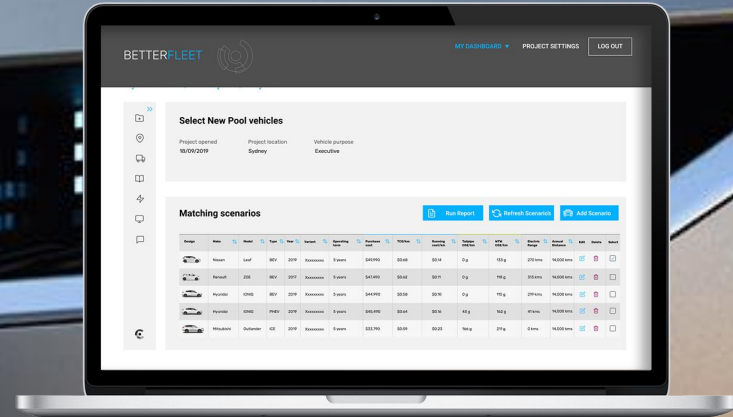


Launching Charge Together Fleets

Software as a service procurement tools, national procurement initiative and EV knowledge base ⚡



Who we are

A software as a service company and consultancy, driving towards a sustainable e-mobility future



Working with major government and corporate customers in **Australia, France** and **the United Kingdom**



Experience across **energy infrastructure, electric mobility**, behavioural psychology, machine learning and software development



Australian Government
Australian Renewable
Energy Agency

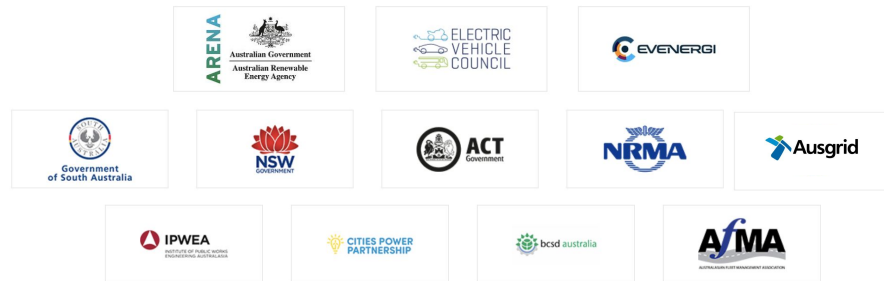
ARENA





ChargeTogether

FLEETS



BetterFleet – Australia’s first software-as-a-service Electric Vehicle transition platform



Knowledge base – extensive information on all things electric vehicles



Regular webinar series – EV experts present case studies and answer your questions live



Message forum – network and learn with your peers



National procurement initiative – explore the possibilities of collaborative procurement

