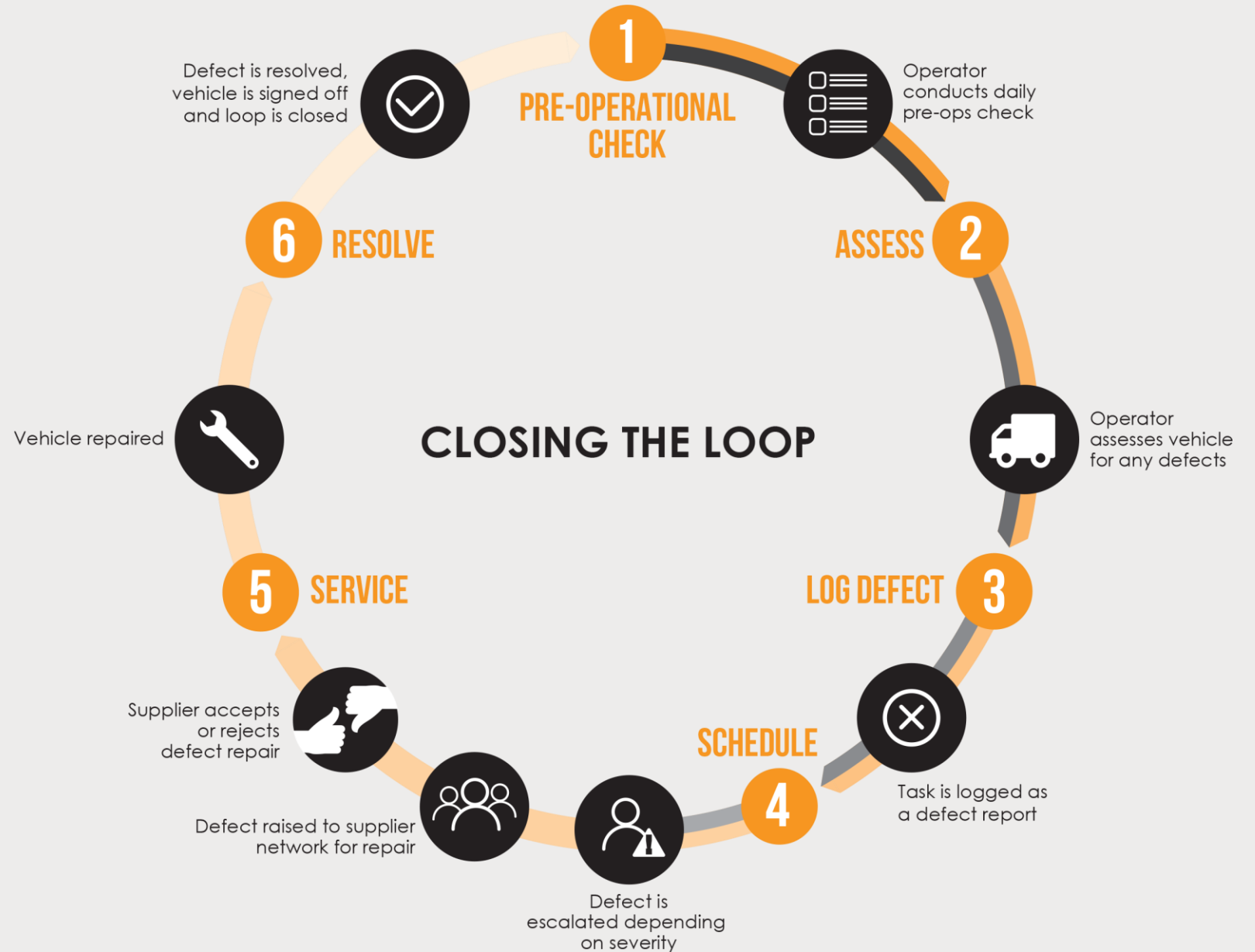
- Inspect365
- We use it on our fleet



The screenshot shows the 'Inspection Checklists' section of the sgfleet fleetintelligence interface. It features a search bar for 'Registration Number / Fleet Number / Operator' and a table of 'OUTSTANDING DEFECTS TO REVIEW'. The table indicates that there are 25 outstanding defects. Three sample defects are shown below:

