

An aerial photograph of a winding road through a dense forest. The road is illuminated with bright green light trails, suggesting motion or a digital overlay. Three cars are visible on the road, also appearing to be part of the digital overlay. The road curves from the bottom right towards the top right. To the left of the road is a large body of water, possibly a lake or a wide river, with a dark blue-green hue. The overall scene is dark, with the green light trails providing a strong contrast.

GEOTAB®

# Geotab EV Solutions Overview

# About this document

This deck is a one-stop overview guide to all of Geotab's EV products and solutions.

For each product/solution, you will find the main features and the value they bring to the customer.

The deck is intended to be used in full to go over the entire EV portfolio, or in part according to the interests of the target customer.

# Revision History

Date	Name	Revision	Revision Notes
Nov. 6, 2020	Hani Hawari and Loreta Chan	1.0	Initial release

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# Geotab is the global leader in EV telematics, supporting fleets from 0% to 100% electric



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Go Electric – EVSA



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3

Scale Electric – Load Management Integrations

0%  
electric

100%  
electric



# Largest EV telematics support in the industry

- EV data access is not easy – no mandatory standards
  - Geotab EV team has 10+ years experience in supporting EV data
  - Accelerating support as new EV makes/models become available
- Broad support ensures report completeness as fleets acquire new EV models
- Answer more operational questions with our comprehensive EV data coverage

**Broad EV make/model support is an imperative foundation to manage EV fleets effectively**

Total Full EV Support (G09)	200
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# Go Electric: EV Suitability Assessment

Geotab is a single fleet electrification partner to **guide EV procurement planning** and a **full fleet management platform for successful EV adoption.**



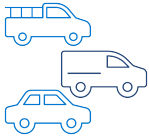
# Going Electric

Fleets at any stage of their electrification journey likely have questions when considering to add more EVs to their fleet:



## Performance Requirements

- Will an EV be able to perform the required tasks in my fleet?
- Will the EV meet my drivers' range requirements?
- Will the battery still perform in extreme weather conditions?



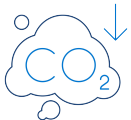
## Vehicle Selection

- Which model of vehicle is best for each vehicle class I have?
- Which vehicles are the best candidates for replacement by EVs?



## Return on Investment

- What will the impact of EVs be on my fleet's operational budget?



## Environmental Impact

- By how much will my fleet's carbon emissions go down?

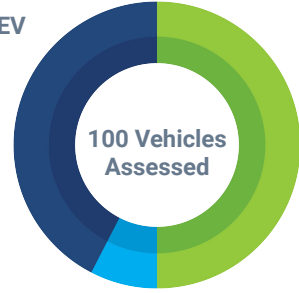


# What is the EVSA?

## Electric Vehicle Suitability Assessment

An EV procurement recommendation tool for *any* fleet seeking to go electric

Plug-in Hybrid EV  
(PHEV) 40



Battery EV  
(BEV) 50

No EV Fit 10

## Data-driven recommendations using Geotab telematics driving profiles

Best fit electric vehicles to replace current vehicles in your fleet



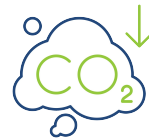
Recommended electric vehicles are guaranteed to meet your fleet vehicles' daily range requirements

Lifetime cost savings based on our recommendations



We only recommend electric vehicles that save you more when compared with procuring non-electric vehicles for your fleet

Estimated reduction in fuel consumption and carbon emission



We compute reasonable estimates for your reduced carbon footprint should you decide to go electric

# Personal fleet electrification plan



Which vehicles can be replaced by range-capable EVs?



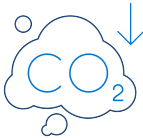
Maximum daily driven distance



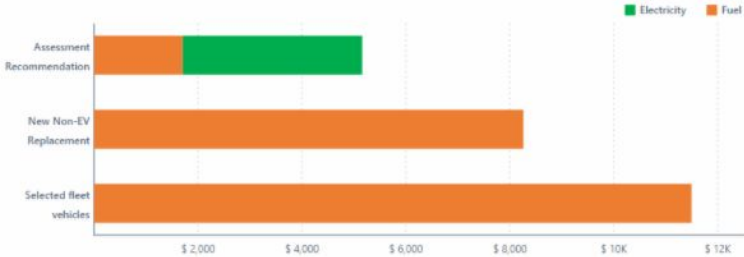
Range of recommended EV



What are my cost savings?