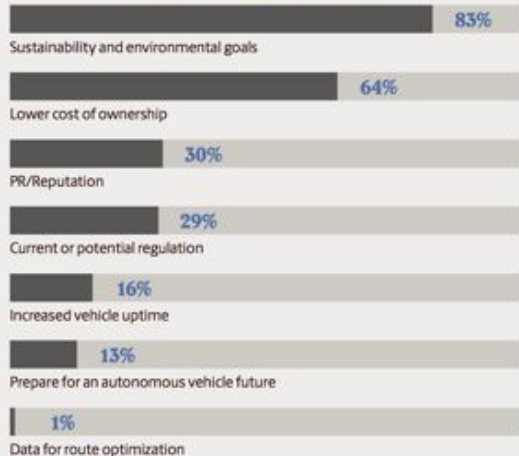
Have a look
www.chargetogether.org

**Why do we need
Charge Together?**

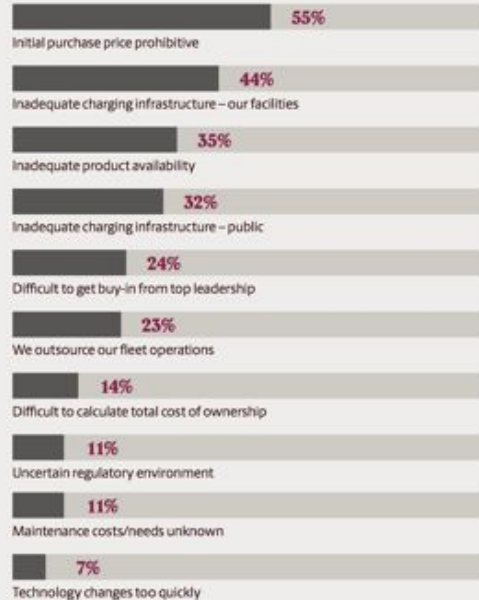


What are the drivers of adoption for Electric Fleets

MOTIVATORS FOR FLEET ELECTRIFICATION



BARRIERS TO FLEET ELECTRIFICATION



Could there be an article like this in 2022?

Local Government losing thousands on gas Guzzlers

By TOM SMITH

Despite warnings from many quarters, the Trojan local government faces a huge backlash from constituents as they pay thousands extra each month for petrol vehicles, and are facing write-downs on hundreds of Petrol vehicles that can no longer be sold.

Local resident Graham McKnow-itall said

“Our government Failed to act on vehicle electrification and could be spending that money on roads and infrastructure”



Reuters

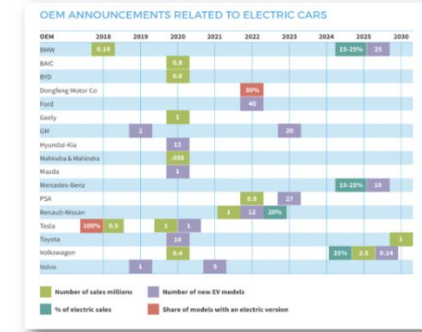
What will happen if you don't move?

- Demand driven - staff will ask why you are not able to access the latest and greatest technology?
- Economics - longer term business cases for organisations will quickly become best return on investment and **lowest on the marginal abatement curve**
- An integrated part of the transition to a shared, electric and autonomous

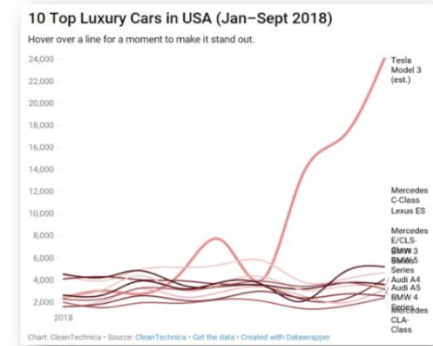
This article has been fabricated

What are the key drivers?

- Costs reach parity
- Manufacturer commitments
- Global emission standards
- Disruptive entrants

