



**FORD FLEET MANAGEMENT**

**YOUR ELECTRIC PARTNER**

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# 01 AN INTRODUCTION TO FORD FLEET MANAGEMENT

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For 55 years Ford has been a market leader in the commercial vehicle market with a unique set of insights into how customers choose and use their fleets. ALD Automotive has a long history building innovative fleet partnerships.

Ford Fleet Management leverages this combined expertise to support you with integrated, tailored fleet management systems.

Whether cars or commercial vehicles, whether Ford manufactured or not, we're your one-stop shop for leasing and fleet management.

## Join us on the journey

Today, every business is on a journey towards an electric fleet that produces zero emissions from its use. We are the partner to help take your fleet where it needs to be. We'll demonstrate the **benefits** of Electric Vehicles (EVs), guide you through the **regulatory issues and incentives** and help you give your drivers the **best driving experience**.

This document is, above all, a guide to electric charging. It simplifies the complicated and introduces you to our comprehensive charging ecosystem.

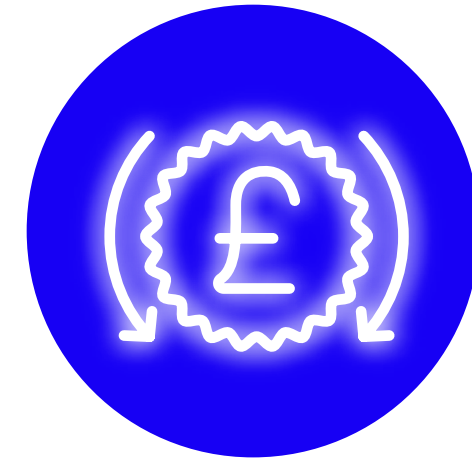


## 02 MAKING THE CHANGE TO ELECTRIC

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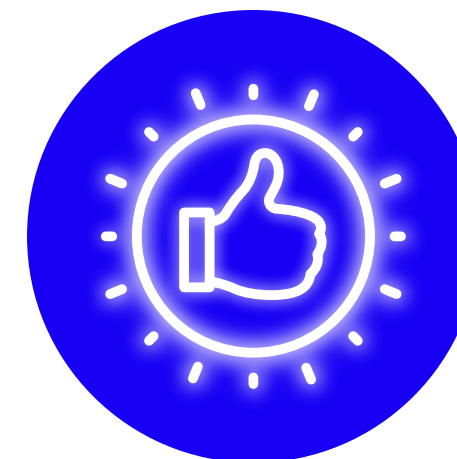
Wherever you are on your electrification journey, Ford Fleet Management is here to guide you. With the right plan in place and our expert support at every stage, your business will stay ahead of the competition – and compliant at every stage.

### Go electric to:



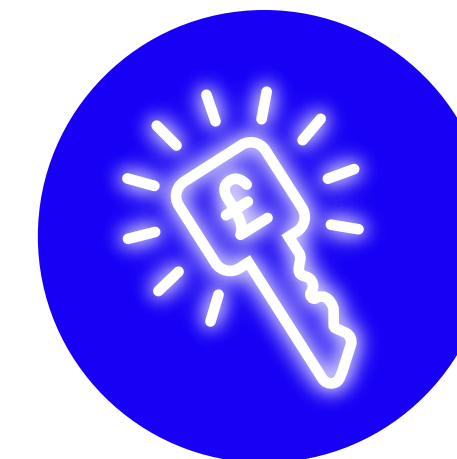
#### Reduce Costs

Lower fuel, service and maintenance charges can deliver a lower whole life cost, irrespective of the purchase price.



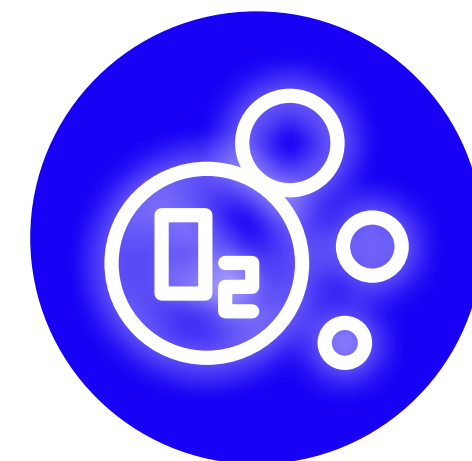
#### Project a Positive Image

Being seen to operate zero emission vehicles can enhance your business reputation.



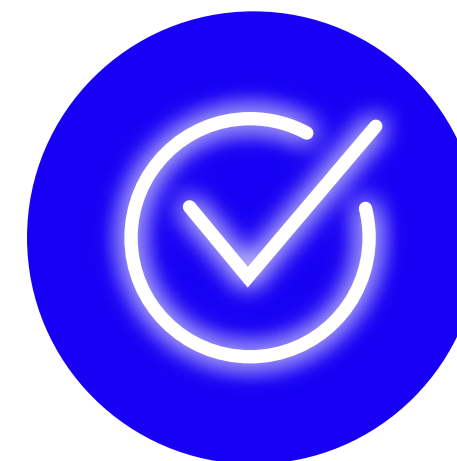
#### Provide employee benefits

Employees can benefit from helpful new technology, lower BIK and reduced fuel costs.



