

CHARGE READY TRANSPORT



TAKE CHARGE:

Boost sales with SCE's Charge Ready Transport program

INTRODUCTION

SCE has designed this document as information for original vehicle equipment manufacturers (OEMs), dealers, and sales teams. We want to provide our expertise on all things electric and support medium- and heavy-duty electric vehicle (EV) fleet adoption.

It may seem complicated to build the electrical infrastructure required to charge an EV fleet. However, with the information provided in this document and with SCE by your side, together we will accelerate the adoption of EVs among fleet owners and reduce climate change and air pollution.

BENEFITS

- You'll benefit from being better equipped to address customer hesitation around going electric, plus learn more ways to save your customer money.
- Do your part by helping to support California's clean energy goals and mandates.
- Fleet managers benefit from a lower total cost of ownership and additional financial incentives.
- Everyone benefits from the positive environmental impact of increased electric vehicle sales and cleaner air to breathe.

ON THE FOLLOWING PAGES YOU'LL FIND

A detailed overview of the SCE Charge Ready Transport program.

Ways SCE can help your customers significantly reduce the investment of moving to electric.

Financial incentives offered by others.

Customer considerations for contemplating the move to electric vehicles.

Ways to answer customer concerns about electric fleets.

Timing on implementing electric vehicle charging infrastructure.

FAQs and resources designed to assist you in educating customers about EV fleets.

CHARGE READY TRANSPORT PROGRAM OVERVIEW

FIVE YEARS, \$356 MILLION 870 SITES SUPPORTING
A MINIMUM OF 8,490 NEW OR CONVERTED EVS

Vehicle Types¹

Off-road



Transportation
refrigeration
units (TRUs)



Yard
Tractors



Airport ground
support
equipment (GSE)



Forklifts

Medium-duty



Delivery Vehicles



Work Truck



Shuttles

Heavy-duty



School Buses



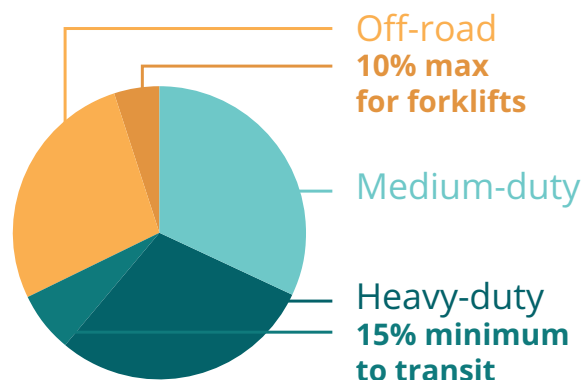
Transit Buses



Freight Trucks



Other



Sites

- **Ports and Warehouses:**
25% minimum
- **DACs²:**
40% minimum

SCE's Charge Ready Transport program helps you and your customers navigate the process for electrifying fleet vehicles. We can provide substantial financial, logistic, and construction support for all the electrical infrastructure needed to charge an EV fleet³.

GOAL:
Electrify
medium- and
heavy-duty
fleets

¹ This list is an example of different vehicle types which are supported but is not in any way all-inclusive.

² The state-authorized CalEnviroScreen designates areas as disadvantaged communities (DACs) based upon economic and environmental impact.

³ Programs are funded by California utility customers and administered by Southern California Edison under the auspices of the California Public Utilities Commission, while funds are available.

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While transitioning a fleet to electric can offer significant savings over the long term, upfront costs may be high for your customers. Most will need changes to their electric infrastructure, to bring the amount of electricity required for charging EVs to their meter.

That's why, as part of the Charge Ready Transport program, SCE provides no- to low-cost infrastructure and EV charging station rebates. Plus, we provide substantial construction and logistical support, including site design and permitting. Our program substantially reduces upfront costs for your customers.

The next few pages explain the program in more detail. You may also want to click below to **watch our two-minute video** on the program.



Charge Ready Transport Overview Video

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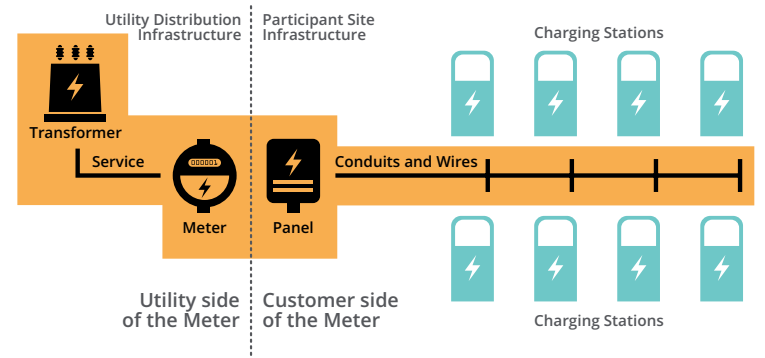
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SCE designs and builds no- to low-cost infrastructure at customer depots

The Charge Ready Transport program provides the make-ready infrastructure to support the installation of EV charging equipment at low- to no-cost to the program participant.⁴ The program presents a unique opportunity because the investment to support the installation of EV charging equipment is reduced.

Through the Charge Ready Transport program, we will design, construct and install the necessary infrastructure on BOTH the utility side and customer side of the electric meter, including a new distribution panel installed to support EV charging.

SCE-BUILT MAKE-READY INFRASTRUCTURE

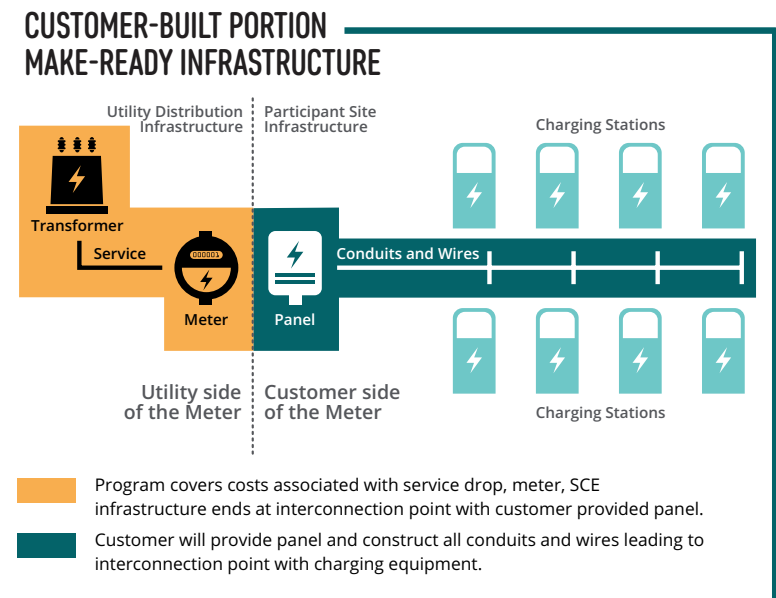


Program covers costs associated with service drop, meter, panel and circuit dedicated to EV charging. Make-Ready ends at interconnection point with customer charging equipment providing AC service.