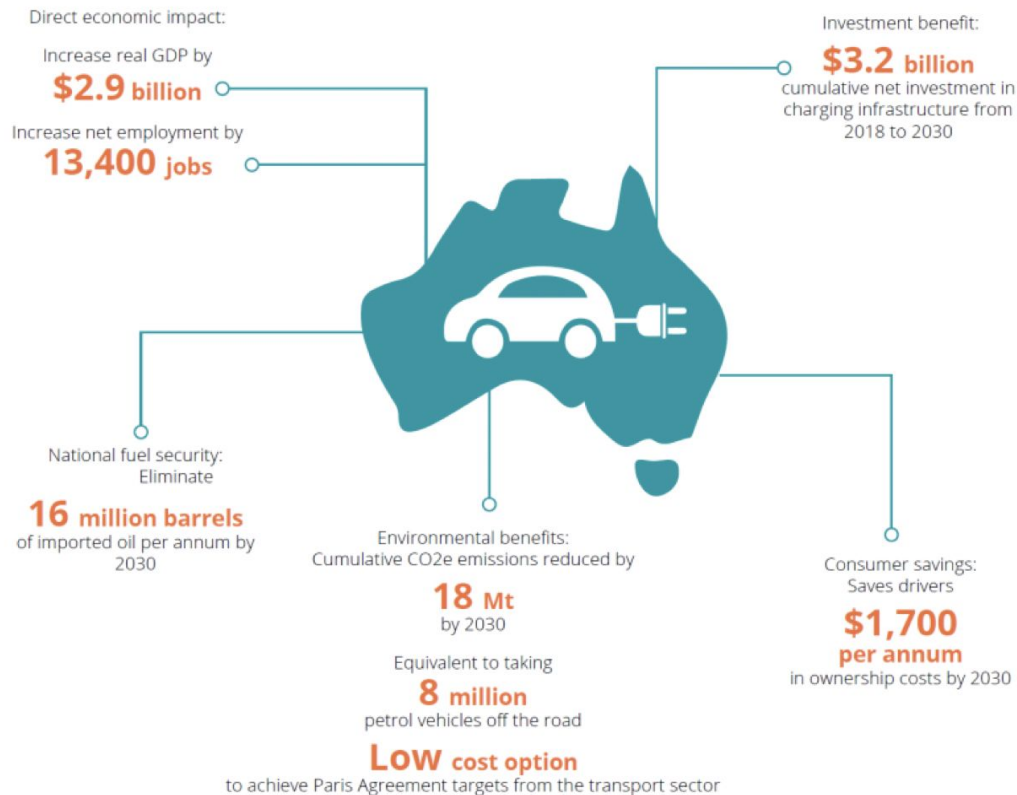


Country	Target	Year
China	100%	TBC
UK	100%	2040
France	100%	2040
Norway	100%	2025
Netherlands	100%	2025
Japan	20-30%	2030
India	30%	2030
New Zealand	64,000	2021
USA	3.3m	2025
Germany	6m	2030



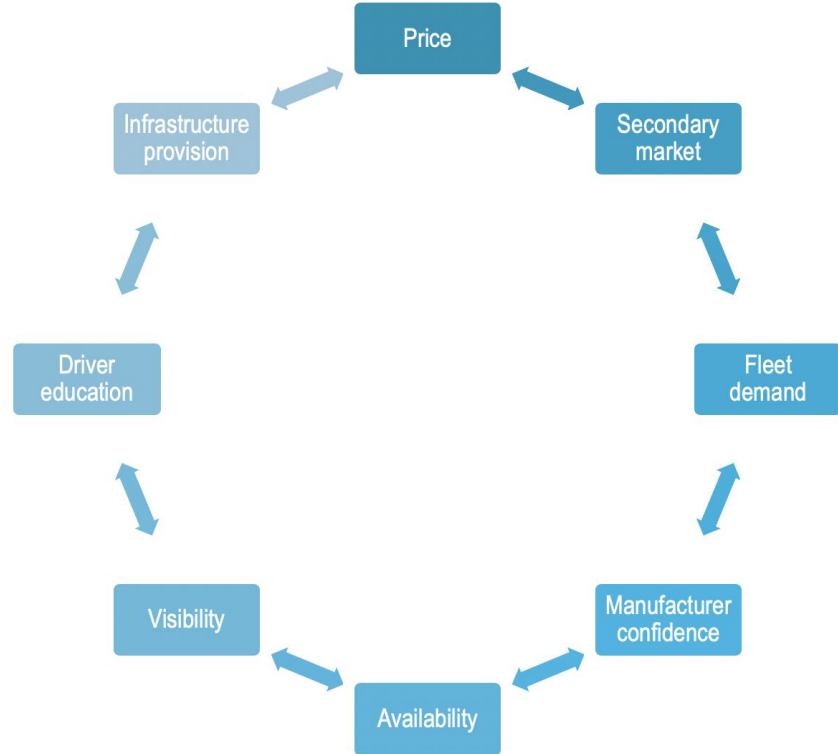
What are the key drivers - national interest?

- Economic
- Energy grid impacts
- Fuel security



Why do fleets matter?

- Focus on TCO
- Higher utilisation
- Sustainability drivers
- Feed secondary market
- One Champion can effect thousands of orders



What do you need to think about?

- Energy contracts/charging infrastructure
- Demand management
- Stakeholder engagement
- Project governance
- New procurement approaches
- Facilities/contracts
- Technology adoption curves



Build a sustainable business case

- Find the champion
- Form the stakeholder team - fleet/procurement, finance, sustainability, facilities
- Determine the audience for your plan
- Establish your new priorities for your fleet purchasing decisions
- Determine the appropriate planning period
- Decide on how you will approach incremental transition projects
- Set up your underlying assumptions
- Look at different vehicles and different scenarios (Get to know the vehicles, find comparables etc)
- Perform sensitivity analysis
- Present reports to management – review, rinse, repeat



What is Charge Together?