#### Improve Air Quality

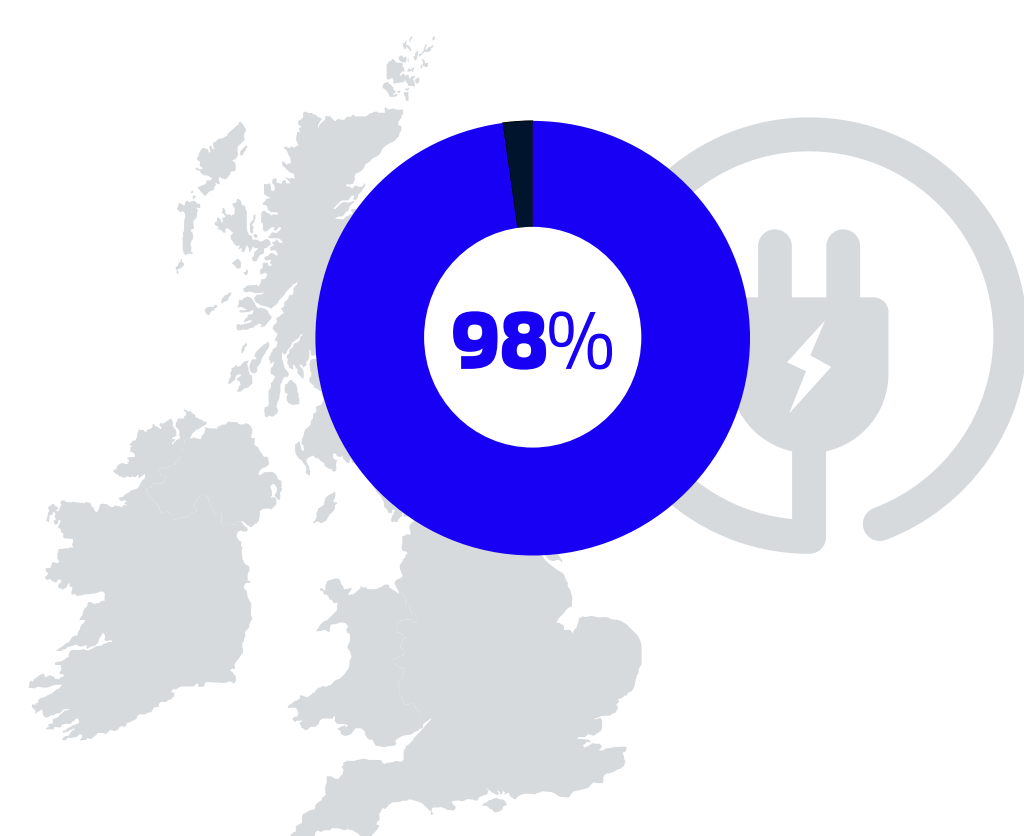
With zero emissions, you'll be helping to comply with government goals for Ultra Low Emission Zones and Clean Air Zones.



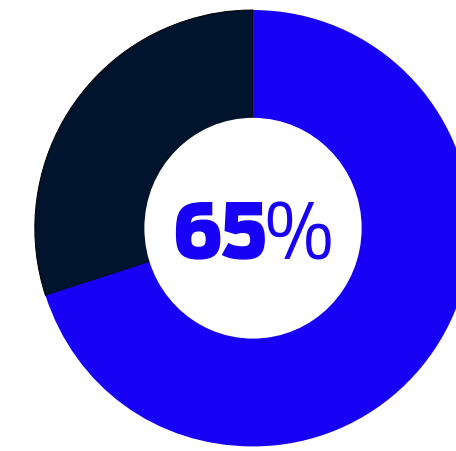
#### Meet your targets

EVs help meet corporate social responsibility and carbon reduction targets, complementing your green electricity initiatives.