How much can I reduce my fleet's carbon emissions?



# How does it work?

~5 min to launch an analysis  
~60 min to compute



Select your fleet vehicles to assess, the EVs to consider, and cost defaults



EVSA analyzes your fleets' telematics historical data



The assessment pinpoints the vehicles in your fleet suitable for EV replacement

Use telematics from **current and upcoming** vehicles (gas, diesel, hybrid) to identify which are best suited for EV replacement

# How can I get it?



- Geotab Marketplace add-in
- No additional cost
- Available on all plans

 [Get it on Marketplace](#)

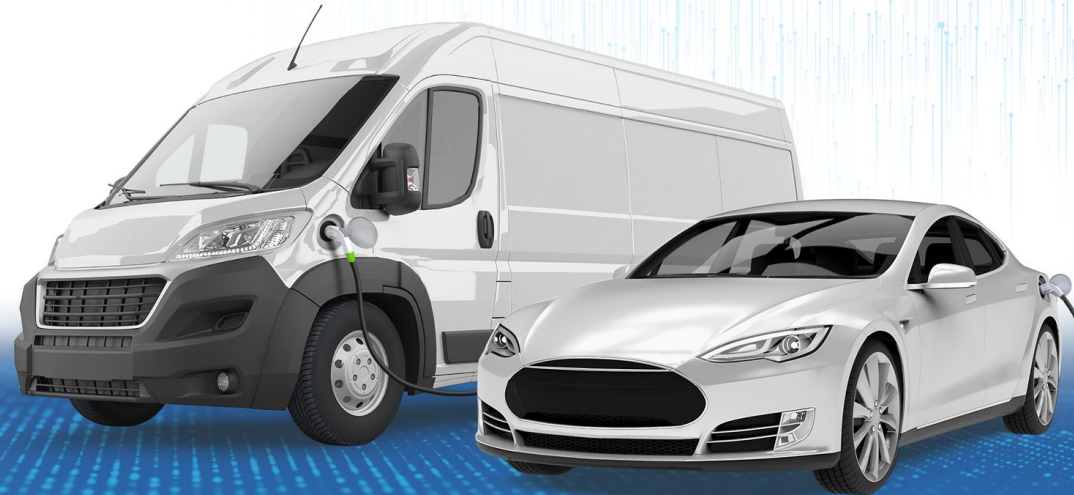
# Operate Electric

Geotab is a full fleet management platform supporting successful EV adoption from 0-100% electric, with the **largest set of EV models and data points.**



Trust **Geotab's EV advantage** to provide a 24/7 real-time view of EVs in your fleet, answering more of your EV questions:

- Will I lose productivity/time as a result of charging activity?
- How do I know if my EV has enough charge to complete its daily route?
- How are my EVs performing?
- What range are they getting?
- Are my PHEVs being plugged in?

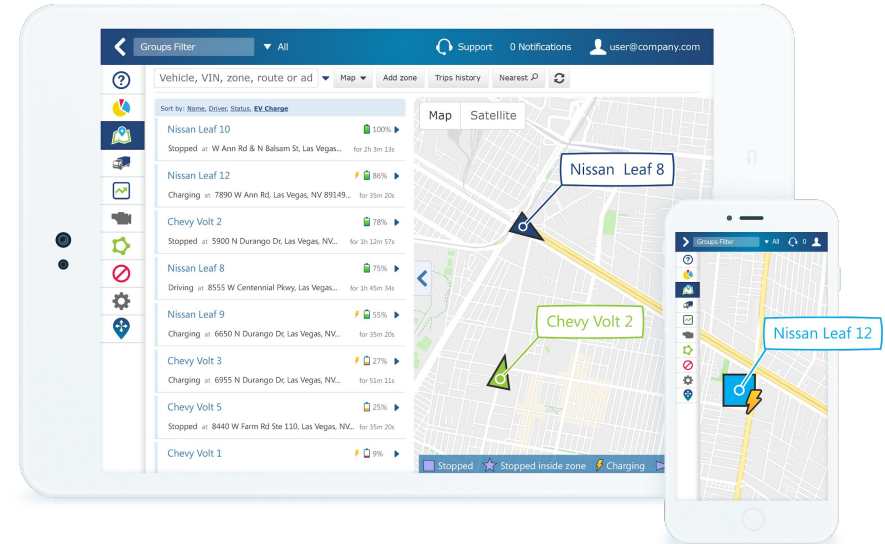


# Proactively manage your EVs

Access real-time charging statuses and create notifications to optimize your fleet's productivity

## Real-time charging activity: Map

- Get up-to-the-minute charging statuses for all EVs.
- Quickly identify if alternate vehicles with enough charge need to be dispatched to get the job done.
- See which EVs should be charging and aren't.