⁴ All work and facilities necessary for participation in this program, as determined by SCE, in SCE's sole discretion and in accordance with its applicable tariffs and design standards, including utility distribution infrastructure (e.g., any new transformers, services, and meters) and infrastructure installed by SCE on the participant's side of the meter (e.g., any new panels, stepdown transformers, conduits, wires, connectors, and any other hardware installed as part of this program), excluding the purchase and installation of the actual EV charging equipment.

Instead of having SCE build infrastructure on-site, customers have the option for a “Customer-Built approach.”

With this option, the customer will design, procure and install the infrastructure on the customer side of the meter starting at the new distribution panel. (See the illustration.) When choosing the Customer-Built approach, a “Make-Ready Rebate” is available.⁵ This rebate is intended to offset up to 80 percent of the costs that SCE would otherwise incur for performing the work on the customer side of the meter.



⁵ NOTE: Customer must receive approval to participate in Charge Ready Transport program prior to beginning the construction to be eligible for this rebate. The rebate will never exceed 80% of SCE's average costs or actual customer costs, whichever is lower. It may be reduced based on the count of vehicles supported at a site. Participant must use IBEW signatory labor and EVITP-certified electricians for the installation of infrastructure and follow all applicable requirements outlined in the Transportation Electrification Safety Requirements Checklist (<http://www.cpuc.ca.gov/sb350te/>) developed by the CPUC Safety and Enforcement Division.

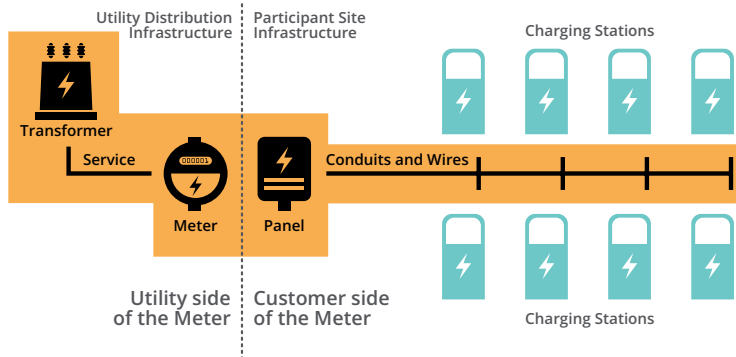
It's the Customer's Choice

Every Charge Ready Transport program customer has the choice between SCE-Built or Customer-Built.

- **SCE-Built:** SCE performs the make-ready infrastructure work to the chargers at low- to no-cost
- **Customer-Built:** Customers perform the make-ready work from the customer panel to the chargers. Those that choose this option and meet all eligibility requirements will be eligible for a Make-ready Rebate⁶

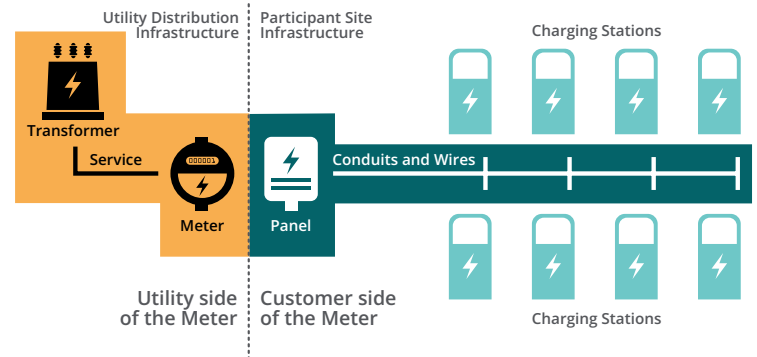
The customer chooses which option is right for their circumstances.

SCE-BUILT MAKE-READY INFRASTRUCTURE



Program covers costs associated with service drop, meter, panel and circuit dedicated to EV charging. Make-Ready ends at interconnection point with customer charging equipment providing AC service.

CUSTOMER-BUILT PORTION MAKE-READY INFRASTRUCTURE



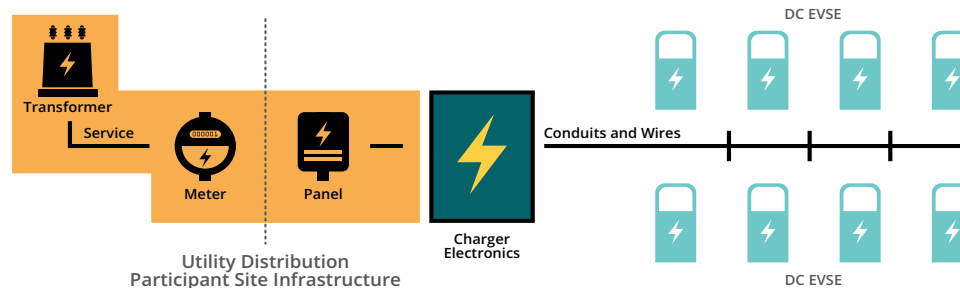
Program covers costs associated with service drop, meter, SCE infrastructure ends at interconnection point with customer provided panel. Customer will provide panel and construct all conduits and wires leading to interconnection point with charging equipment.

⁶ Customer must receive approval to participate in Charge Ready Transport program prior to beginning the construction to be eligible for this rebate.

A third scenario - Modular DC charging systems

Some customers are installing modular charging systems with a centralized power cabinet that provides power to multiple dispensers. In this case, SCE will provide power to the power cabinet (charger electronics) and the customer will be responsible for the infrastructure from the power cabinet to the dispensers. As part of SCE's utility side make-ready work, SCE will set an interval data recording (IDR) meter to capture EV charging equipment consumption data. The meter will track usage in 15-minute increments and may also be used for billing purposes.

In all scenarios, participants are responsible for the selection, purchase and installation of the EV charging equipment. EV charging equipment must be selected from **SCE's Approved Product List (APL)**.



Program covers costs associated with service drop, meter, panel and circuit dedicated to EV charging. Make-Ready ends at interconnection point with customer charging equipment providing AC service.

In all scenarios, participants are responsible for the selection, purchase and installation of the EV charging equipment. It must be selected from **SCE's Approved Product List (APL)** of EV charging equipment.

CHARGING EQUIPMENT REBATE

In addition to receiving the necessary infrastructure to support EV charging equipment, our Charge Ready Transport program also provides a Charging Equipment Rebate to certain eligible customers. This rebate is available to eligible participants in order to offset a portion of the costs associated with the purchase of the charging equipment.

The Charging Equipment Rebate is offered to:

- Those who install charging equipment at a project site that is located in a designated Disadvantaged Community (DAC) if the customer is NOT listed as a Fortune 1000 company.⁷
- Those acquiring and operating school buses or transit buses anywhere in SCE's service territory.