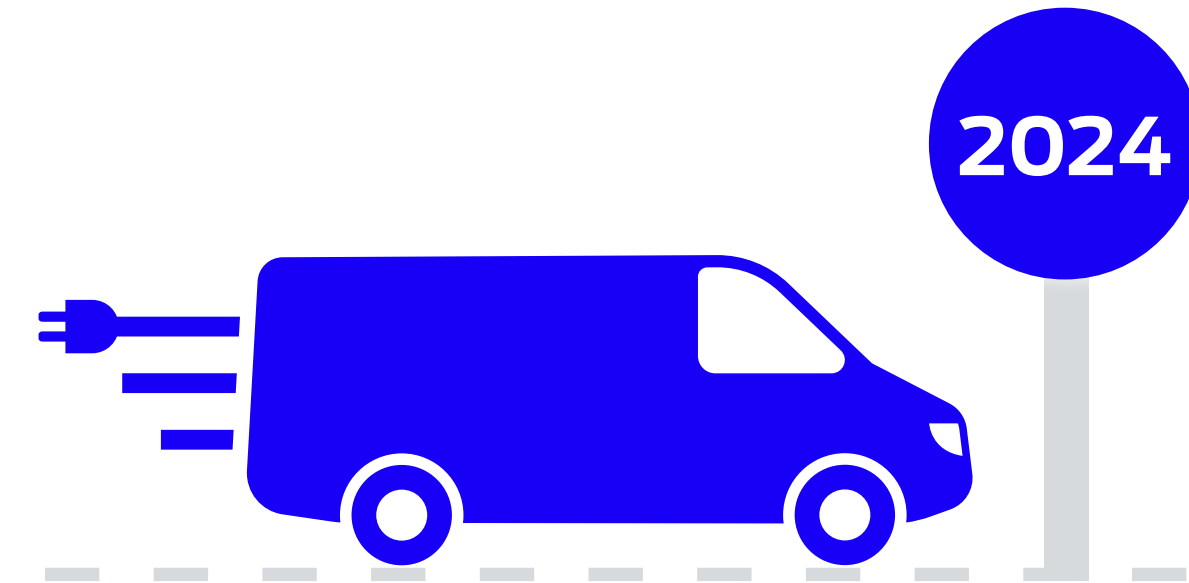
# 03 THE PACE OF CHANGE



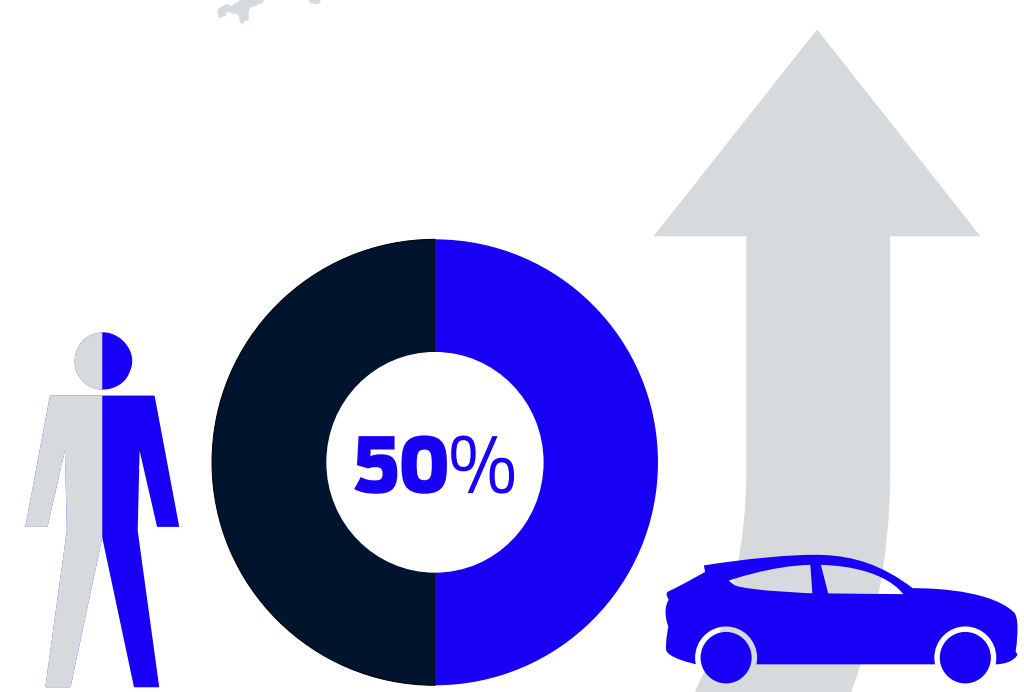
98%



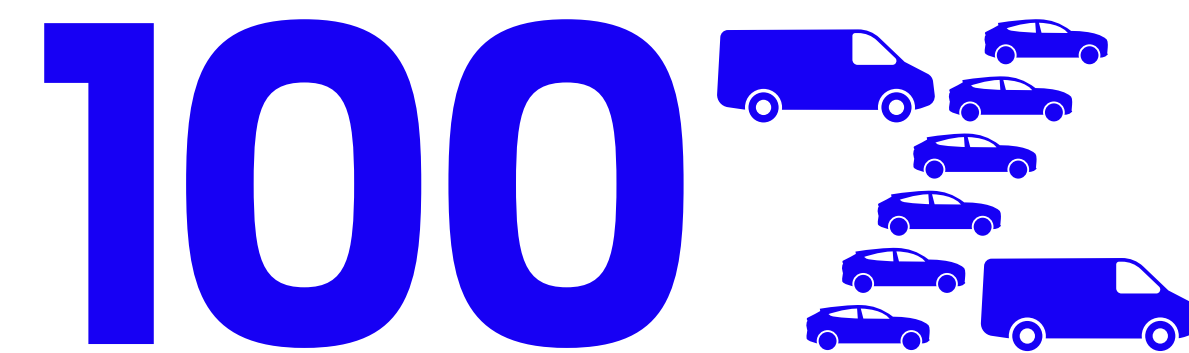
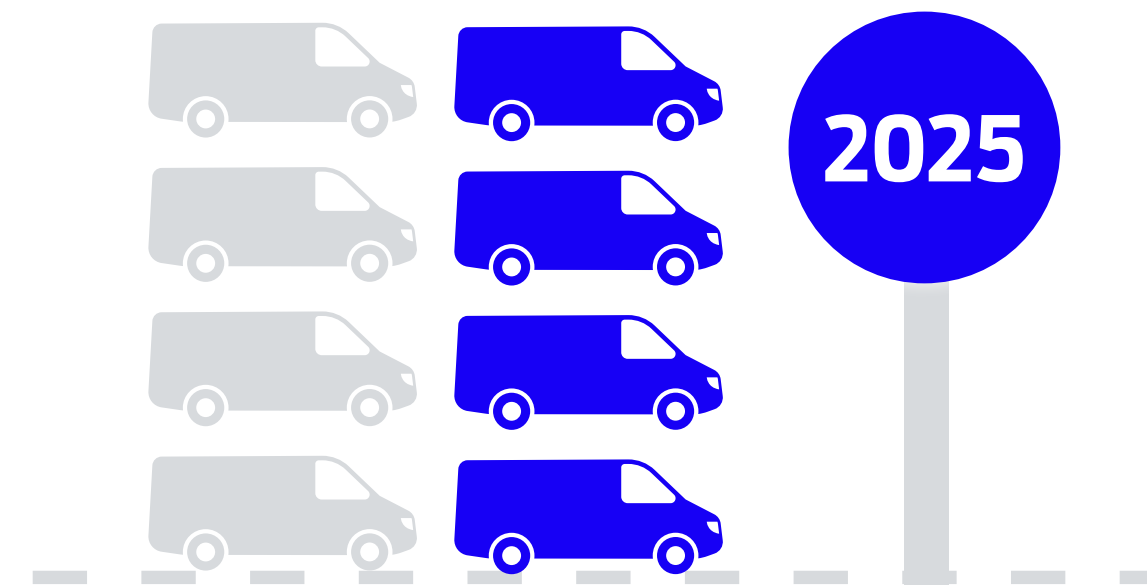
65% of fleet managers plan to buy an EV within 2 years.



Ford will have a full range of zero emission capable commercial vehicles by 2024.



50% of UK fleet managers predict an uptake in e-company cars due to BIK changes.