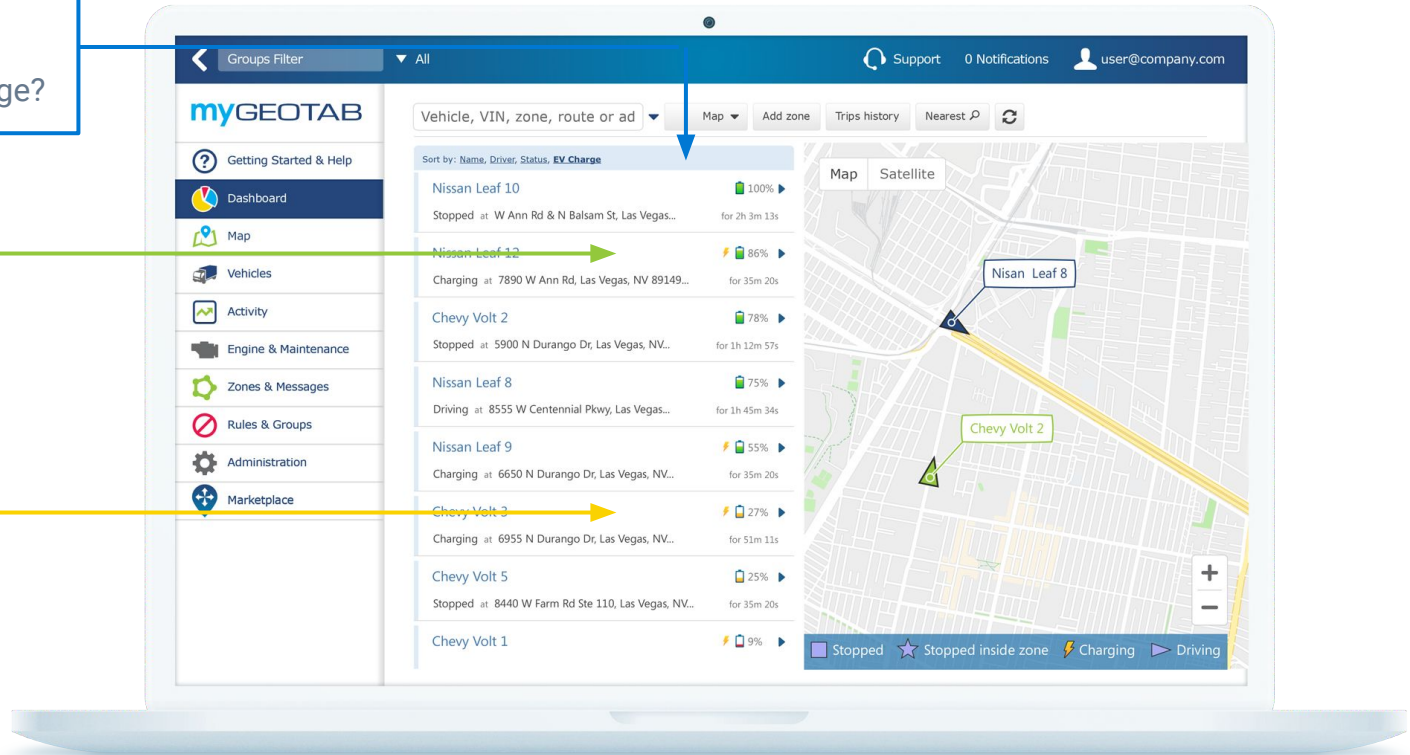
# Proactively manage your EVs: Real-time charging status

Sort to prioritize:

Who needs to charge?  
Who has the most range?