In all cases, to be eligible for the rebate, charging equipment must be selected from our Approved Product List, which can be found on **SCE's website**.

⁷ Per CPUC decision 18-05-040, Fortune 1000 companies located in disadvantaged areas are not eligible for the Charging Equipment Rebate. The state-authorized CalEnviroScreen designates areas as disadvantaged communities based upon economic and environmental impact.

TOGETHER WE CAN PAVE THE WAY.

SCE, OEMs and businesses can realize a cleaner, more sustainable future that benefits us all. There's never been a better time to make the move to electric. Customers that are transitioning to an electric fleet are sustainability leaders driving change to help meet the country's clean energy goals.

A member of our EV Support team can help inform decision-making and provide guidance throughout the entire fleet electrification process. We want to meet your customer's operational needs while balancing the potential impact to the grid. Today there are reliable, cost-effective options designed to reduce the overall cost of ownership and ongoing fleet operations. Go to www.sce.com/CRTform and fill out an interest form or, if your customer already has a SCE Account Manager, have them contact them directly.

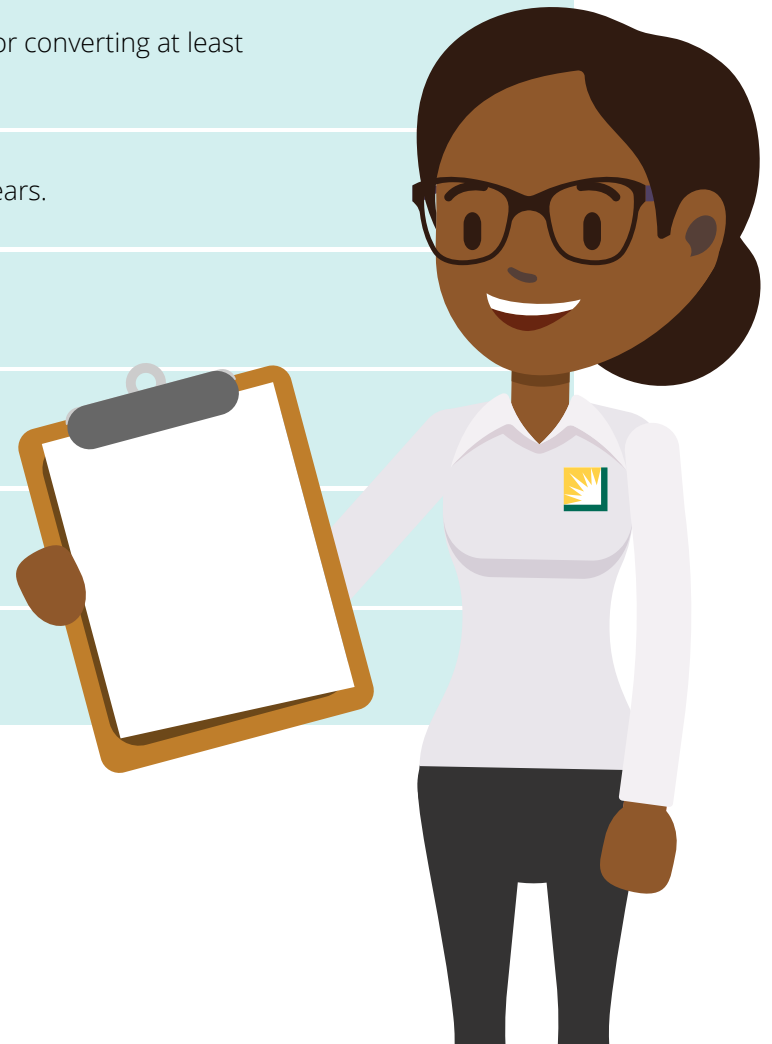


CHARGE READY TRANSPORT PROGRAM PARTICIPATION REQUIREMENTS

CHECKLIST

It's best to discuss participation requirements early on. It takes time to gather information. Learn more at sce.com/CRT.

- ☒ Be an SCE customer.
- ☒ Commit to procuring a minimum of two electric fleet vehicles or converting at least two fossil-fueled vehicles to electric.
- ☒ Provide data related to charger usage for a minimum of five years.
- ☒ Own or lease the property where chargers are installed.
- ☒ Operate and maintain chargers for a minimum of 10 years.
- ☒ Provide a property easement as needed.
- ☒ Agree to program terms and conditions.



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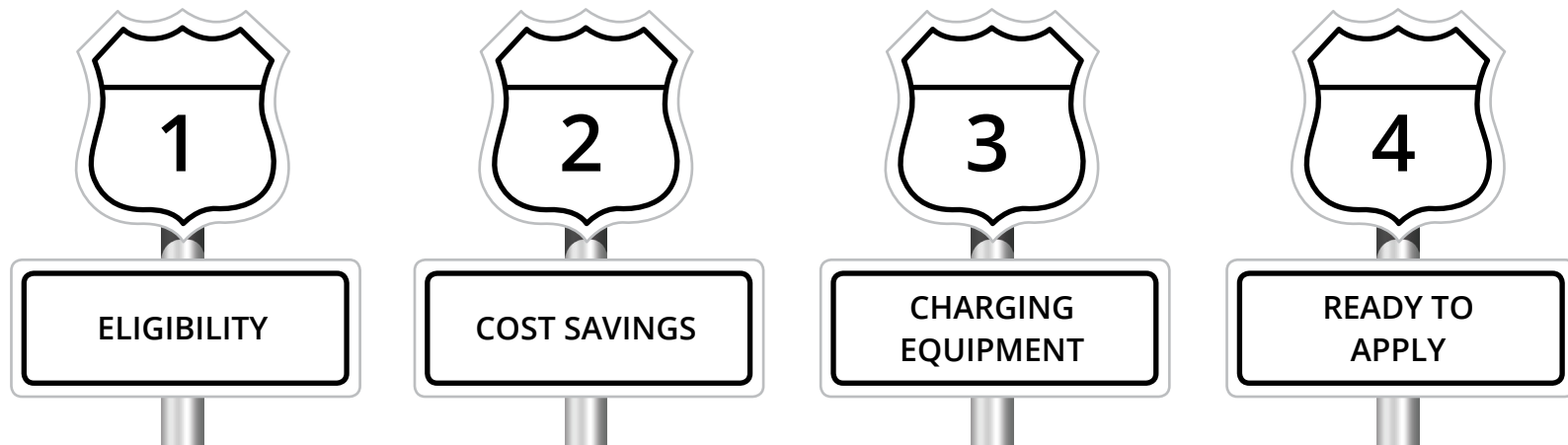
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Interested in participating?



Review the **eligibility requirements** to ensure your customer meets program requirements.