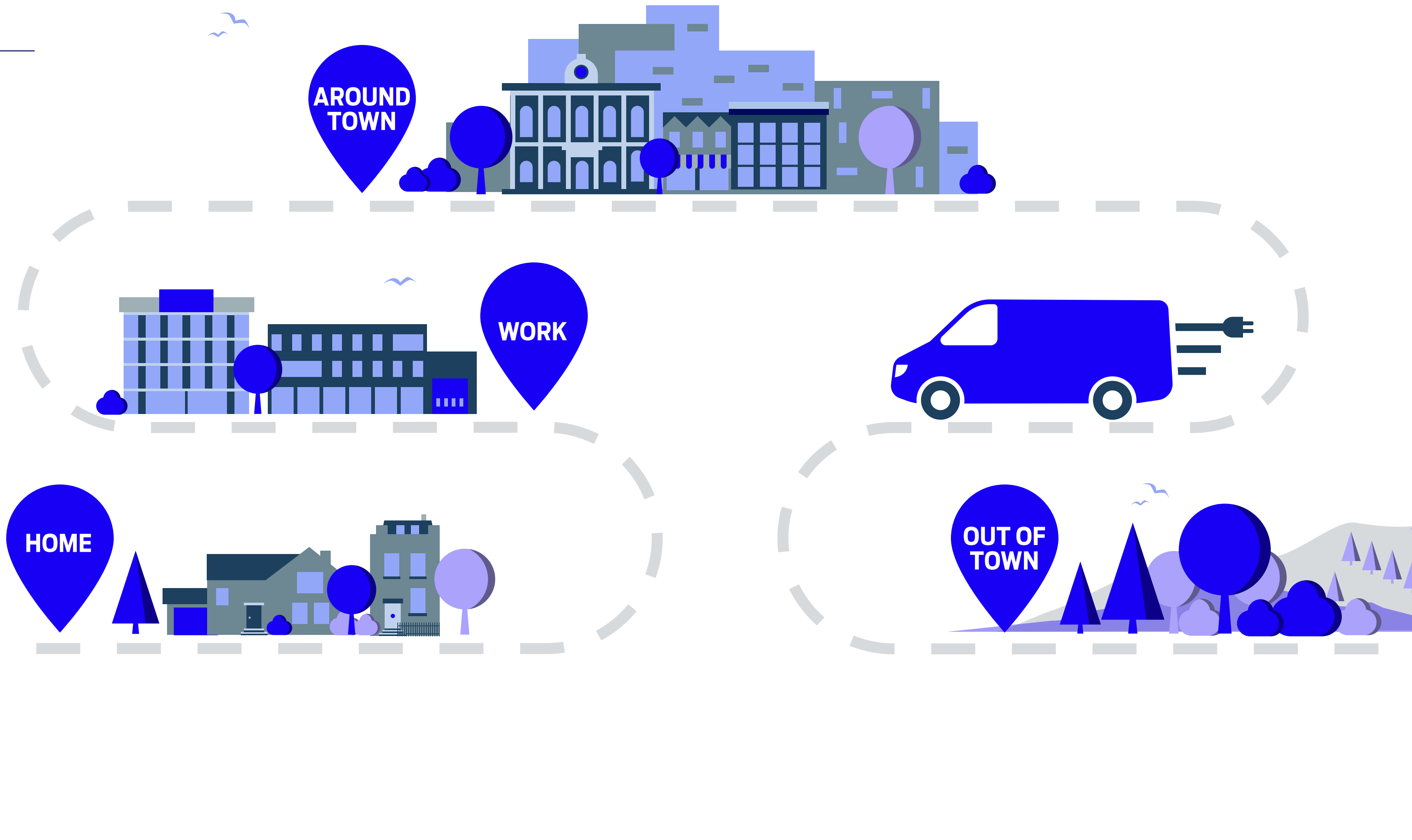
It's predicted 100% of new car and van sales will be EVs by 2030.

Data sourced from geotab.com, insideevs.com and pwc.com, fleetnews.co.uk, theclimategroup.org, greenfleet.net