What is Charge Together?



Knowledge Base

Browse our knowledge modules



BetterFleet

Plan your EV transition



eMobility Forum

Ask experts & peers in the forum



Vehicle Guides

View cars and specifications



EV Procurement

Collaborate to procure EVs

Developed with input from 17 fleet managers, IPWEA and AFMA

The goal of BetterFleet is to make this easy, low cost and fast - accelerating the transition!

We can do things better together

- Solving some of the key barriers can only be done with a critical mass and collaboration
 - Solving supply issues
 - Knowledge sharing
 - Solving TCO issues
 - Funding education programs
 - Finding other businesses with similar use cases
- Key associations, governments have backed the program - not duplicate efforts
- Up to 150 individual fleets have joined



How does Charge Together address the barriers for Electric Fleets

Knowledge base

- Filling critical gaps in understanding
- Creating a common language
- Impartial tone and data

Home > Knowledge Base

Knowledge Base

This Knowledge Base will build your understanding of electric vehicles to help your business transition to a sustainable fleet.

Electric vehicle (EV) basics



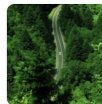
- > EV basics
- > Buying an EV
- > Owning an EV

Mobility outlook



- > Global EV outlook
- > EVs in Australia
- > Future mobility

Sustainability



- > Emissions
- > Battery sustainability
- > Health and safety

Charging an EV



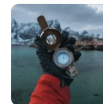
- > Charging basics
- > Buying a charger
- > Installing a charger
- > Operating a charger

Fleet transition



- > About fleets
- > Business case
- > Change management
- > Case studies

How to guides



- > Make the business case

Top Articles

> EV batteries
June 10, 2019

> What is an EV?
June 3, 2019

> EV customisation
June 3, 2019

> EV charging infrastructure
June 10, 2019

> Ensuring EVs are fit for purpose
June 3, 2019

> Total cost of ownership
June 10, 2019


How does Charge Together address the barriers for Electric Fleets

Electric Vehicle Guide

- Includes PHEV, BEV and HEV
- Detailed information on retail pricing, range, efficiency, safety

Electric Vehicle Guide

Sort By



Hyundai IONIQ
Hyundai IONIQ electric Elite Auto 2019

Price From **\$ 44,990**

Efficiency **12.8 kWh/100km**

ANCAP Rating *********


Body Type **Sedan**

WLTP Range **219 km**

Emissions **0g/km**

Top Speed **165 km/h**

Acceleration **10.2 s**



Renault Zoe
Renault Zoe Life Auto 2017

Price From **\$ 47,490**

Efficiency **13.1 kWh/100km**

ANCAP Rating *********

Body Type **Hatchback**

WLTP Range **313 km**

Emissions **0g/km**

Top Speed **135 km/h**

Acceleration **14.5 s**



Renault Kangoo
Renault Kangoo Maxi Z.E LWB Auto 2018

Price From **\$ 49,490**

Efficiency **15.4 kWh/100km**

ANCAP Rating ********

Body Type **Van**

WLTP Range **214 km**

Emissions **0g/km**

Top Speed **130 km/h**

Acceleration **22.4 s**



Nissan Leaf
Nissan Leaf Accenta 2019

Price From **\$ 49,990**

Efficiency **14.8 kWh/100km**

ANCAP Rating *********

Body Type **Hatchback**

WLTP Range **270 km**

Emissions **0g/km**

Top Speed **121 km/h**


Acceleration **7 s**

How does Charge Together address the barriers for Electric Fleets

Renault Zoe

Renault Zoe Life Auto (2017)

NOW 5 BEV 313 Km



Overview

PRICE FROM \$47,490	ANCAP RATING
REAL RANGE 313 km	TOP SPEED / ACCELERATION 135 km/h / 14.5 s
BODY TYPE Hatchback	Efficiency 13.1 kWh/100km