Use **SCE's Fleet Fuel Calculator** to estimate fueling cost savings

Click here for other possible funding sources.

Check here for possible **Low Carbon Fuel Standard (LCFS) credits**

Make sure the charging equipment you select is eligible for our program by selecting a charger from our **Approved Product List**.

Fill out the form on the Ready to Apply section of our website, **www.sce.com/crt**.

ENHANCE YOUR SALES PITCH

You're the expert in selling vehicles. SCE is here to help you navigate the electrification costs and process.

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To help you move your customer along
the sales pipeline we've included:

- Customer thought starters
- Compelling EV statistics
- Fuel cost comparisons
- Decision-maker motivations
- The timing and process for electrification
- Rate considerations
- Resources for additional funding and more.

CUSTOMER CONSIDERATIONS

Here are a few open-ended questions with links to helpful details. There's a lot to consider and it takes a little time. By engaging customers in the many considerations, the better prepared they'll be to decide to go electric.

EV thought starters

Did you know that SCE has a program that provides no- to low-cost infrastructure and EV charging station rebates for eligible customers with fleets deploying medium- and heavy-duty electric vehicles?

[Program overview](#) ›

Have you thought about how technology is changing the fleet space?

[EV stats](#) ›

Would you be interested in knowing potential fuel cost savings of moving your fleet to an EV fleet?

[Fleet Fuel Calculator](#) ›

Are you aware of the many advantages of moving to an electric fleet?

[Customer benefits](#) ›

What's the timing for purchase and deployment of EVs?

[Sales cycle](#) ›

Do you know what you have to pay per kWh?

[Rates](#) ›

Do you need additional resources to help you as you look into EVs?

[Resources](#) ›

What do you see as your biggest challenges in moving to an EV fleet?

[Answering objections](#) ›

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EV STATISTICS

Understand the opportunity

The transportation sector accounts for 29 percent of primary energy use in the U.S., of which 80 percent is associated with vehicles powered predominantly by gasoline or diesel.⁸

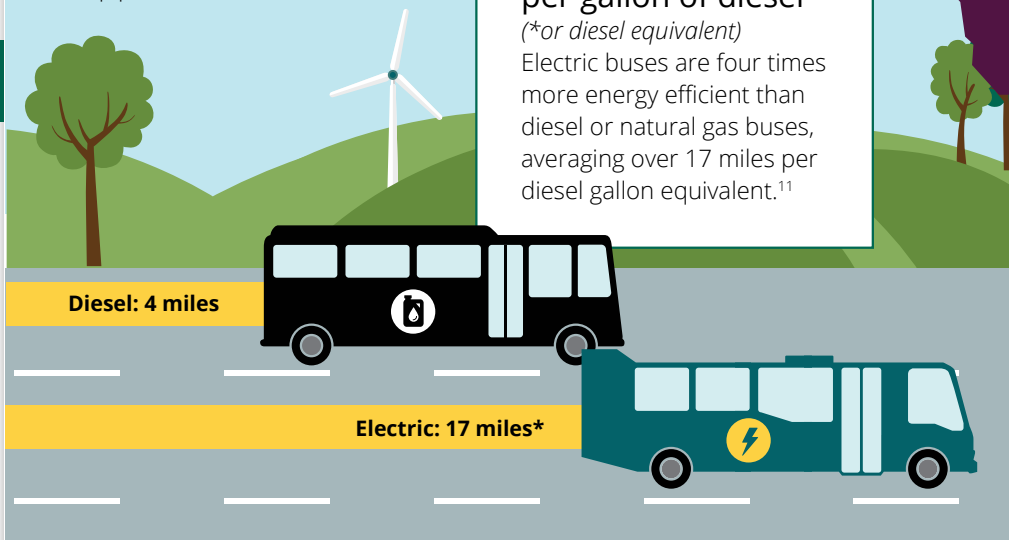
39 percent of California greenhouse gas emissions (GHG) come from the transportation sector.⁹ Most heavy-duty trucks spend one-third of their time idling and thus polluting. EVs have no tailpipe emissions in idle.

There are more than 70 different models of zero-emission vans, trucks and buses that already are commercially available from several manufacturers.

Shuttles, delivery vans and local drayage report fuel savings of 45 to 70 percent BEFORE incentives and up to 100 percent with incentives.¹⁰

Distance traveled per gallon of diesel (*or diesel equivalent)

Electric buses are four times more energy efficient than diesel or natural gas buses, averaging over 17 miles per diesel gallon equivalent.¹¹



State of California goals:

Proposed California Advanced Clean Truck legislation¹²:

- By 2030, zero-emission truck/chassis sales need to be 50 percent of class 4–8 straight trucks sales and 15 percent of all other truck sales.
- To ensure that fleets purchase available zero-emission trucks and place them in service where suitable, reporting may be required from large employers on shipments and shuttle services.
- Fleet owners of 100 or more trucks would be required to report about their existing fleet operations.

40%
reduction in
greenhouse
gases (GHG)
by 2030

50%
reduction in
petroleum
use by 2030

80%
reduction in
GHGs by
2050

⁸ <https://www.bts.gov/state-transportation-sector-energy-consumption>

⁹ The 39 percent figure represents tailpipe emissions from on-road vehicles and direct emissions from other off-road mobile sources. It does not include emissions from petroleum refineries and oil production.

¹⁰ Source: California Air Resources Board, June 2019

¹¹ Electric Buses: Clean Transportation for Healthier Neighborhoods and Cleaner Air, U.S. PIRG Education Fund, May 2018

¹² <https://www2.arb.ca.gov/resources/fact-sheets/advanced-clean-trucks-act-fact-sheet>

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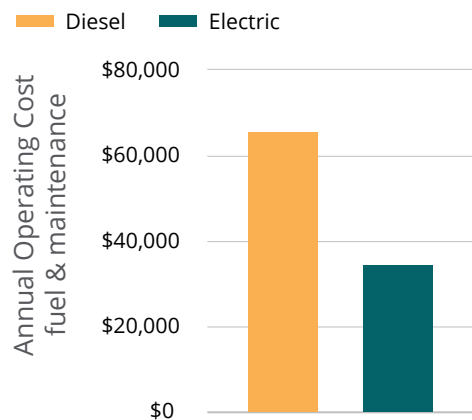
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Estimated annual operating costs,
for fuel and maintenance of
transit buses by fuel type



FUEL COST SAVING OPPORTUNITY

			
	AIRPORT SHUTTLE EV: 0.56 kWh/mile Diesel: 22mpg	PACKAGE DELIVERY EV: 1.04 kWh/mile Diesel: 10mpg	LOCAL DRAYAGE¹³ EV: 2.1 kWh/mile Diesel: 3.5mpg
BATTERY ELECTRICITY VS. DIESEL	45%	55%	70%
WITH LCFS (low carbon fuel savings)	75%	100%	100%

Note: This example is for a 12-year period and assumes an average of \$3.70/gal., about \$0.16/kWh and LCFS at \$125 per credit.