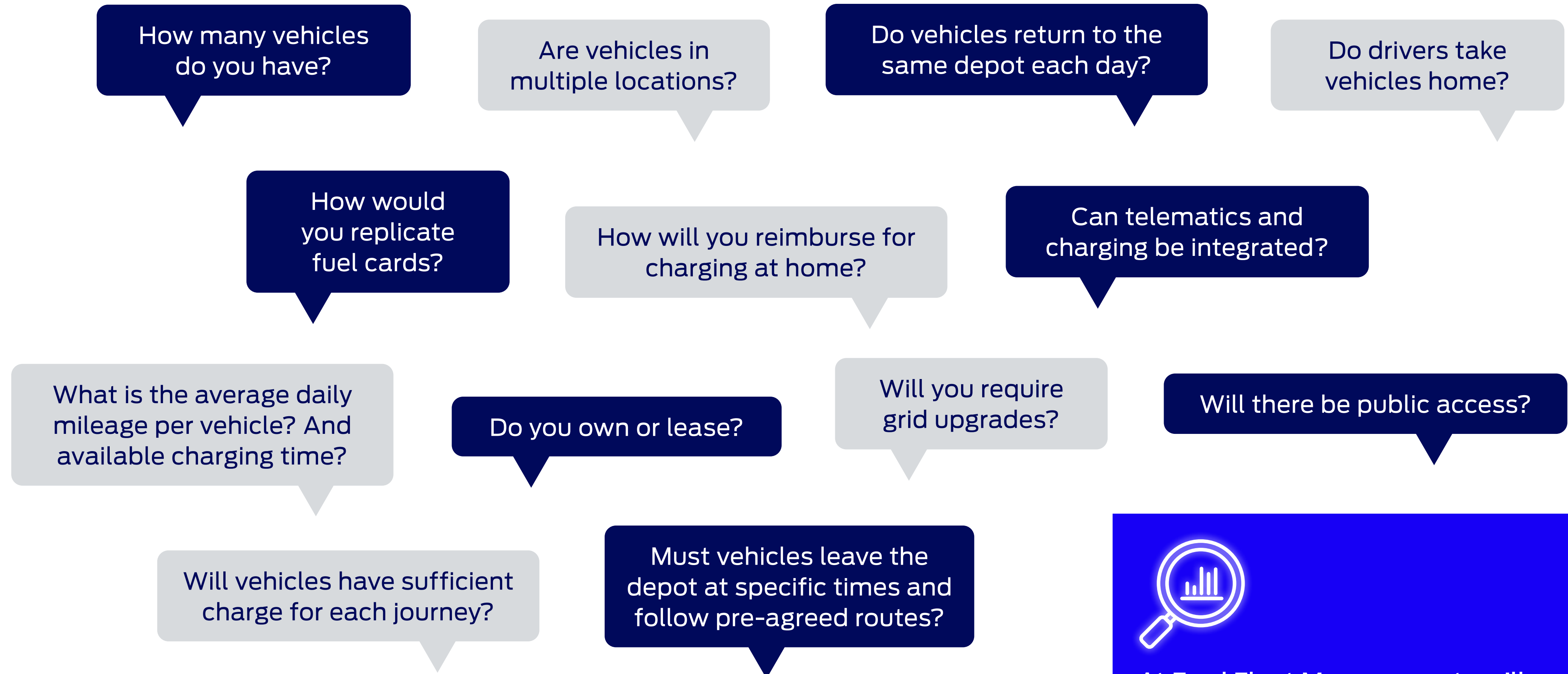
## 04 FUELLING WITH A DIFFERENCE

In the fast-approaching EV world, fuelling behaviour will be different. Topping up will become the norm and charging when the vehicle is parked for a long period will make most sense. Over 70% of charging is predicted to take place at home.

To optimise your journey to electric, it's important to define the charging technology you have currently (if any) and how it could best be evolved. To help with this, Ford Fleet Management has a set of key questions to ask when developing a fuelling strategy for your electric fleet. Our goal is to provide solutions for convenient, reliable, connected EV charging everywhere your driver is likely to spend time, whether it's at home, at a workplace, in the city or out of town.



## 05 WHERE DO YOU START?



At Ford Fleet Management we'll analyse your answers and explore how to support you along your fleet electrification journey.

## 06 HOME CHARGING

Charging at home provides the ideal use case for many fleets. If drivers take their vehicles home, they can plug in and be ready to go the next morning. Connected chargers enable you to track charging easily for driver reimbursement and the equipment can be installed at most residential properties.

The majority of home installed wall box chargers will charge up to 7.4kW per hour and this is the fastest domestic charging method for most drivers.

There are a range of wall box charger providers in the UK and Ford Fleet Management can help you identify the most suitable.

Most popular chargers are designed to reduce your costs by charging when tariffs are low at off-peak times and there are even providers that will pay you to charge your vehicle when there is excess energy on the grid.

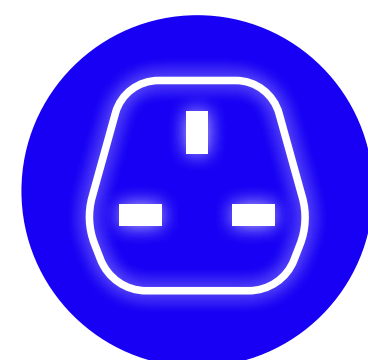
Home charging units come with either a universal socket (untethered) or a cable attached (tethered).

Whichever the chosen solution, the hardware should be installed by a government-approved, licensed electrician and there may sometimes be constraints (such as building regulations) to take into account.

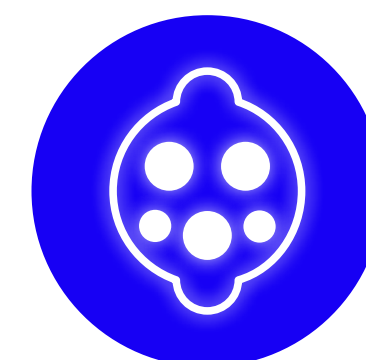
### 4 types of home charger

Home charging can be carried out by using one of the four connectors illustrated.

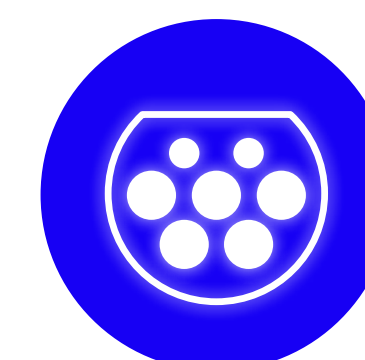
- **The simplest is a three-pin plug. This will charge your car up to 3kW.**
- **Type 1 chargers are rare in Europe, but can be used with universal sockets.**
- **Most EVs use a Type 2 charger (this is also the type commonly found at public charging stations).**
- **Commando plugs are usually found on caravan sites, where more than a three-pin plug power is required.**



**3-Pin**  
3kW AC



**Type 1**  
3-7.4kW AC



**Type 2**  
3-7.4kW AC



**Commando**  
3-7.4kW AC





## 07 CHARGING AT YOUR WORKPLACE

Ford Fleet Management has partnered with a range of highly respected EV specialists to provide an open, secure and robust network for fleet drivers. We collaborate with charging point operators (CPOs) and e-mobility service providers (eMSP) to make EV charging available everywhere, including the workplace.

Together, we utilise cloud technology and in-cabin hardware to keep your drivers updated and informed. The aim is to optimise every EV charging experience.

### Depot Charging

Fleets with centralised operations or with vehicles parked at a facility overnight may find depot charging to be the perfect charging solution. With upfront planning and optimised design there are many technical solutions to improve operational efficiency and reduce costs – not to mention sustainability benefits.