Date	Time	Checklist	Operator	Rego No.	Defect	Classification	Review Defect
15/10/2018	04:23:09 PM	Inspect365 - Truck with Tray Body Tailgate Lifter - sgfleet	Darren Sherman	CAA40F	Lights and Controls - steering, pedals, reverse lights, brake lights, headlights, indicators, gauges, switches	At Risk - Action Needed	Notes Photos Confirm Decline
15/10/2018	04:07:44 PM	Inspect365 - Vehicle Inspection - sgfleet	Darren Sherman	CAA40F	What is the vehicle condition outside?	Average	No Notes No photos Confirm Decline
15/10/2018	04:07:44 PM	Inspect365 - Vehicle Inspection - sgfleet	Darren Sherman	CAA40F	Is there any damage to glass or mirrors?	Yes	Notes Photos Confirm Decline

Closing the loop on defects



Emissions – Zero Emissions or Emission Reduction?

How will sgfleet help in the 'Zero Emissions' future?

1. What and Why?

- What do you want to achieve? Reduce our 'actual' Co2 emissions of 211 to 150 gm/km by 2020
- Why are you doing this? To reduce emissions, reduce running costs, reduce noise or to make an **actual** environmental difference?

2. Infrastructure Requirements

- Where to charge, how to charge, landlord approval, ownership or finance, work or home...

3. Charging plan

- When to charge, site load management requirements, billing requirements...
- What charge is the vehicle capable of taking? Current spec cars may only take 6.6kW, so why install a 22kW charger?

4. Vehicle utilisation

- Accurate utilisation (how far it travels, when is it mobile, where is it parked) Use data analytics across an existing dataset to determine the most appropriate path and the correlation to ZEV's

5. Vehicle type and model

- What job does the vehicle need to perform?

Example Pool Car - Scenario and Charging Plan

Scenario

EV fleet size: 10 x Hyundai IONIQ

Fleet use: Pool

Daily range: 50 – 145 km

Utilisation window: 8am – 6pm

Parking facility: Company owned

Covered/outdoor: Covered

Dedicated bays: 10

Power allocated: 50kW

Three-phase installed: Yes

Trenching required: 0m

Public DC Rapid charge access: No

At home trickle access: No

Guest charge availability: Not required

Charging Plan

Charging mix: 100% at work, overnight

Chargers: 5 x dual 22kW universal chargers \$3,000 - \$4,000

Installation: Approx \$1,500 per charger

Software: 10 x \$300 per year

Electricity cost minimisation plan: Schedule between 10pm and 4am to take advantage of off-peak electricity rates

Load management strategy: 50kW shared between 10 vehicles (5kW each) between 10pm and 4am.

Cost per vehicle: \$2,800 year one + \$300 per year

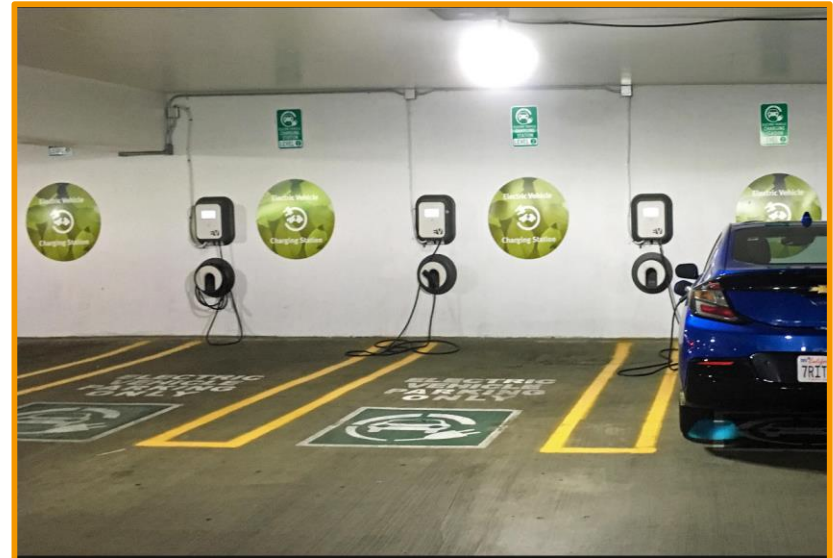
Take out

- Initial Installation cost of \$2,800 per vehicle
- Yearly Maintenance \$300 per vehicle

How do we pay for this?

Site Assessment, Work or Home

- Location challenges
- Electrical capacity
- Load management requirements
- Landlord engagement
- Car park ownership
- **Every Customer is different**



Thank you

For more information please contact:

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