CUSTOMER CONSIDERATIONS WHEN GOING ELECTRIC

Give your buyers the confidence to take their medium- to heavy-duty fleets electric.

By participating in the SCE Charge Ready Transport program, your buyer will have lower up-front costs than non-participants. Lower up-front cost brings the total cost of ownership close to, or better than, gas or diesel.

DOES
GOING
ELECTRIC
MAKE SENSE?

Your customer must consider work routes and fuel consumption plus dwell time and location. It's crucial to understand when EVs are to be charged, as current SCE rates vary based upon time of use.

Are they looking at new vehicles or replacement vehicles? Check for the latest government regulations, as there may be requirements to move to electric soon.

How often are vehicles acquired and how long are they kept?
Are they purchased or leased?

Decide the types of vehicles needed and what types of charging stations they require.

To help determine if adding EVs to a fleet makes sense, walk your customers through existing EV fleet tools:

[Fuel Calculator >](#)

[Funding Finding Tool >](#)

Submit an interest form to get in touch with a SCE EV Support Team member who can discuss the program in detail with you and your customers:

www.sce.com/CRTform

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BENEFITS OF EV FLEET

You already know that compared to traditional vehicles, the latest EVs:

Cost a lot less for ongoing maintenance

Offer quiet rides with high-power performance

Showcase a company's commitment to environmental stewardship

Reduce air pollution

However, you might not know:

EVs help lower environmental impact and may benefit from using off-peak electricity when charging overnight.

Electric vehicles have no tailpipe emission and are fueled by SCE's grid, where 48% of the delivered electricity is estimated to be from carbon-free resources.¹⁴

Electric fleet vehicles may receive additional state and federal government funds beyond SCE's contributions and rebates.

¹⁴ **See the Edison International 2019 Sustainability Report**

CUSTOMER DECISION-MAKERS AND THEIR CONCERNS/ MOTIVATION

Sometimes it takes a village to purchase a fleet. Management, engineering, logistics, finance, government planning, and project management staff may all weigh in on the purchase decision. Here are four key players and their main decision drivers.



EXECUTIVES

Executives are concerned about their brand and how it appeals to their customers. A company whose executives embrace EVs demonstrates both environmental and technological vision and leadership.

BOTTOM LINE MOTIVATIONS

- Leadership
- Publicity
- Innovation



FLEET OPERATORS

As OEMs know, fleet operators are always concerned about vehicle performance and meeting their specifications. But when it comes to considering EVs, one of the biggest barriers is range concerns. A clear understanding of the duty-cycle needed, prior to EV purchase, goes a long way to alleviate those concerns. Furthermore, it's essential to review available charge time, primarily because the customer's electric rates vary based upon time of use.

BOTTOM LINE MOTIVATIONS

- Vehicle uptime
- Lower maintenance
- Performance
- Operating cost



FINANCE LEADERS

Finance leaders are all about the bottom line. They care about the cost savings of electricity over gas and diesel fuel, lower maintenance costs for EVs than traditional vehicles and how long it takes to recoup their investment. By building no- to low-cost infrastructure at customer depots, the SCE Charge Ready Transport program can be an excellent incentive for the finance team to approve this move now.

BOTTOM LINE MOTIVATIONS

- Cost savings
- Total cost of ownership
- Payback period of investment



SUSTAINABILITY MANAGERS

These managers are focused on meeting the legal mandates for their industries and finding ways to lessen their company's impact on the environment. Electric vehicles lower their company's carbon footprint, reduce the strain on the electric grid with managed charging and provide cleaner air.

BOTTOM LINE MOTIVATIONS

- Environmental benefits
- Company sustainability goals
- Regulatory requirements

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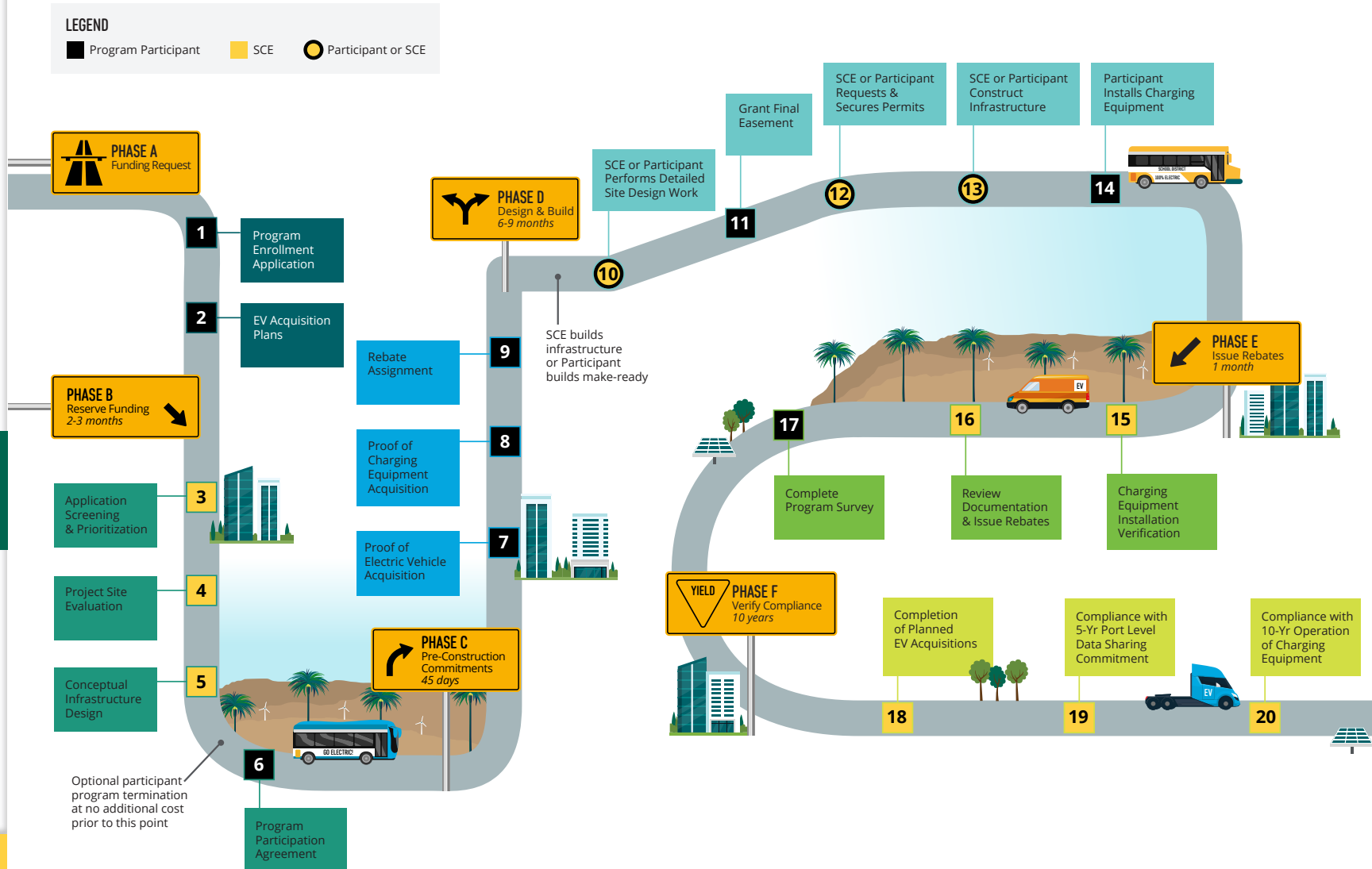
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SCE Charge Ready Transport Electrification Process



