

# Fleet Electrification Roadmap

This Fleet Electrification Roadmap is a practical, step-by-step guide designed to help fleets navigate the transition to electric vehicles—from early planning and analysis to vehicle procurement and charging infrastructure deployment. It outlines each phase of the electrification process and includes real-world examples and resources to support informed, confident decision-making at every stage.

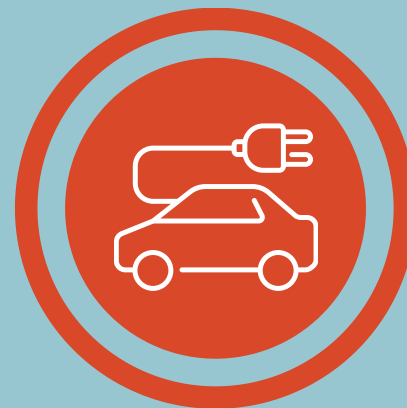
## Planning & Assessment



## Charging Design & Deployment



## Vehicle Selection



## Vehicle Procurement



## Training & Technical Assistance





# Assessment & Planning

## Considerations

- Leverage telematics data to evaluate electrification potential on a vehicle-by-vehicle basis.
- Gain buy-in from internal leadership.
- Identify goals and priorities early on, such as emissions reduction, cost savings, and rapid electrification vs. a phased approach.

## Resources

- [Total Cost of Ownership Calculator](#) (International Council on Clean Transportation)
- [DRVE Tool, Electrification Coalition](#)
- Consulting services (Merge Electric Fleet Solutions & Sawatch Labs)
- [AFLEET, Argonne National Lab](#)

Rico Brand wanted to do a fleet electrification study, but did not have telematics in their vehicles. They decided to temporarily install telematics devices into their vehicles for 3 months to gather operational data. Their fleet data was shared with Merge Electric Fleet Solutions to conduct an electrification analysis. Read more in their case study [here](#).





# Vehicle Selection

## Considerations

- Look for opportunities to right-size vehicles.
- Consider a phased introduction of EVs.
- Monitor market trends for new models and cost trends.
- Pay attention to total **cost of ownership** (TCO). Electric fleet vehicles may have a higher purchase price, but can offer significant savings over the lifetime of the vehicle.
- Consider upfitting vehicles to meet operational needs.

## Resources

- [Zero Emission Technology Inventory](#)
- [Drive EV Fleets, Electrification Coalition](#)
- [Charged EVs](#)

Based on the results and recommendations from their fleet study, Backroads Travel is seeking to upfit a Ford E-Transit to serve as a passenger van and install a trailer hitch for bike hauling. Learn more in the case study [here](#).





# Charging Design & Deployment

## Considerations

- Coordinate with the utility early on to determine if power service upgrades are needed, especially considering long term electrification of a full fleet.
- Identify the number, type, and use case needed for EV chargers. Take into consideration different charging management models (such as smart charging and power sharing) and employee/public charging uses.
- Get multiple quotes from charging providers, including maintenance and software management costs.
- Be aware of codes, standards, and permitting requirements.
- Incorporate renewable energy for resiliency and broader emissions reduction impacts.

As Intermountain Health seeks to incorporate more electric vehicles into their fleet, they are assessing their current charging station infrastructure. IHC plans to integrate decisions on fleet charging with plans to provide more charging to staff and visitors across IHC locations. Read more about their fleet study [here](#).

## Resources

- [EVI-Pro Lite, Alternative Fuels Data Center](#)
- [Electric Fleet Charging 101, Merchants Fleet](#)
- [EV Charging Financial Analysis Tool, Atlas EV Hub](#)
- [Managed Charging, Atlas EV Hub](#)



# Vehicle Procurement

## Considerations

- Compare costs for vehicle ownership and leasing.
- Look for incentives, grants, and tax credits to offset upfront vehicle and infrastructure costs.
- Evaluate the total cost of ownership (TCO) for potential EVs. Electric fleet vehicles may have a higher purchase price, but can offer significant savings over the lifetime of the vehicle.



## Resources

- [Fleet Procurement Analysis Tool, Atlas Public Policy](#)
- [Utah Air Quality Incentive Programs, DEQ](#)
- [Federal and State Laws and Incentives, Alternative Fuels Data Center](#)





# Training and Technical Assistance

## Considerations

- Provide training for drivers of electric fleet vehicles, including charging best practices.
- Develop company policies around EV management, including maintenance of vehicles and charging infrastructure.
- Gather and incorporate ongoing feedback on driver experience and satisfaction.



## Resources

- [Fleet Management Trainings, U.S. Department of Energy](#)
- [Fleet Electrification Transition Management Resources, Drive EV Fleets](#)