Enough range for  
next trip

Needs to charge



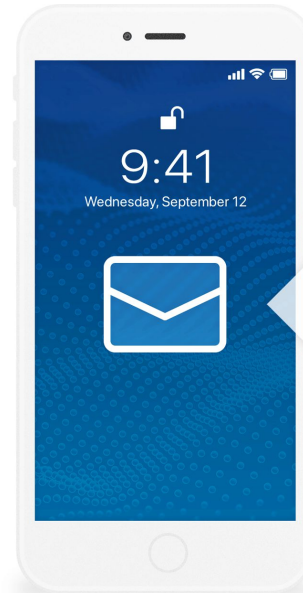


# Proactively manage your EVs: Notifications

Access real-time charging statuses and create notifications to optimize your fleet's productivity

## Notifications

- **Low charge:** Receive notifications when an EV battery reaches critical level while on the road.
- **Not charging:** Find out when EVs aren't charging as expected to avoid costly downtime.
- **Done charging:** Know when EV charging is complete and a spot is available for another EV to plug in.



MAIL

now

MyGeotab

EV Delivery 1778 has arrived in Station 12

EV Delivery 1778 has arrived in Station - 12 and needs to charge: battery charge is 12%

1 more notifications

# Charging history: EV Charging report

The screenshot shows the MyGeotab EV Charging report interface. The top navigation bar includes a 'Groups Filter' dropdown set to 'All', 'Support', '0 Notifications', and a user profile 'user@company.com'. Below the navigation bar, there are controls for 'Options', 'Sort by: Vehicle', 'Fuel and EV Energy Usage', and 'View'. The main heading is 'EV Charging' with a 'List limited' button and a question mark icon. On the right, it says 'Total items: 17'. A sidebar on the left contains various icons, with a callout box 'Where?' pointing to the location pin icon. The main content area displays a table for 'Fleet Vehicle 12' with five charging events. A callout box 'How much energy' points to the '9.6 kWh' value in the first row. Another callout box 'What happened?' points to the location pin icon in the first row.

Fleet Vehicle 12				
07/14/20 10:45:09 - 14:32:22 (3h 47m 12s) 2440 Winston Park Drz, Oakville ON L6H 7V2 Canada	29% - 100%	158 MPG-e (US)	▲ 9.6 kWh	📍
07/14/20 11:24:04 - 14:11:34 (2h 47m 30s) 2440 Winston Park Drz, Oakville ON L6H 7V2 Canada	29% - 99%	118 MPG-e (US)	▲ 6.2 kWh	📍
07/15/20 08:27:01 - 10:47:40 (2h 20m 39s) 2440 Winston Park Drz, Oakville ON L6H 7V2 Canada	40% - 99%	129 MPG-e (US)	▲ 4.9 kWh	📍
07/16/20 08:14:57 - 10:33:52 (2h 18m 55s) 2440 Winston Park Drz, Oakville ON L6H 7V2 Canada	40% - 98%	130MPG-e (US)	▲ 4.8 kWh	📍
07/17/20 08:17:27 - 10:56:32 (2h 39m 5s) 2440 Winston Park Drz, Oakville ON L6H 7V2 Canada	30% - 98%	121 MPG-e (US)	▲ 7.9 kWh	📍