ELECTRIC RATE CONSIDERATIONS

For an EV fleet operator, electricity becomes the “fuel,” and the electric bill becomes the fuel bill. However, unlike gasoline and diesel, electricity costs have multiple components.

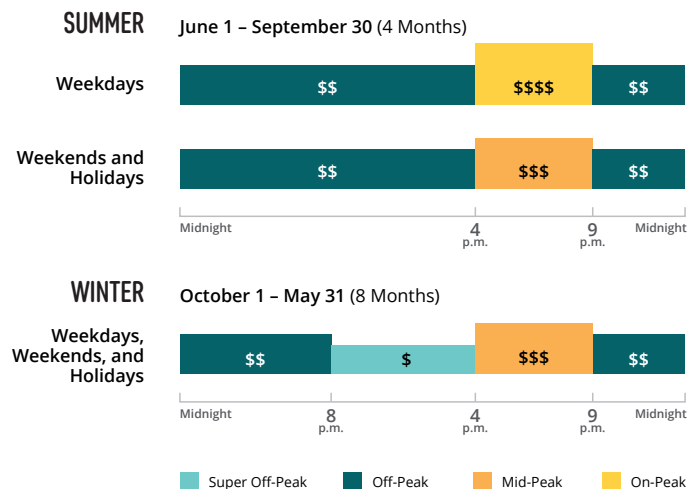
The CPUC mandated utilities move to time-of-use (TOU) rate plans to encourage efficient use of energy during periods of peak demand, when the energy grid is tasked the most. In 2019, SCE released new TOU rates explicitly designed for EV fleets; TOU-EV-7, TOU-EV-8 and TOU-EV-9, which we'll refer to as EV-7, EV-8 and EV-9 in the rest of this sales guide.

The three rates, EV-7, EV-8, and EV-9, have the same rate structure but apply to different fleet sizes. EV-7 is for EV fleets with less than 20kw peak demand. EV-8 is for fleets between 20kw to 500kw peak demand. EV-9 is for fleets with a peak demand above 500kw.

Our TOU EV rates vary according to the time of day, season, and day type (weekday or weekend/holiday). Because of TOU rates, the time of day when vehicles are charged affects the cost of running the fleet. When possible, fleet managers should plan to charge as much as possible during off-peak times outside of the 4pm-9pm on-peak time period.

To encourage EV adoption, our new commercial EV rates have zero demand charges through 2024. After that time, demand charges phase back in over the following five years. This was designed to simplify the billing while customers deploy their initial fleets and experiment with different charging strategies to keep demand charges to a minimum. New technologies are also coming to market, which will help fleets manage their vehicle charging demand.






STANDARD TIME-OF-USE (TOU) PERIODS



Holidays are New Year's Day, President's Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, and Christmas. When any holiday falls on a Sunday, the following Monday will be recognized as a holiday. However, no change will be made for holidays falling on a Saturday.

ANSWERING OBJECTIONS

As with any undertaking that requires a large financial and resource commitment, there are concerns and objections to moving to an EV fleet. These are the most common objections we hear, broken down into four categories, with some facts and ideas on how to respond:

GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
I don't want electric vehicles in my fleet. 			
<ul style="list-style-type: none"> • The transportation sector is the most significant contributor to greenhouse gases. • EVs are the future for California fleets. • There will be over 5 million zero-emission vehicles on the road in California by 2030. <p>The California Air Resources Board (CARB) has implemented or is planning to implement zero-emission requirements for trucks, transit buses, airport shuttles, transportation refrigeration units, and other vehicle classes.</p>			
I need to operate my fleet. What happens if the grid goes down? 			
Is there enough power for all of these electric vehicles? 			
Will EVs be here in the long term? 			
What happens if the vehicles arrive before installation? 			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
I don't want electric vehicles in my fleet.			
I need to operate my fleet. What happens if the grid goes down?			
<ul style="list-style-type: none"> • Infrastructure and system hardening investments have significantly improved the electric grid, making it highly reliable today. • SCE is continually improving reliability with new technology implementation and programs targeting poorly performing areas. • SCE can work with you to incorporate back-up battery storage, solar, etc. However, these will need to be separately metered from the EV charging equipment. • Fleets can implement emergency preparedness solutions into their operations. 			
Is there enough power for all of these electric vehicles?			
Will EVs be here in the long term?			
What happens if the vehicles arrive before installation?			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
I don't want electric vehicles in my fleet.			▼
I need to operate my fleet. What happens if the grid goes down?			▼
Is there enough power for all of these electric vehicles?			▲
<ul style="list-style-type: none"> With the wide adoption of renewable generation, there is plenty of power to support all of California's EV goals. 			
Will EVs be here in the long term?			▼
What happens if the vehicles arrive before installation?			▼

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
I don't want electric vehicles in my fleet.			▼
I need to operate my fleet. What happens if the grid goes down?			▼
Is there enough power for all of these electric vehicles?			▼
Will EVs be here in the long term? <ul style="list-style-type: none"> The California Legislature is placing increased emphasis on reducing emissions. One assemblyman even introduced a bill to ban gas-powered cars. EVs are the direction California is headed. Governor Edmund G. Brown Jr. Executive Order B-48-18 called for 5 million electric vehicles in California by 2030. To promote this, he budgeted \$235 million for zero-emission vehicle infrastructure and an additional \$17.5 million for advanced freight and fleet technologies. 			▲
What happens if the vehicles arrive before installation?			▼

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
I don't want electric vehicles in my fleet.			▼
I need to operate my fleet. What happens if the grid goes down?			▼
Is there enough power for all of these electric vehicles?			▼
Will EVs be here in the long term?			▼
What happens if the vehicles arrive before installation? <ul style="list-style-type: none"> The program is designed for SCE involvement in the early stages of decision-making to avoid this specific occurrence. Should vehicles arrive before electrification, you will need to find an alternative location for charging your vehicles. 			▲

ANSWERING OBJECTIONS

As with any undertaking that requires a large financial and resource commitment, there are concerns and objections to moving to an EV fleet. These are the most common objections we hear, broken down into four categories, with some facts and ideas on how to respond:

GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
Where I park my fleet today is not near any electric service.			
<ul style="list-style-type: none">The program provides new service near your fleet for installing charging equipment.			
I have concerns about easements.			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
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Where I park my fleet today is not near any electric service.



