Green Fleets: Business Case for Alternative Fuel Vehicles

Date: Wednesday, June 22, 2011, 09:00am – 12:00pm
Location: Garden Court Hotel @ 520 Cowper St. in Palo Alto, CA
Format: Panel discussion with moderator and selected attendees

Program:
Efficiency and sustainability are tightly correlated when it comes to fleet management. EPA’s SmartWay Program, ‘smart cities’ and other public-private partnerships have put fleet managers in a key position as potential early adopters for new transportation technologies. Leading companies have made considerable investments aiming for lower operating costs. But when it’s all about the bottom line, how can fleet managers of private companies and public agencies work with vehicle manufacturers and service providers to avoid the pitfalls associated with early adoption? Uncertain infrastructure and maintenance issues are potential liabilities, and decision makers must take into account routes, use type, telematics, and remarketing when choosing the best technology. How far will manufacturers go to entice fleet managers—will current incentives make EVs and other alternative fuel vehicles a viable option? What emerging technologies will enable fleets to surmount these obstacles?

09:00am: Networking Breakfast
09:30am: Panel Discussion Begins

1. Incentives & Requirements for Adoption
   ▶ What are the current governmental incentives available? Overview of the different types of incentives (DOE, EPA, DOT)
   ▶ What are the keys to securing grant funding?
   ▶ Which manufacturers and service providers are working with fleet managers to address their needs?
   ▶ How can early adopters contend with the fact that innovation tends to outpace regulation/incentives? Will the incentives shift towards requirements and mandates?

2. Operations / Maintenance / Management
   ▶ What is the effect of green fleets on operating costs?
   ▶ What are the costs associated with EV fleets and other alternative fuel vehicle adoption? To what degree must infrastructure or facilities be modified to support them?
   ▶ What are some of the benefits of operating connected fleets?
   ▶ Conversion: when is it financially and environmentally advantageous to convert internal combustion engine vehicles to alternate fuel vehicles versus buying new? What’s the current state of EV aftermarket conversion service providers?

3. Moving Forward: Incorporating EV’s into Fleets
   ▶ What businesses have the potential to integrate EV’s into their fleets? What types of fleets are best suited to electrification (sales, service, delivery, transportation)? What strategies exist to optimize vehicle efficiency/ROI?
   ▶ Does EV telematics software pose different or additional security issues than those of ICE fleets?
   ▶ How can large corporations deal with range anxiety?
   ▶ What corporate strategy/policy changes must take place for EVs to be feasible?

11:00am: Audience Q&A
11:30am: Networking
12:00pm: End of Meeting

Registration:
Log in to www.agrion.org or create a new profile. Register directly on the event page.
Please contact cedric.christensen@agrion.org for any further questions.