Ford Fleet Management and our partners can help with:

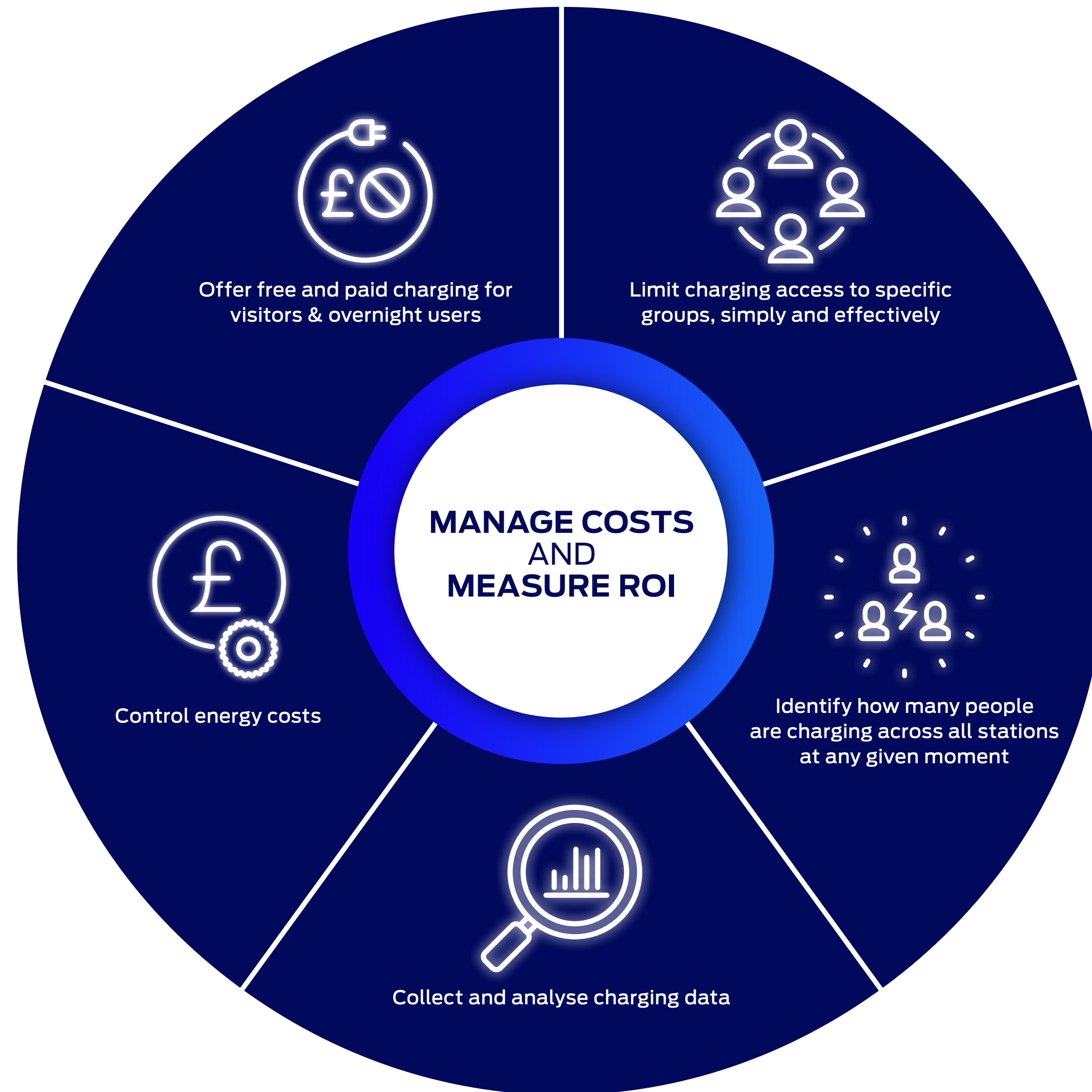
- **Planning & Implementation**
- **Charge Management, Energy Management & reporting for depot charging solutions**
- **A list of depot charging service providers**
- **Considerations for discussion with providers as you choose the right match for your fleet**



## 08 THE BENEFITS OF OUR WORKPLACE ECOSYSTEM

Our smart charging ecosystem brings together the EV driver, hardware, cloud-based software, station owners and 24/7 support from specialist charging providers. This future-proofs your chosen charging solution and makes it easy to optimise logistics.

This ecosystem also shares information with depot managers, so they can make intelligent decisions that make EV charging simple and cost effective. EV maintenance experts are also brought into the loop, to help them provide the best support for drivers and depot managers.



## 09 CHARGING ON THE ROAD

While many EV drivers will plan to charge their vehicles at home or work, we know that this isn't always possible, especially if their vehicles are making long distance or multiple journeys.

The UK public charging network plays an important role in fleet refuelling and it is rapidly expanding. By mid 2021, there were over 42k charging stations accessible at nearly 16k locations across the UK. Whether it's for a quick top-up or planned stop, drivers can identify the nearest station using the built-in navigation systems available on most electric vehicles.

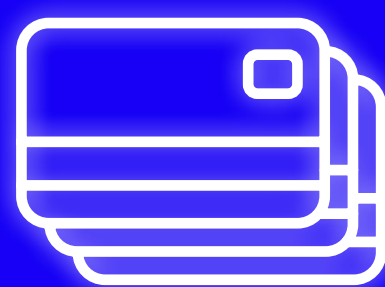
Most stations offer a mix of slow, fast and rapid charging and times will also vary with different makes and models of vehicle. The most powerful rapid charger can recharge a vehicle by up to 80% in as little as 20 minutes. For a 50kW rapid charger, this takes around an hour.

### There are three types of charger

- **Slow Chargers: 3kwh-7.4kwh**
- **Fast chargers: 7kwh-22kwh**
- **Rapid chargers: 43kwh-350kwh**

All rapid chargers have a charging cable tethered to the unit, so your drivers do not have to worry about providing their own.

Thousands of UK public charge points are free to use and are handily located in hotel, supermarket and shopping centre car parks. Restrictions sometimes apply. Drivers may be required to make in-store purchases or limit their charging times. They need to be aware of these restrictions.



There is a range of charge card solutions. Ford Fleet Management will take you through the options.



# 10 MAKE THE REGULATIONS WORK FOR YOU

The government has brought forward the ban on the sale of ICE vehicles from 2040 to 2030, and 2035 for PHEV models so the pressure is on. Yet some regulations are good news.