PHOTOS | VIDEOS

[Car Basics](#) | [Environment](#) | [Range](#) | [Real Range](#) | [Battery & Charging](#) | [Time to Charge](#) | [Performance](#) | [Dimensions & Weight](#)

[Back to list](#)

Car Basics

Seats	5
Doors	5
Engine Type	BEV
Body Type	hatchback

Environmental

CO2 Driving Emission(g/km)	NA
Energy Consumption	13.1 kWh/100km

Electric Range - Global Standards

Electric Range WLTP	313 km
Electric Range NEDC	375 km
Electric Real Range	278 km

Electric Real Range

Electric Real Range	278 km
Electric Range City	288 km
Electric Range Highway	250 km
Electric Range Hot (with cooling)	228 km
Electric Range Cold (with heating)	166 km

Battery & Charging

Battery Capacity	41 kWh
Battery Usable	38 kWh
AC Charge Port	Type 2
AC Charge Port Location	NA
AC Max Charge Power	7.4

Time to Charge

AC Household power point	2.3 kW	17.48 hrs
AC Wall Charger	7.4 kW	05.30 hrs
DC Fast Charger	50 kW	00.48 hrs
DC Ultra Fast Charger	350 kW	00.06 hrs

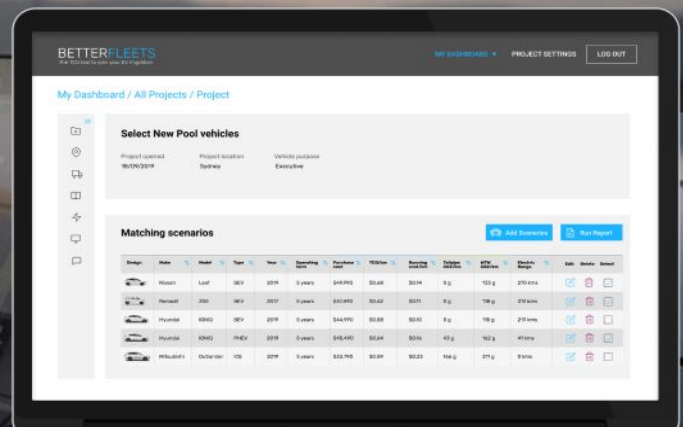
Performance

Max Speed / Acceleration	135 Km/h / 14.5 s
Total Power	NA
Total Torque	NA

Dimensions & Weight

Cargo Volume (Seats Up)	338
Cargo Volume Max (Seats Down)	1225
Dimensions - Wall-to-Wall	1730
Dimensions - Between Arches	4085
Dimensions - Standup Room	1562
Rear Load Height	1510

Your EV journey starts here.
Thanks for contributing to the EV transition.



BETTERFLEETS
The solution for your EV Project






MY DASHBOARD PROJECT SETTINGS LOG OUT

My Dashboard / All Projects / Project

Select New Pool vehicles

Project opened: 16/07/2019 Project location: Sydney Vehicle purpose: Executive

Matching scenarios [Add Scenario](#) [Run Report](#)

Brand	Make	Model	Type	Year	Age Range	Purchase Price	RUC	Residual %	Finance %	Finance %	MPG	MPG	MPG	MPG	MPG	MPG	MPG	MPG	MPG
	Nissan	Leaf	SEV	2019	0 years	\$49,995	\$5.68	\$0.34	8.0	153 g	270 km								
	Nissan	Leaf	SEV	2017	0 years	\$43,990	\$5.42	\$0.31	8.0	159 g	270 km								
	Nissan	Leaf	SEV	2019	0 years	\$44,990	\$5.58	\$0.30	8.0	156 g	270 km								
	Nissan	Leaf	SEV	2019	0 years	\$45,490	\$5.64	\$0.30	8.0	162 g	270 km								
	Hyundai	Ioniq	SEV	2019	0 years	\$33,995	\$3.99	\$0.23	10.0	171 g	270 km								

Login

The worlds first software as a service platform for Electric Fleets

BetterFleet - What does it do?

