

FLEET ELECTRIFICATION ADVISORY PROGRAM

INFORMATION SHEET

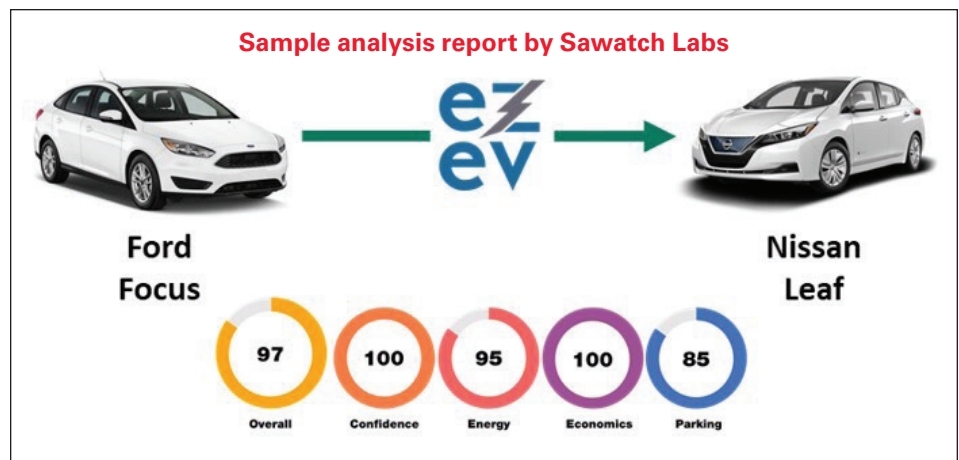
ELECTRIC VEHICLE PROCUREMENT AND CHARGING INFRASTRUCTURE SUPPORT



For vehicle fleet operations today, finding innovative ways to manage costs, performance and reliability are priority. Fleet electrification is one of the ways organizations are saving money and reducing carbon, and Xcel Energy offers advisory services to simplify the process.

Our Fleet Electrification Advisory Program begins with an analysis to help you determine the best course of action for electrification. Using real-world data on your current fleet operations, decision makers no longer need to rely on estimates and guesses when building out a fleet electrification strategy. We've teamed up with a fleet analytics provider, Sawatch Labs, to help fleet operators assess individual vehicles to determine if the vehicle's driving needs could be met with an electric vehicle (EV).

To support the development of your fleet electrification plans, we'll assess charging site suitability and estimate the cost of infrastructure installation. Throughout the process, we'll advise on rate plans, pilots and programs to lower costs.



Program benefits

- No/low cost assessment of EV opportunities and charging infrastructure needs.
- Actual vehicle and fleet data are factored into the assessment using real-world applications.
- Participants receive access to an online planning tool that includes all the latest EV models, customizable financial analytics and GPS data for infrastructures needs.
- Infrastructure advisory and cost estimates provided by Xcel Energy based on actual site needs.
- Data-driven analysis of charging and EV usage. Development of strategies to keep costs low and drive the best return on investment.

Eligibility to participate

- Potential charging station options are located within Xcel Energy's electric service territory.
- Your existing fleet includes five or more light-duty vehicles that are owned by a public or private organization and used for commercial work or for distributing services or products.
- Participants have plans to procure EVs and install charging infrastructure within the next year.
- Participants agree to install telematics equipment and share assessment data for collaboration with Xcel Energy's team to find a customized solution.

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How the assessment works

- Each vehicle will be compared to available electric models in the same class and scored for suitability.
- Each internal combustion engine will be evaluated for operational and economic fit as an EV.
- We will identify optimal charging locations based on actual parking patterns.
- We will help you identify the best-fit EV model for each suitable vehicle.
- You will receive a customized analysis report based on your fleet, including vehicle prices, available models, electric pricing, fuel and maintenance costs, vehicle lifetime and more.
- You will have access to an interactive online dashboard that includes downloadable summary reports.



Next steps

1. Apply to get started

Visit xcelenergy.com/FleetEVs and complete the intake application.

2. Complete and terms and conditions

Review, sign and return the program terms and conditions to tyler.d.petersen@xcelenergy.com.

3. Status update

We will notify you of the status of your application within 10 business days.

4. Determine cost share and next steps (non-Minnesota customers)

Xcel Energy will schedule a call with all parties to determine final cost share and next steps. Minnesota customers: skip this step and proceed to step 5.

5. Finalize program enrollment

Sawatch Labs will contact you to kick off the program.

Support during the process

Visit xcelenergy.com/FleetEVs for more details and to apply. Questions? Contact your dedicated Xcel Energy account manager or email us at ElectricVehicles@xcelenergy.com.