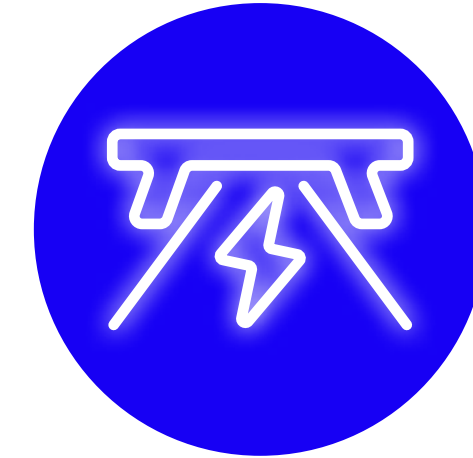
### Free parking

Many councils offer discounted or free parking for zero emission vehicles. Check with your local authority.



### ULEZ exempt

EVs are exempt from London's ULEZ (£12.50/day), London's Congestion Charge Zone (£15/day) and Birmingham's Clean Air Zone (£8/day).



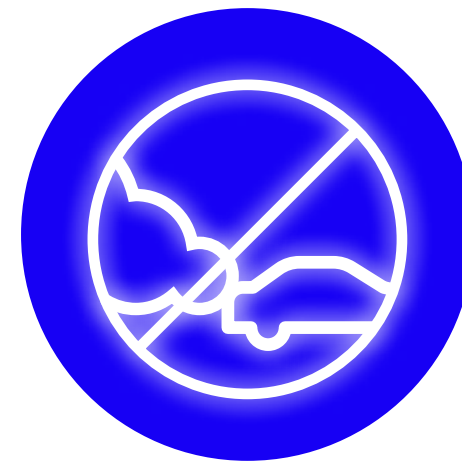
### £500 million fund

A £500m fund for motorway charging – rapid DC charging stations – is being deployed to increase the numbers of high-speed public chargers.



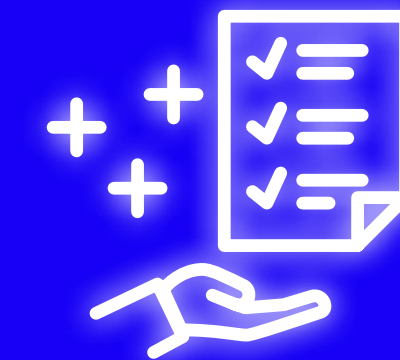
### New targets

From 2021, the UK fleet-wide average emission target for new cars has reduced to 95g CO2/km.



### New zones

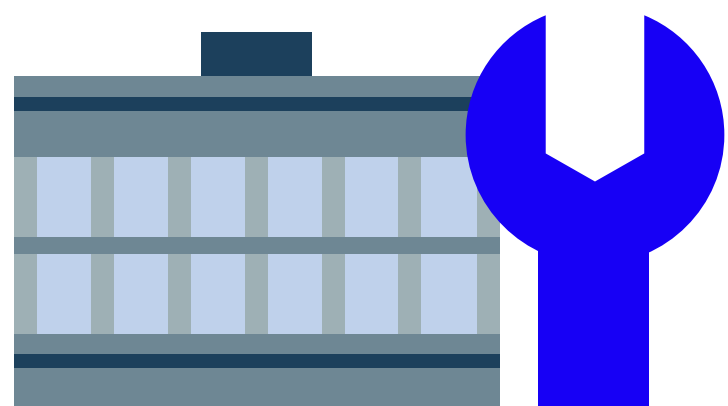
Low carbon zones are being proposed in many cities and Oxford has developed plans to ban petrol and diesel vehicles from the city centre.



Ford Fleet Management will take you through the details and explain any limitations that apply.

Figures sourced from [www.gov.uk](http://www.gov.uk)

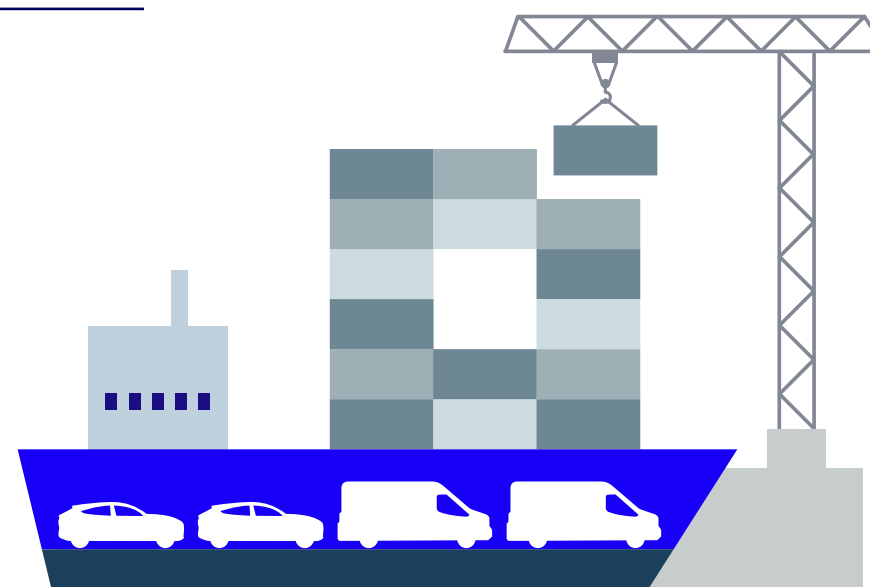
# 11 KEY FINANCIAL INCENTIVES



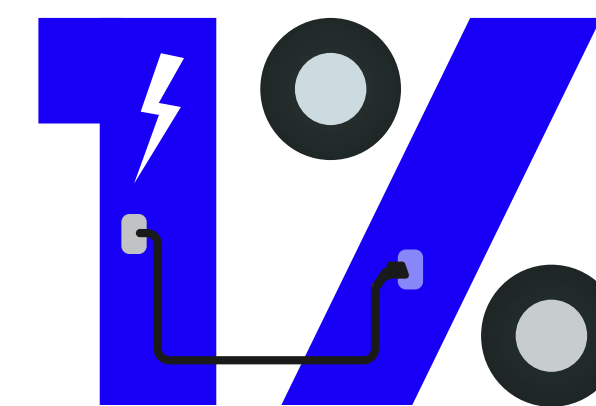
**£350 OFF**  
the costs of installing EV charging hardware in the workplace from the UK Office of Low Emission Vehicles.