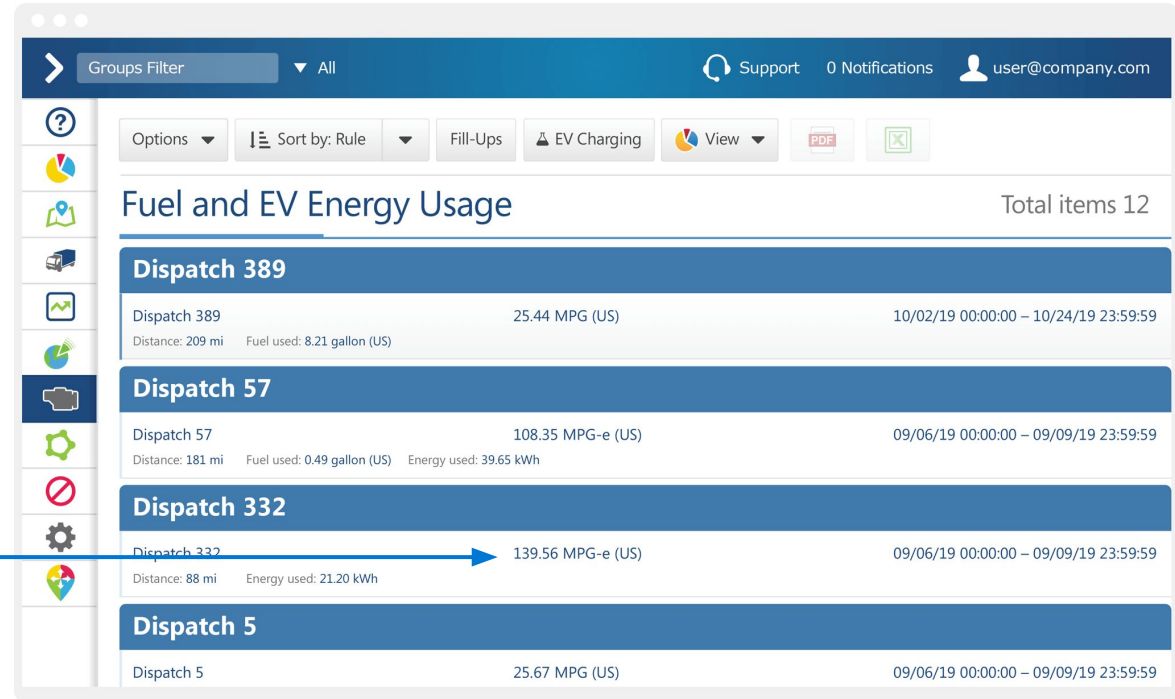
# EV performance: Fuel and EV Energy report

Are PHEVs being plugged in?

% Electric Energy of Total

0.00%	✗
96.22%	✓
100.00%	✓
100.00%	✓
0.00%	✗

How are EVs performing?



# Charging costs



Fleets that operate across different utility service territories have *different costs for their electricity*

## Charging at **East Lot**

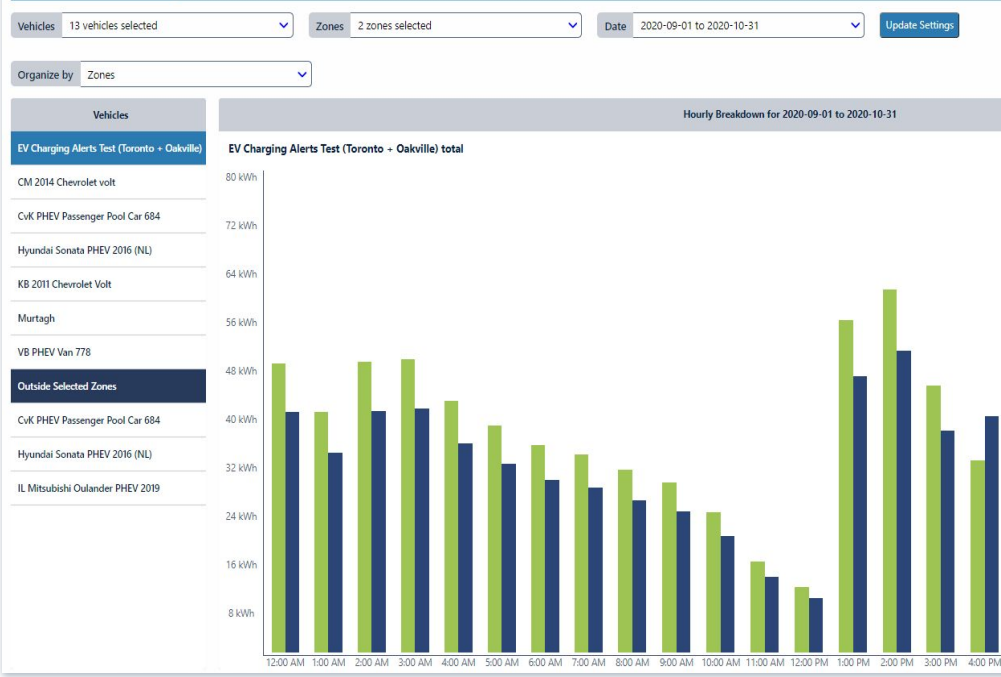
Off-peak	8:00 am - 5:00 pm	\$0.13/kWh
Mid-peak	5:00 pm - 8:00 pm	\$0.14/kWh
On-peak	8:00 pm - 8:00 am	\$0.21/kWh