I have concerns about easements.



- The easement allows SCE to maintain the infrastructure on your property.
- This easement is similar to ones that may already be in place for a SCE transformer if there is one on your property.
- Easements are very common for utilities and should not be a cause for concern. The easement allows SCE to maintain, upgrade and be on-site quickly should there be any reliability issues.
- Applicants can choose a Customer-Built option for on-site construction that can reduce or eliminate the need for an SCE easement on the customer side of the meter. An easement will still be needed for the utility side of the meter.

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What will it cost to fuel my new EV fleet? 			
<ul style="list-style-type: none">• The SCE Fleet Fuel Calculator is available to compare EV fleet rates to diesel fleets.• Demand charges, that could hinder EV adoption, have been suspended through 2024 for SCE's new commercial EV rates. They will be phased back in after 2024 over the subsequent five years.• To qualify for the EV rate, EVs need to be on a separate SCE meter that only serves the EVs.			
The expense (installation and ongoing maintenance) is too much. 			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What will it cost to fuel my new EV fleet? 			
<p>The expense (installation and ongoing maintenance) is too much. </p> <ul style="list-style-type: none"> Currently, there is little to NO COST for the utility-side make-ready infrastructure from SCE's distribution system to the distribution panel installed to support EV charging. SCE pays for designing, procuring, installing and maintaining the necessary infrastructure. The Charge Ready Transport program also will cover costs on the customer side of the make-ready infrastructure associated with the distribution panel and up to the first point of interconnection with the EV charging equipment. If customers choose to design, procure, install and maintain the customer-side make-ready infrastructure themselves, and if they meet all other program requirements, they will be eligible for the Make-Ready Rebate. Transit agencies, school buses and many facilities in disadvantaged communities may qualify for rebates that can offset up to 50 percent of the charging station cost. Even if you are not a transit or school agency, you can look up your site by zip code here to see if it qualifies by being located in a disadvantaged community (only available to customers not on the Fortune 1000 list). The benefits in property value and perception of your brand will continue for years to come. Walk the customer through the tools by going to fuel calculator and funding finder. 			

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ANSWERING OBJECTIONS

As with any undertaking that requires a large financial and resource commitment, there are concerns and objections to moving to an EV fleet. These are the most common objections we hear, broken down into four categories, with some facts and ideas on how to respond:

GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What type of electric service customers can participate?			
<ul style="list-style-type: none">All commercial customers procuring or converting eligible electric vehicles can apply, including Community Choice Aggregation (CCA) and Direct Access (DA) customers.			
What vehicle types qualify for the program?			
What charging equipment is approved for the program?			
Are there any limitations on rebates, sites or customers?			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What type of electric service customers can participate?			
What vehicle types qualify for the program?			
Eligible vehicle and transport equipment types are classified into nine (9) sectors supporting both on-road and non-road applications. These include:		Program eligible vehicles include any commercial plug-in EV approved by SCE for use in any of the sectors outlined on the left and:	
<ul style="list-style-type: none">• Medium-duty vehicles• Heavy-duty vehicles• Transit buses• School buses• Forklifts• Airport ground support equipment• Port cargo trucks• Transport Refrigeration Units (TRUs).		<ul style="list-style-type: none">• For on-road vehicles, those with a gross vehicle weight exceeding 6,000 pounds (class 2 – 8)• For non-road vehicles, no specific weight class applies.	
What charging equipment is approved for the program?			
Are there any limitations on rebates, sites or customers?			

ANSWERING OBJECTIONS

As with any undertaking that requires a large financial and resource commitment, there are concerns and objections to moving to an EV fleet. These are the most common objections we hear, broken down into four categories, with some facts and ideas on how to respond:

GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What type of electric service customers can participate?			▼
What vehicle types qualify for the program?			▼
What charging equipment is approved for the program?			▲
<ul style="list-style-type: none"> View a list of approved charging equipment here. For off-road equipment such as forklifts and TRUs where standards are not in place, several charger manufacturers and models are listed. However, these are not eligible for charging equipment rebates. 			
Are there any limitations on rebates, sites or customers?			▼

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
What type of electric service customers can participate?			▼
What vehicle types qualify for the program?			▼
What charging equipment is approved for the program?			▼
Are there any limitations on rebates, sites or customers?			▲
<ul style="list-style-type: none"> Make-Ready rebates will not exceed 80% of average SCE costs or actual customer costs, whichever is lower and will be based on the number of vehicles supported by the site. Participant must use IBEW-signatory labor and EVITP-certified electricians for the installation of infrastructure and follow all applicable requirements outlined in the Transportation Electrification Safety Requirements Checklist developed by the CPUC Safety and Enforcement Division. EVSE rebates are paid up to 50% of the cost of the charging station subject to a maximum rebate based on power level. See APL for special rebate rules related to Modular DC systems. EVSE rebates are only available to customers operating electric transit or school buses or sites located in designated disadvantaged communities. Fortune 1000 companies do not qualify for charging station rebates even if the site is in a disadvantaged community. Not all applications will be accepted. If the cost of the project exceeds our budget thresholds, the application may not be accepted. The program is on a first-come, first-served basis. Funds will not be reserved. The program has guidance for a mixture of targeted vehicles to be supported. 			

ANSWERING OBJECTIONS

As with any undertaking that requires a large financial and resource commitment, there are concerns and objections to moving to an EV fleet. These are the most common objections we hear, broken down into four categories, with some facts and ideas on how to respond:

GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
How can I tell if I'm located in a disadvantaged community to see about charging station rebates?			
<ul style="list-style-type: none"> The state-authorized CalEnviroScreen designates areas as disadvantaged communities based upon economic and environmental impact. You can see if your site is in a disadvantaged area by inputting your address here. Per CPUC decision 18-05-040, Fortune 1000 companies located in disadvantaged areas are not eligible for the electric vehicle service equipment (EVSE) rebate. 			
What are the terms and conditions?			
What if something happens where I can't adhere to the 10-year commitment?			

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
How can I tell if I'm located in a disadvantaged community to see about charging station rebates?			▼
What are the terms and conditions?			▲
<ul style="list-style-type: none"> Download program terms and conditions here. You and your legal counsel may review the terms and conditions in detail. 			
What if something happens where I can't adhere to the 10-year commitment?			▼

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GENERAL	LOCATION	COSTS	PROGRAM SPECIFIC
How can I tell if I'm located in a disadvantaged community to see about charging station rebates?			✓
What are the terms and conditions?			✓
What if something happens where I can't adhere to the 10-year commitment?			^
<ul style="list-style-type: none">The cost of the construction will be prorated over 10 years, and you will be responsible for repaying the cost of any of the remaining years under 10.			

