

# PG&E EV Fleet Program

**Electrify Fleet Cost Savings with  
PG&E's EV Fleet program**



Together, Building  
a Better California



# EV Fleet program overview



## EV Fleet program overview

PG&E will help you install EV make-ready infrastructure for medium- and heavy-duty fleets

**\$236 million**  
budget over 5 years  
FROM 2020–2024

**700+ sites**  
SUPPORTING  
**6,500 new EVs**

**Support conversion of commercial and public fleets to electric**

**EXAMPLES:**

Delivery vehicles, school buses, transit buses, and more...

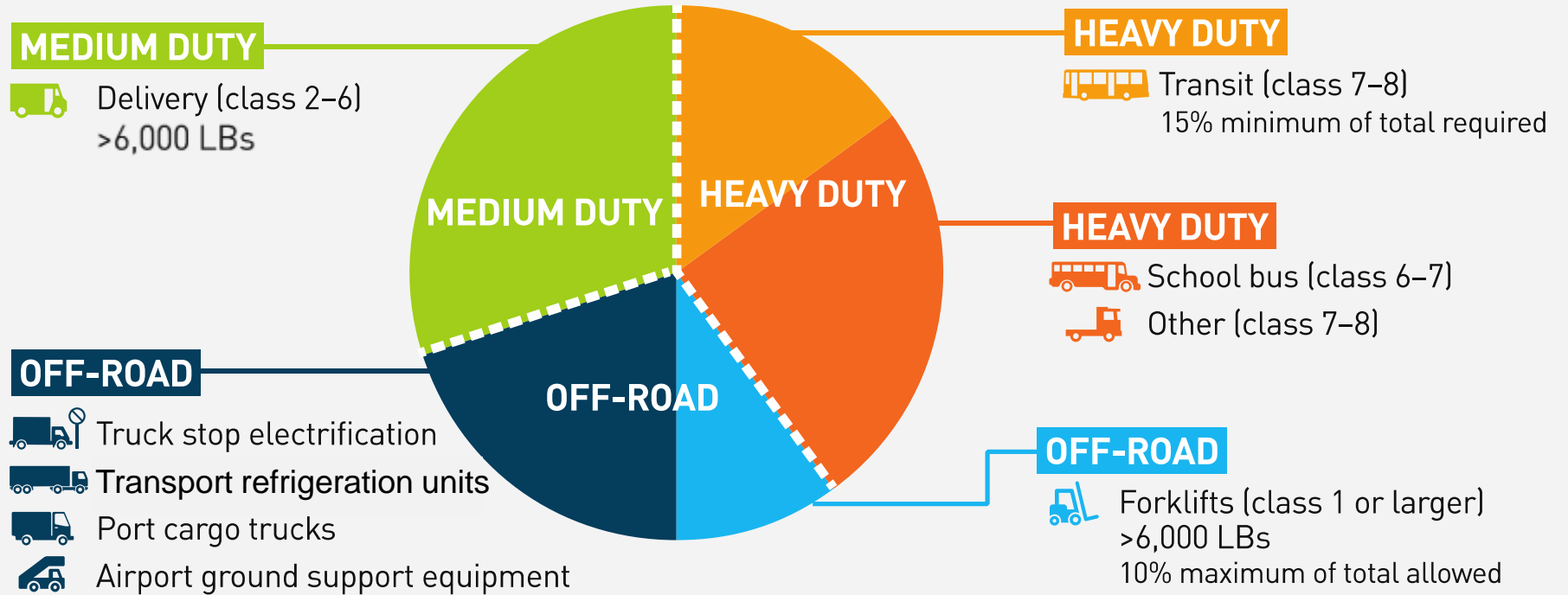




# EV Fleet vehicle sector mix

EV Fleet will target a diverse mix of medium- and heavy-duty vehicle types\*

## VEHICLE TYPE ESTIMATES

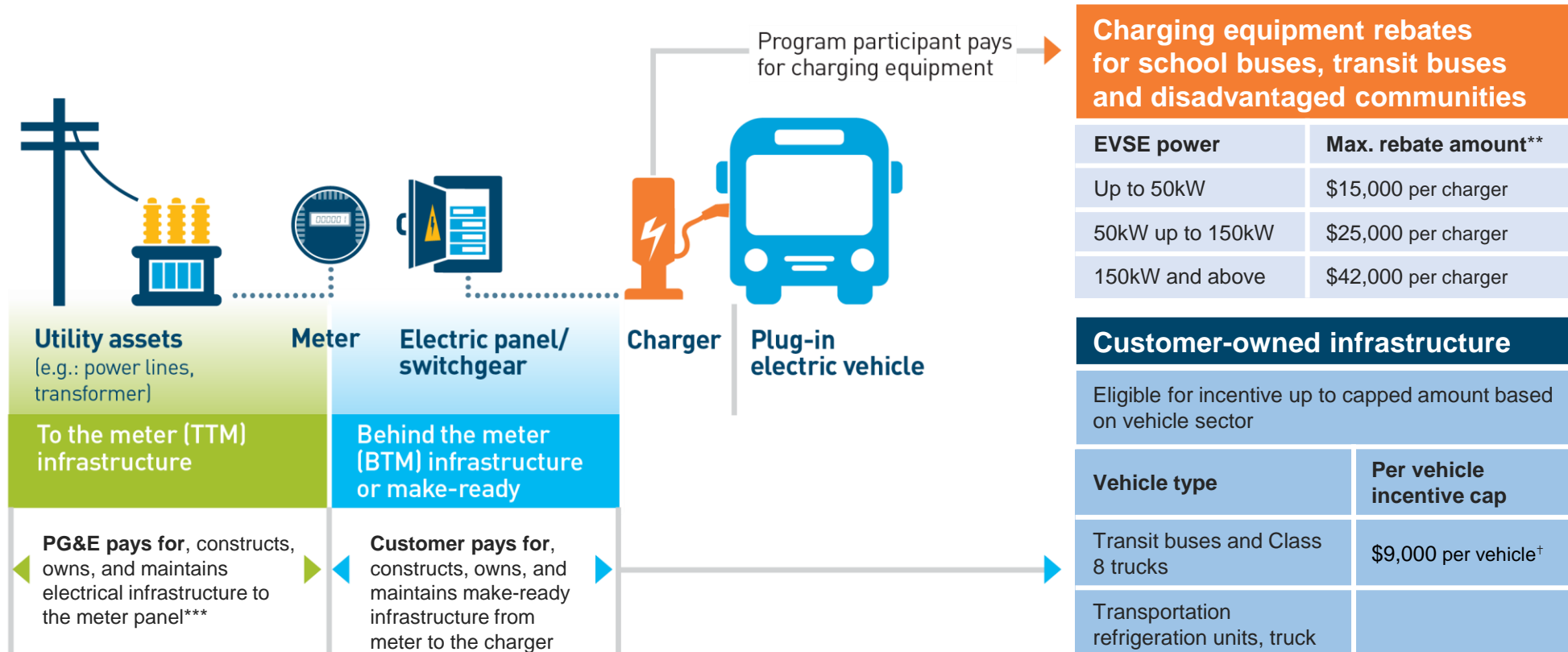


\*Actual representation of vehicle types subject to vary based on program implementation, project costs, and market readiness



# EV Fleet program incentives and rebates

PG&E pays for infrastructure cost up to the customer meter\*



## Charging equipment rebates for school buses, transit buses and disadvantaged communities

EVSE power	Max. rebate amount**
Up to 50kW	\$15,000 per charger
50kW up to 150kW	\$25,000 per charger
150kW and above	\$42,000 per charger

## Customer-owned infrastructure

Eligible for incentive up to capped amount based on vehicle sector

Vehicle type	Per vehicle incentive cap
Transit buses and Class 8 trucks	\$9,000 per vehicle <sup>†</sup>
Transportation refrigeration units, truck stop electrification, ground support equipment and forklifts	\$3,000 per vehicle <sup>‡</sup>
School buses, local delivery trucks, and other vehicles	\$4,000 per vehicle <sup>†</sup>

