

# TRANSPORTATION ELECTRIFICATION

Let your fleet drive clean power and lower operating costs for your business.

California's goals to reduce greenhouse gas (GHG) emissions are some of the most ambitious in the world. Southern California Edison (SCE) and other utilities operating in the state are playing a proactive part in this significant reduction effort, supporting cleaner generation of electricity through increased use of renewable energy and encouraging greater adoption of Transportation Electrification (TE).

This fact sheet provides key considerations if you are thinking about TE for your fleet of light-, medium-, or heavy-duty vehicles, either on-road or off-road.



## The business case for fleet conversion: Is TE right for you?

1. **Evaluate your existing fleet:** Understand the vehicles' work and routes (duty cycle), dwell time, and dwell location, together with fuel consumption. Ideally, you already have access to telematics, daily odometer or daily hour meter readings to gather the data. Dwell time and dwell locations, including overnight parking locations, are particularly important for most electric vehicles (EVs) because they will provide charging opportunities.
2. **Evaluate your existing charging infrastructure:** If you have already deployed charging stations at your site, for example for guest or employee use, determine when the stations are not in use and could be available for charging your future fleet of EVs.
3. **Define replacement and incremental needs:** Determine if you will replace existing vehicles or acquire additional EVs to expand your fleet. Also, make sure to review current and upcoming regulation that may require you to adopt TE.
4. **Research your options:** Identify EVs that may match your needs. Several websites offer tools to help identify the right vehicles for your application, including the **Alternative Fuels Data Center** or the **Sierra Club**. Also, decide how many additional charging stations you will need. For additional information, please review our Charging Infrastructure fact sheet.
5. **Research deployment and operating costs:** For those EV models that match your needs, develop estimates for acquisition and operating costs.

For More Information  
[sce.com/TE](https://www.sce.com/TE)

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6. **Identify available financial incentives:** Government-backed programs may be available to mitigate the cost of acquiring EVs and deploying charging equipment. Visit the **Alternative Fuels Data Center** for further information.
7. **Quantify and evaluate conversion options:** With the information garnered through the previous steps, you are now able to review your options. Be sure to evaluate the total cost of ownership, including vehicle and charging station deployment costs and resale value. Consider using a fleet conversion tool such as **Argone's AFLEET tool** or **EPRI's Lift Truck Cost Calculator**.
8. **Develop conversion recommendations:** As you decide if TE makes financial sense for your fleet, consider other benefits provided by EVs. In particular, electric fuel costs tend to be more stable and predictable. Also, electricity is readily available at your site and does not require supply or inventory management, unlike other fuels. TE improves air quality for your employees and neighbors by reducing significantly greenhouse gas and pollutant emissions; it also provides a quieter environment for your operations. Finally, TE may help you comply with current or upcoming regulation and may align with corporate citizenship efforts, including achieving sustainability goals.

### Leverage the expertise available to you.

1. **SCE:** We have several **rate plans** tailored to EV charging. We can help you estimate your electric fueling costs and identify the most cost-effective rate plan for your needs. We will also evaluate the current utility infrastructure serving your site and determine if any upgrades are necessary to serve charging equipment. Please contact your SCE Account Manager or call **1-800-990-7788** for more information.
2. **Fleet management consultants:** Several organizations may assist you in developing your fleet evaluation and may provide telematics technology, conversion simulation tools, and other analytics. We do not endorse any particular organizations, products, or services.

### We're here as your trusted energy provider.

As your energy provider, we are here to support your TE plans and clean energy goals. We encourage you to contact us early in your process to discuss converting your organization's fleet to TE.

**Have questions or want to discuss your TE plans?**  
**Please call your SCE Account Manager or 1-800-990-7788.**  
**Or for more information, visit [sce.com/TE](http://sce.com/TE).**

Please note that your actual energy costs may vary depending on your electric rate schedule, your energy usage pattern, operating hours, and service voltage. Businesses interested in setting up EV-charging services should understand the legal, regulatory, and other requirements that may be involved. We cannot advise customers on pricing or other aspects of a business establishing EV-charging services.