- Incorporating over 400 vehicles currently. Based on approved vehicle lists of combined NSW, SA and Victorian government
- Takes into account emissions intensity of every grid in Australia
- Supports all tax and duties in every state
- Post and pre-tax model
- Allows for individual electricity and fuel pricing for different projects
- Allows for green energy purchasing

MY DASHBOARD SETTINGS Logout

Projects Locations Current Fleet Vehicle Guide Chargers Knowledge Forum

My Projects

Get started
Build a greener and more efficient fleet

- Get your strategy
- Create projects to help meet your goals
- Optimise projects to find a path to lower emissions options

Tips of the day
It's your tool. Use the live chat box to ask questions and tell us what is missing or needs to be changed.

Have you read the [prime/the business case](#) article?
Find out about [EV's available in Australia](#).

All Projects Create Project

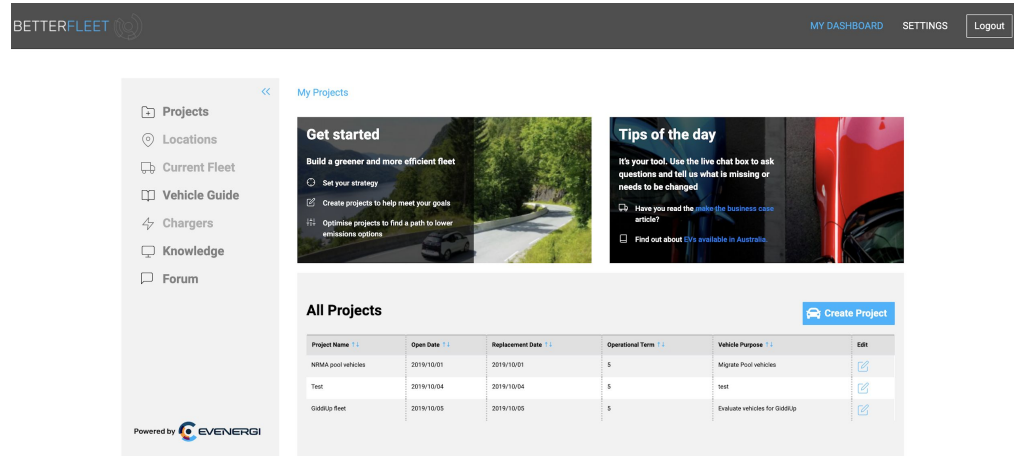
Project Name	Open Date	Replacement Date	Operational Term	Vehicle Purpose	Edit
NRMA pool vehicles	2019/10/01	2019/10/01	\$	Migrate Pool vehicles	Edit
Test	2019/10/04	2019/10/04	\$	test	Edit
GoddUp fleet	2019/10/05	2019/10/05	\$	Evaluate vehicles for GoddUp	Edit

Powered by EVENERGI

The worlds first software as a service platform for Electric Fleets

BetterFleet - What does it do?

- Designed for collaboration
 - Internally
 - With your FMO
 - With consultants
 - With your financier



The screenshot displays the BetterFleet user interface. At the top, there is a navigation bar with the 'BETTERFLEET' logo on the left and 'MY DASHBOARD', 'SETTINGS', and 'Logout' on the right. A left-hand navigation menu includes 'Projects', 'Locations', 'Current Fleet', 'Vehicle Guide', 'Chargers', 'Knowledge', and 'Forum'. The main content area is titled 'My Projects' and features two informational cards: 'Get started' with a 'Build a greener and more efficient fleet' header and a 'Tips of the day' card. Below these is an 'All Projects' section with a 'Create Project' button and a table of project data.