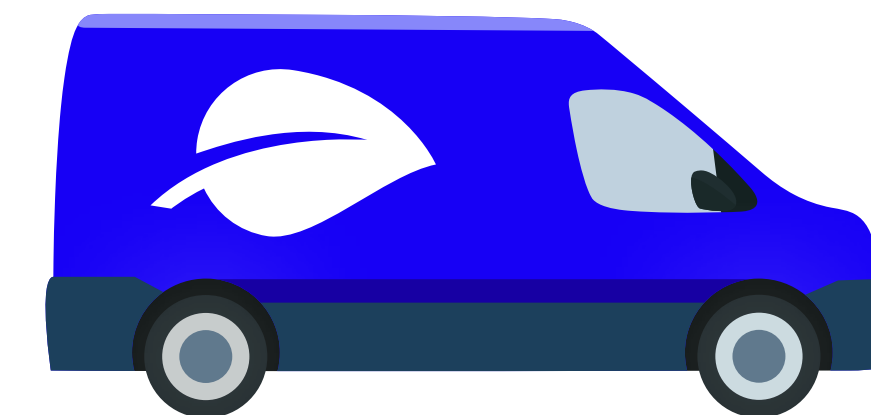
**£350 OFF**  
the cost of installing charging hardware at home, via the EV Homecharge Scheme.



**NO EXCISE DUTY**  
on ultra-low emission vehicles. EVs can also be written down against corporate tax liability.



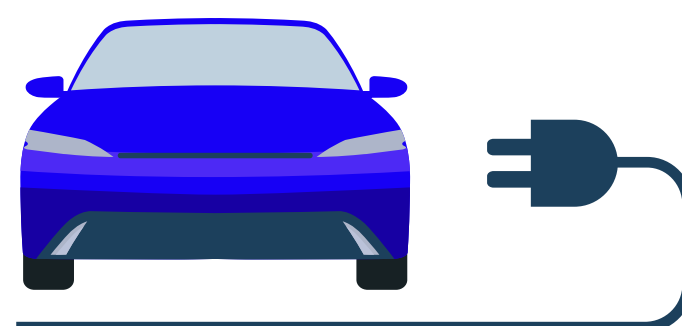
**1% BIK**  
There is currently only 1% company car tax on EVs. The driver pays £500 less tax per month than the driver of a comparable ICE vehicle. Car tax will rise to just 2% by the 2024/2025 tax year, meaning long-term certainty for fleets.



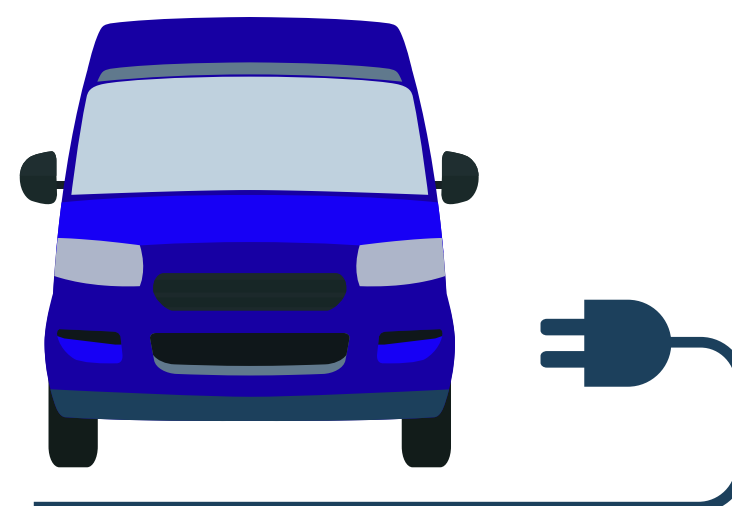
**ATTRACTIVE CAPITAL ALLOWANCES**  
For the first year for zero emission vans.



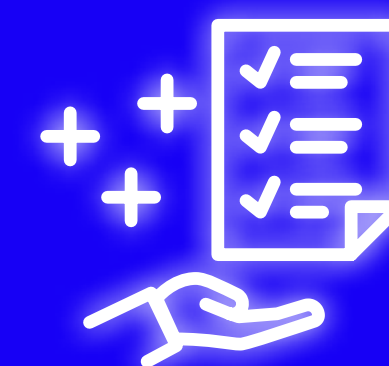
**5% VAT**  
on electricity used for home charging.



**£2,500 PLUG-IN GRANT**  
Get 35% off the purchase price, up to a maximum of £2,500, for brand new electric vehicles retailing at under £35,000.



**35% PLUG-IN VAN GRANT**  
Get 35% of the cost, up to a maximum of £6k, for vans with emissions under 75g/km and a 70+ mile electric range.



Ford Fleet Management will show you the options, guide you through the complexities and help you understand any restrictions that apply.

Figures sourced from [www.gov.uk](http://www.gov.uk)

## 12 NEXT STEPS

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Working with Ford Fleet Management and our ecosystem partners can help business fleets navigate the journey to electrification smoothly. We'll help you choose a charging provider, cloud service partner and fleet support to maximise efficiencies for your business and create a smooth experience for drivers.

When everything works together, EV charging is better for everyone.

Information correct at time of publication, November 2021

### Comprehensive support for your EV fleet, including:

- ✓ Consultancy
- ✓ EV charging cards
- ✓ Total cost of ownership modelling
- ✓ Fleet policy reviews
- ✓ Vehicle charging solutions
- ✓ BEV 'try before you commit'
- ✓ Carbon footprint analysis
- ✓ Future driver suitability analysis
- ✓ Specialist EV fleet trial
- ✓ BEV evaluation
- ✓ Driver training
- ✓ Vehicle usage analysis



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