## Charging at **West Lot**

Off-peak	7:00 pm - 7:00 am	\$0.11/kWh
On-peak	7:00 am - 7:00 pm	\$0.18/kWh

# Charging Cost Add-in

## EV Charging Cost



Electricity Pricing Rules

Currency: \$

Time of Use Electricity Rates

Electricity Rate: \$/kWh 0.34 | Standard Electricity Rate: \$/kWh 0.26

Days: saturday, sunday | Zones: 1 zones selected

Time Period: 16:00 - 21:00 | Zones: 1 zones selected

Add Time of Use Pricing Rule

Current Pricing Rules by Zone

Delete

Day	Time Period
<input type="checkbox"/> EV Not Charging Zone_CM	
<input type="checkbox"/> EV Charging Alerts Test (Toronto + Oakville)	
<input type="checkbox"/> saturday	4:00 PM - 9:00 PM
<input type="checkbox"/> monday	4:00 PM - 9:00 PM
<input type="checkbox"/> tuesday	4:00 PM - 9:00 PM
<input type="checkbox"/> wednesday	4:00 PM - 9:00 PM
<input type="checkbox"/> thursday	4:00 PM - 9:00 PM

Custom hour-by-hour electricity rates

Breaks down charging hours

# EV Charge Assurance

Monitoring EV charging made simple



The EV Charge Assurance dashboard provides a comprehensive overview of the charging status for a fleet's electric vehicles.

Quickly see at a glance which EVs are charging and when they'll be ready, along with insights into potential charging issues.

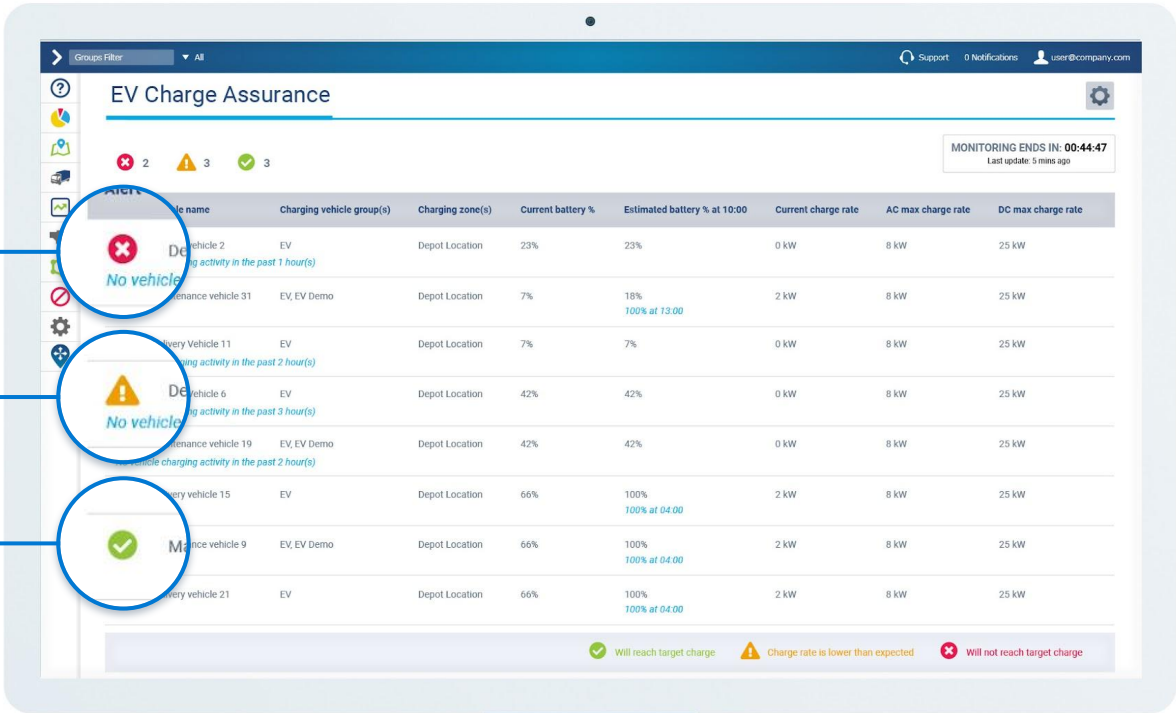
**Every vehicle ready – every day**

# EV Charge Assurance

Prioritize charging needs based on status

Proactively investigate potential charging issues

Quickly identify which vehicles will be ready to go



# Scale Electric: Managed charging integration

Geotab is a full fleet management platform supporting fleets with a focus on charging for electric vehicles.