Project Name	Open Date	Replacement Date	Operational Term	Vehicle Purpose	Edit
NIRMA pool vehicles	2019/10/01	2019/10/01	\$	Migrate Pool vehicles	<input checked="" type="checkbox"/>
Test	2019/10/04	2019/10/04	\$	test	<input checked="" type="checkbox"/>
Goddip fleet	2019/10/05	2019/10/05	\$	Evaluate vehicles for Goddip	<input checked="" type="checkbox"/>

The worlds first software as a service platform for Electric Fleets

Projects - the basis of transition

- System driven by projects - the basis of a transition
- Each project can have localised settings such as fuel, green power and discount rates
- Examples of projects include
 - Initial pilot project
 - National executive vehicle list
 - NSW pool vehicles
 - QLD tool of trade vehicles

The screenshot displays the BETTERFLEET web application interface. At the top, there is a navigation bar with the logo, user profile, and links for 'MY DASHBOARD', 'SETTINGS', and 'Logout'. A left-hand sidebar contains navigation options: 'Projects', 'Locations', 'Current Fleet', 'Vehicle Guide', 'Chargers', 'Knowledge', and 'Forum'. The main content area is titled 'My Projects / Project' and shows details for a project named 'NRMA pool vehicles'. Below this, there is a 'Matching scenarios' section with a table of vehicle options. The table includes columns for Design, Make, Model, Type, Year, Variant, Term, Annual Distance, Purchase cost, TCO/km, Running cost/km, Tailpipe CO2/km, WTW CO2/km, and Electric Range. Each row also has icons for editing, deleting, and a checkbox.

BETTERFLEET MY DASHBOARD SETTINGS Logout

My Projects / Project

Project Name Refresh Settings

NRMA pool vehicles

Project opened: 2019/10/01 Target Replacement: 2019/10/01 Vehicle Purpose: Migrate Pool vehicles

Matching scenarios Add scenario Run Report

Design	Make	Model	Type	Year	Variant	Term	Annual Distance	Purchase cost	TCO/km	Running cost/km	Tailpipe CO2/km	WTW CO2/km	Electric Range	
	Renault	Zoe	BEV	2017	Life	5 years	19998 km	\$ 47,490	\$ 0.49	\$ 0.10	0 g	106 g	313 km	<input type="checkbox"/>
	Volkswagen	Polo	ICE	2019	TOTSI Trendline	5 years	19998 km	\$ 21,290	\$ 0.29	\$ 0.17	113 g	144 g	0 km	<input type="checkbox"/>
	Mitsubishi	Outlander	PHEV	2019	Exceed	5 years	19998 km	\$ 55,490	\$ 0.64	\$ 0.22	27 g	140 g	45 km	<input type="checkbox"/>
	Toyota	RAV4	ICE	2018	GX	5 years	19998 km	\$ 29,450	\$ 0.43	\$ 0.21	179 g	228 g	0 km	<input type="checkbox"/>
	Hyundai	KONA	BEV	2019	electric Launch Edition	5 years	19998 km	\$ 59,990	\$ 0.52	\$ 0.11	0 g	115 g	449 km	<input type="checkbox"/>
	Hyundai	KONIQ	BEV	2020	electric	5 years	19998 km	\$ 44,990	\$ 0.43	\$ 0.10	0 g	106 g	294 km	<input type="checkbox"/>

The worlds first software as a service platform for Electric Fleets

Entirely configurable

- System built on a set of assumptions, however every field is user configurable
 - Finance type
 - Procurement price
 - Residual value
 - Maintenance costs
 - Operational term

My Projects / Project / Scenario Optimisation

Scenario Optimisation

Cancel Compare scenario

Renault Zoe
Life

Procurement Update >

Purchase Price ⓘ

Monthly Cost

Maintenance Costs ⓘ Optimize >

Residual value ⓘ Optimize >

Operational Term (years) Optimize >

5 BEV 313 km ANCAP NA

TCO Funding ⓘ	\$ 49,053.65
On Road Costs	\$ 1,522.00
Service and Maintenance	\$ 4,887.89
Fuel Costs	\$ 3,570.73
Taxes and Registration	\$ 2,001.70
Depreciation	\$ 36,451.02
Running Cost/km ⓘ	\$ 0.10
Cost/km ⓘ	\$ 0.49
CO2/km	106 g

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Produce detailed executive reports