\* Some exceptions may apply to customers who hold Primary Service with PG&E.

\*\* Rebate not to exceed 50% of charger equipment and installation costs.

EVSE must meet minimum and standard requirements to be eligible for rebate. Fortune 1000 companies are not eligible.

\*\*\* Customer-owned eligibility at PG&E discretion based on project scope and associated costs.

<sup>†</sup> Limited to 25 vehicles per site.

<sup>‡</sup> Limited to 50 vehicles per site.



## Purchasing electricity for your fleet

PG&E commercial customers have a choice of rate plans based on their load profile and electrical meter:

### **OPTION 1: Commercial Electric Rates**

For those that have fleet charging and other business electrical operations **on the same meter**, PG&E offers a variety of rates plans based on load profile.



## Purchasing electricity for your fleet

PG&E commercial customers have a choice of rate plans based on their load profile and electrical meter:

### **OPTION 2: Business EV Rates (May 2020)**

Those that install fleet charging on **a separate meter** can reduce energy costs by approximately 25% compared to the Commercial Electric Rates with PG&E's new Business EV Rates. These rates **eliminate demand charges**, and instead use two monthly subscription pricing models and lower energy prices to enable more affordable charging and improved certainty for budgeting.

## Business EV Rates (May 2020)

1

Customers choose subscription level, based on charging needs

High use EV rate:

**\$95.56** per 50 kW block over 100kW\*

Low use EV rate:

**\$12.41** per 10 kW block up to 100kW\*

Customers that want to **manage charging loads** can opt for a lower subscription level.