# Charge management made smarter with vehicle data

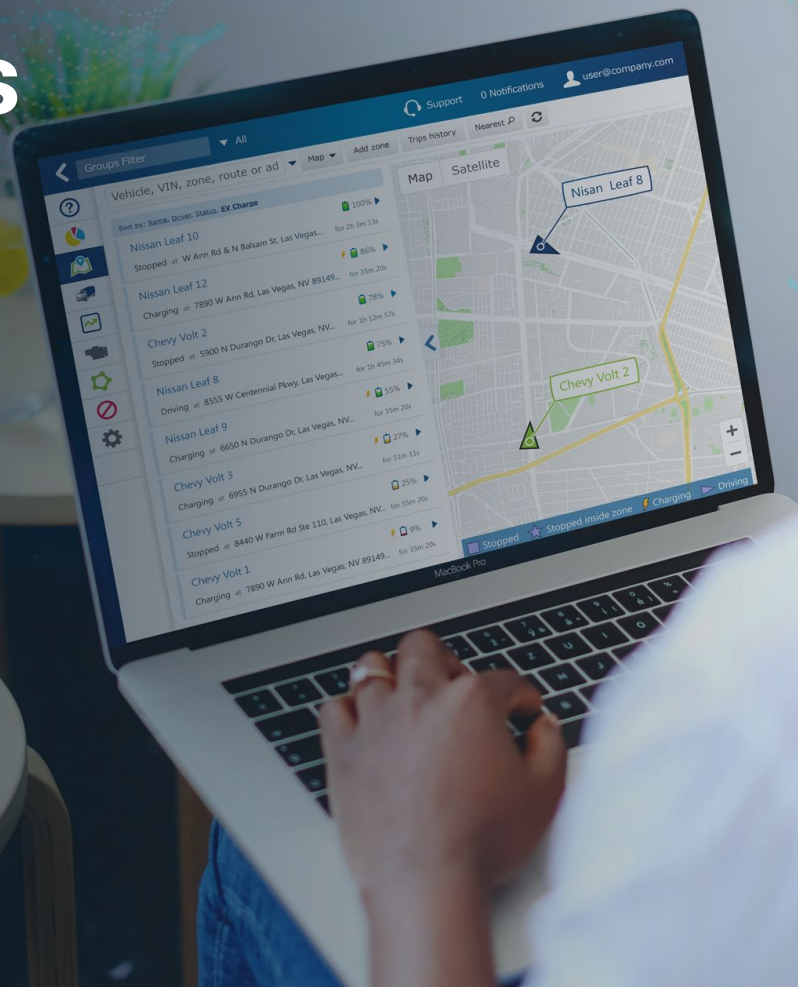
Integrating vehicle data into your charging solutions enables **the full picture** and the promise for each EV to be ready – every day.

- Integrated charging monitor view, increasing assurance that vehicles will be ready when needed:
  - vehicle information together with station data provides the complete picture to troubleshoot and take action
- Your charging solution can prioritize charging power for vehicles that need it the most, increasing likelihood of all EVs being fully charged when needed:
  - real-time battery charge % (state of charge)
  - historic energy needs and operating times