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How do I apply?

- If you don't yet have an Account Manager assigned, [start here](#). Note: OEMs can fill out this form for their customers.

Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

Is there a requirement for the minimum or maximum number of charging stations per site?

Which stakeholders should be involved in program discussions?

Why should customers apply for the Charge Ready Transport program?

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How do I apply?

Do any of the state rebates work with the Charge Ready Transport program?

- Yes, several state rebate programs are fully stackable with the program. Go to the [funding tool](#).

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

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Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

- For on-road vehicles, the [APL](#) contains a number of Level 2 (AC) and DC fast chargers. The program will accept a variety of charger installation configurations based on the participants' charging needs. See the list of qualified charging stations and power range levels to choose from [here](#).

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

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How do I apply?

Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

- As often is the case, California is leading the country in developing green programs, and SCE's Charge Ready Transport program is no exception. There are similar approved programs from PG&E and SDG&E.

Is there a requirement for the minimum or maximum number of charging stations per site?

Which stakeholders should be involved in program discussions?

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Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

Is there a requirement for the minimum or maximum number of charging stations per site?

- Per the CPUC decision requirement, the customer must have a purchase order for a minimum of two medium- or heavy-duty EVs. Having a bigger site would be advantageous from a program cost and vehicle target perspective. Therefore, we would prefer more significant sites where possible. There is technically no maximum, but SCE may limit a site based on overall cost or site power capacity.

Which stakeholders should be involved in program discussions?

Why should customers apply for the Charge Ready Transport program?

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How do I apply?

Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

Is there a requirement for the minimum or maximum number of charging stations per site?

Which stakeholders should be involved in program discussions?

- OEMs and their customers should involve all necessary stakeholders throughout the process so fleet electrification infrastructure is planned for and executed in a timely manner. Sustainability leads, finance leads, transportation/fleet operation leads and senior executives within a customer's organization are all key stakeholders. They may weigh in on the project scope, cost of EVs and associated charging infrastructure and project progress. Conversations with those decision-makers early and throughout the process are helpful for timely program implementation.

Why should customers apply for the Charge Ready Transport program?

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Do any of the state rebates work with the Charge Ready Transport program?

What type of chargers are part of the program?

How does SCE's Charge Ready Transport program compare with other similar programs in the country?

Is there a requirement for the minimum or maximum number of charging stations per site?

Which stakeholders should be involved in program discussions?

Why should customers apply for the Charge Ready Transport program?

There are many benefits for customers who operate fleets to participate in SCE's Charge Ready Transport program:

- The Charge Ready Transport program builds charging infrastructure for EV fleets at no-to-low cost. This includes design, permitting and construction from the distribution power pole, electrical panel, and meter to the first point of interconnection with the EV charging equipment.
- If customers choose to design, procure, install and maintain the customer-side make-ready infrastructure themselves, and if they meet all other program requirements, they will be eligible for the Make-Ready Rebate for up to 80% of SCE's costs to build.¹⁵
- For many projects in disadvantaged communities and/or for public transit and school buses, SCE offers a Charging Equipment rebate as well.¹⁶
- It's a limited-time offer (ending 2024), and program participation is subject to availability of funds; hence, all customers should aim to apply as early as possible.

¹⁵ 80 percent of your SCE-approved cost or 80 percent of SCE's average cost, whichever is lower. Participant must use IBEW signatory labor and EVITP-certified electricians for the installation of infrastructure and follow all applicable requirements outlined in the Transportation Electrification Safety Requirements Checklist (<http://www.cpuc.ca.gov/sb350te/>) developed by the CPUC Safety and Enforcement Division.

¹⁶ Equipment must be on the program-approved list for vehicle sectors where standards exist. However, for vehicle sectors where standards have not been established, the program allows participants to purchase non-standard charging for which they will not receive a rebate. Customers on the Fortune 1000 list, even if located in a disadvantaged community, are not eligible for the Charging Equipment rebate.

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OEM RESOURCES

Helpful links for you and your customers

At the **SCE Charge Ready Transport website** you'll find a number of tools to help you and your customers including:

- › **Program overview video**
- › **Charge Ready Transport Fact Sheet**
- › **Fleet Electrification & Infrastructure Guidebook**
- › **Fleet Fuel Calculator**
- › **Approved charging stations**
- › **Additional funding sources**
- › **Disadvantaged community locator**

PROGRAM APPLICATION PREPARATION

Submit an interest form to get in touch with a SCE EV Support Team member who can discuss the program in detail:
www.sce.com/CRTform

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Charge rate

The rate at which a battery can charge, measured in kilowatts (kW).

Charging window

The period of time in your fleet's duty cycle when vehicles can charge, measured in hours.

CPUC

California Public Utilities Commission. The California Public Utilities Commission performs regulatory oversight for California utilities, including SCE.

Disadvantaged communities (DAC)

Disadvantaged communities are defined as the top 25 percent of communities in SCE's service area that are disproportionately burdened by environmental and economic factors, as defined by the by the California Environmental Protection Agency's **CalEnviroScreen**.

Duty cycle

The hours per day or proportion of time that a vehicle is operated per day

EVSE

Electric vehicle supply equipment used for charging EVs. EVSE comprises the conductors (including

the ungrounded, grounded and equipment grounding conductors), the electric vehicle connectors, attachment plugs and all other fittings, devices, power outlets or apparatuses installed specifically for the purpose of delivering energy from the premises' wiring to the electric vehicle. EVSE also includes software and communications devices necessary to network-enable the EVSE.

kWh

Kilowatt-hour, the unit of measure for electrical energy.

Load profile

The amount of power that a fleet requires on an hourly basis over the course of a day.

Make-ready Infrastructure

This refers to the infrastructure from the transmission line to the EV chargers. Traditionally, a utility only provides infrastructure to the customer meter. For SCE Charge Ready Transport program participants, SCE will cover the costs for installation beyond the meter, including the panel, wires and conduits all, all the way to the chargers.

We hope this document has been helpful to you. Remember, SCE is here to help you educate customers about EV Fleet vehicles.

- Consult with SCE early to identify the best solution for your customer's needs.
- Vehicle and charging needs will drive site design and electrical requirements.
- The SCE EV Support Team is here to lend their expertise and can help with:
 - Charging equipment necessary to meet vehicle requirements.
 - Reviewing logistical considerations.
 - Site design, permitting and construction execution.
 - Identifying additional sources for EV fleet financing.

By partnering with you and your team, SCE can make the electrification process move as quickly and smoothly as possible.