My Project Report

GiddiUp fle

Project opened: 2019/10/05

Vehicle Purpose: Evaluate vehicles for GiddiUp

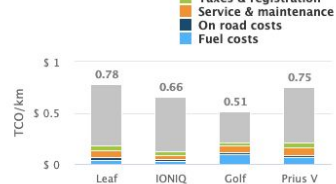
Target Replacement: 2019/10/05

Procurement summary

Design	Make	Model	Type	Year	Variant	Term	Annual Distance	Purchase cost	TCO/km	Running cost/km	Tailpipe CO2/km	WTW CO2/km	Electric Range
	Nissan	Leaf	BEV	2019	Accenta	5 years	12001 km	\$ 49,990	\$ 0.78	\$ 0.15	0 g	120 g	270 km
	Hyundai	IONIQ	BEV	2019	electric Elite	5 years	12001 km	\$ 44,990	\$ 0.67	\$ 0.11	0 g	104 g	219 km
	Volkswagen	Golf	ICE	2019	110TSI Trendline	5 years	12001 km	\$ 25,290	\$ 0.51	\$ 0.20	133 g	169 g	0 km
	Toyota	Prius V	HEV	2018	i-Tech	5 years	12001 km	\$ 45,380	\$ 0.75	\$ 0.19	101 g	126 g	0 km

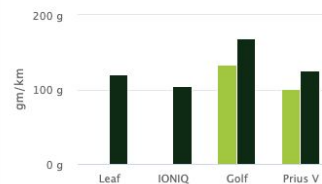
TCO

\$/km



CO2

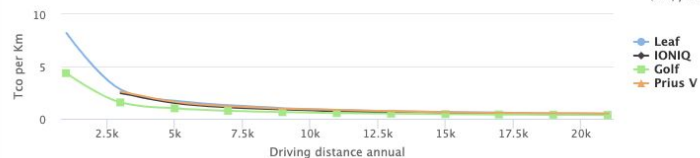
g/km



Sensitivity analysis & societal benefits

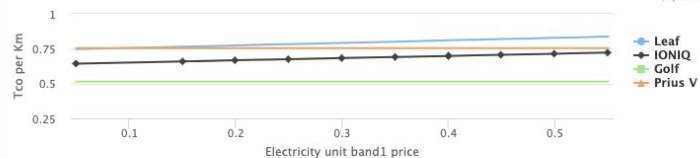
Annual driving distance

(km/year)



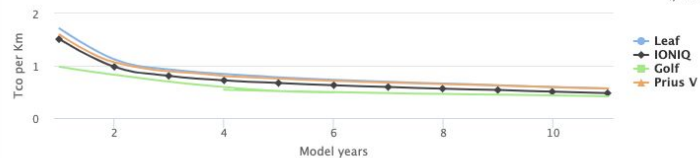
Electricity cost

(\$/kwh)



Expected year Of use/ownership

(years)



3. How to get started








Getting Started

www.chargetogether.com

1. **Join now !**
2. **100% free**
3. **You will receive an email and access to the tool**
4. **Tool includes some support if required**

Why join the program?

Charge Together Fleets gives you the platform and tools to help you transition to an electric fleet.
Sign up to receive [free access](#) to:

-  **BetterFleet**– Australia's first software-as-a-service Electric Vehicle transition platform
-  **Knowledge base** – extensive information on all things electric vehicles
-  **Regular webinar series** – EV experts present case studies and answer your questions live
-  **Message forum** – network and learn with your peers
-  **National procurement initiative** – explore the possibilities of collaborative procurement

Join now for free

First Name

Surname

Email (this will be your username)

Company

Job Description

Industry

Fleet Size

What would you like to subscribe to:

- Receive webinar invitations
- Join national procurement initiative
- BetterFleet application

I agree and accept the terms of the [privacy policy](#) and [Terms and conditions](#). You can read them [here](#)

Special Conference **offer!**

www.chargetogether.com

Organisations attending today who email mentioning this conference will get a free 1 hour consultation to help set up the platform for your organisation specifically including :

1. Understanding your situation
2. Providing input into how to set up projects
3. Setting up analysis specific to your situation

EMAIL

[Fleetsau @ chargetogether.com](mailto:Fleetsau@chargetogether.com)



Charge**Together**
FLEETS

This is just the
beginning .

Have input,
collaborate - this is
your tool!

LEADING THE CHARGE

Accelerate your transition to electric vehicles

Join