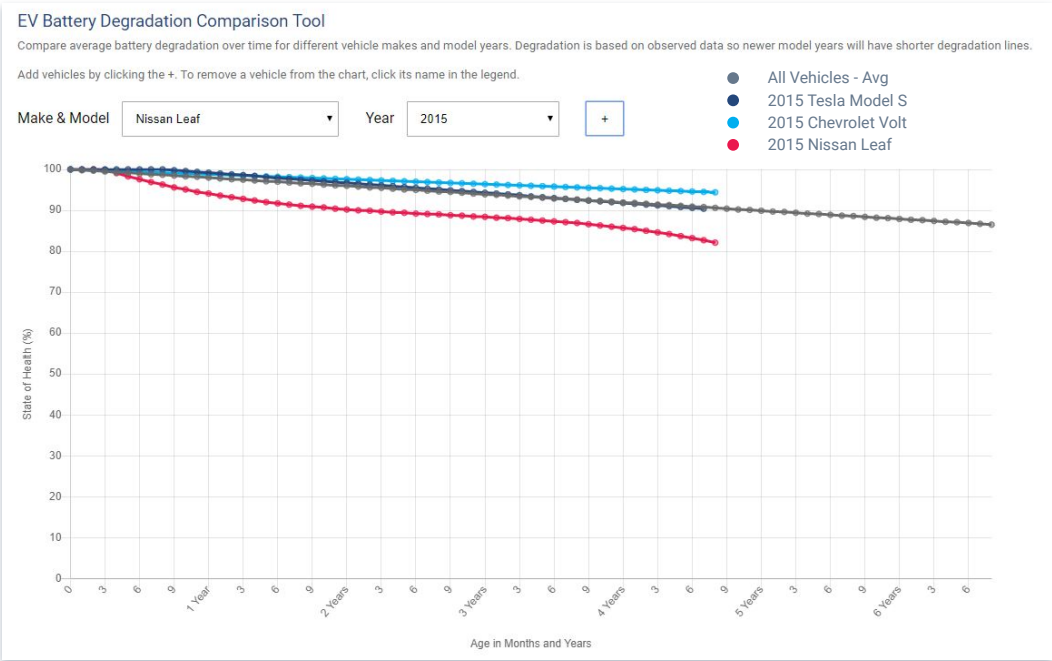
Gain **competitive advantage** through unique insights and capabilities by having the full EV charging picture.

# More EV resources

Geotab provides educational resources on electric vehicles including battery degradation and ranges based on temperature. The results are based on real data.

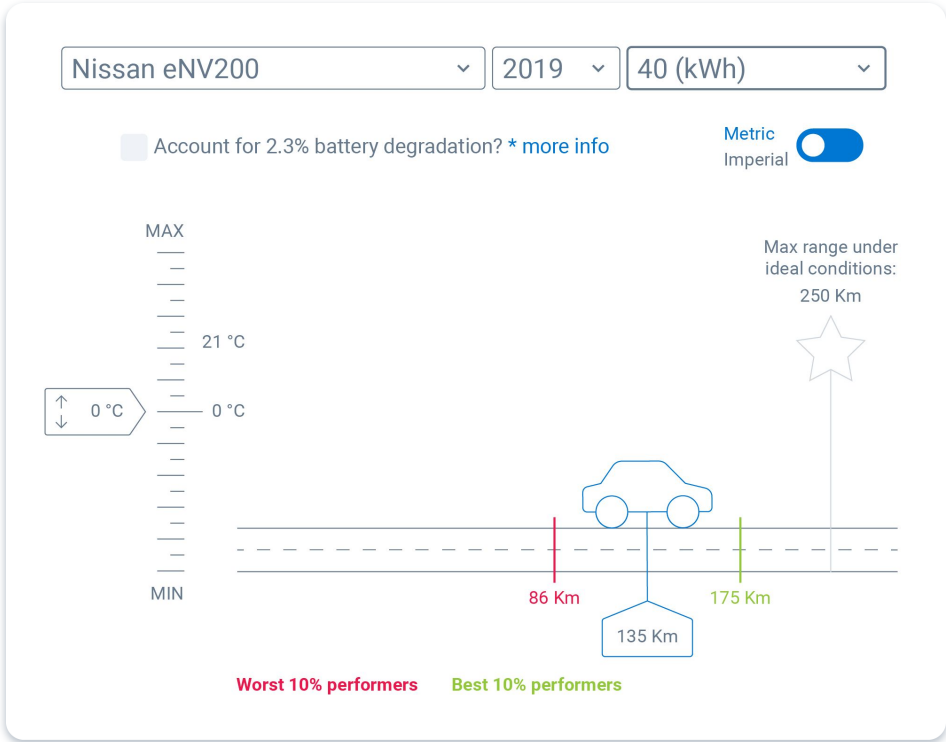


# Battery Degradation Tool - Public Tool Access



A public tool that traces EV battery degradation by make, model and year based on real-world data

# Temperature Tool for EV Range - Public Tool Access



A public tool, based on real-world data, that details the impact of outside temperature on EV range.

Data is broken down by EV make, model and year.

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