2

Subscription remains consistent month-to-month



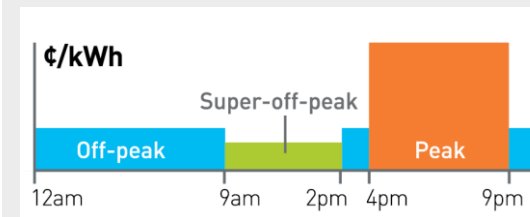
If site charging power exceeds subscription, several customer communications are triggered, and overage fees may apply.

Customers **can change subscription level** to suit their charging needs.

3

Energy usage is billed based on time-of-use pricing

Energy Charge:



**Charging is cheapest mid-day**, when PG&E has higher levels of renewable energy generation.

- Peak = 33 ¢ / kWh
- Off-peak = 12 ¢ / kWh
- Super-off-peak = 10 ¢ / kWh





# Purchasing electricity for your fleet

## Time-of-use charging strategy

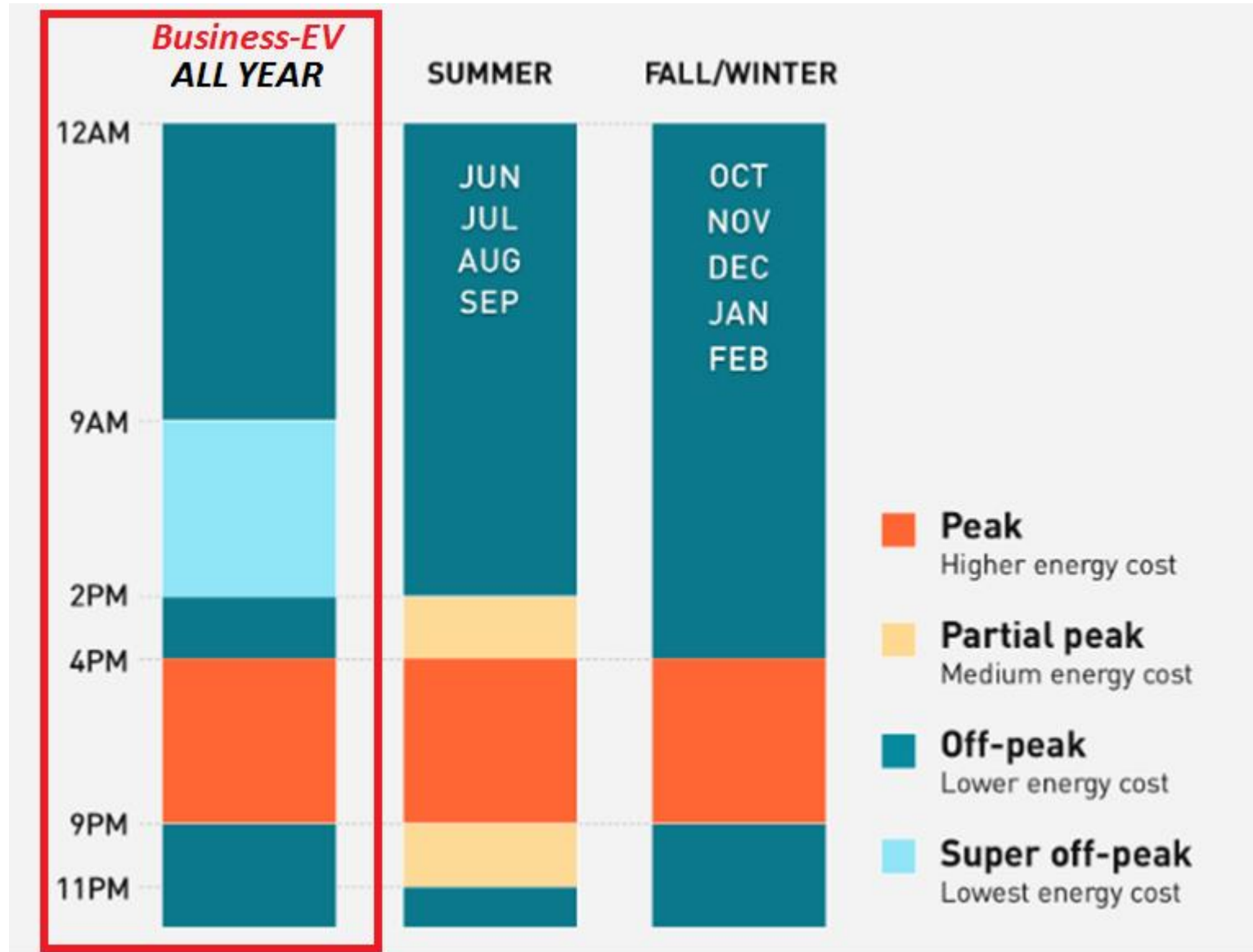
In general, charging your vehicles during off-peak periods (night and early morning hours) will reduce overall energy costs.

## Business EV Rates

No 'Partial peak' during the Summer.

*AND*

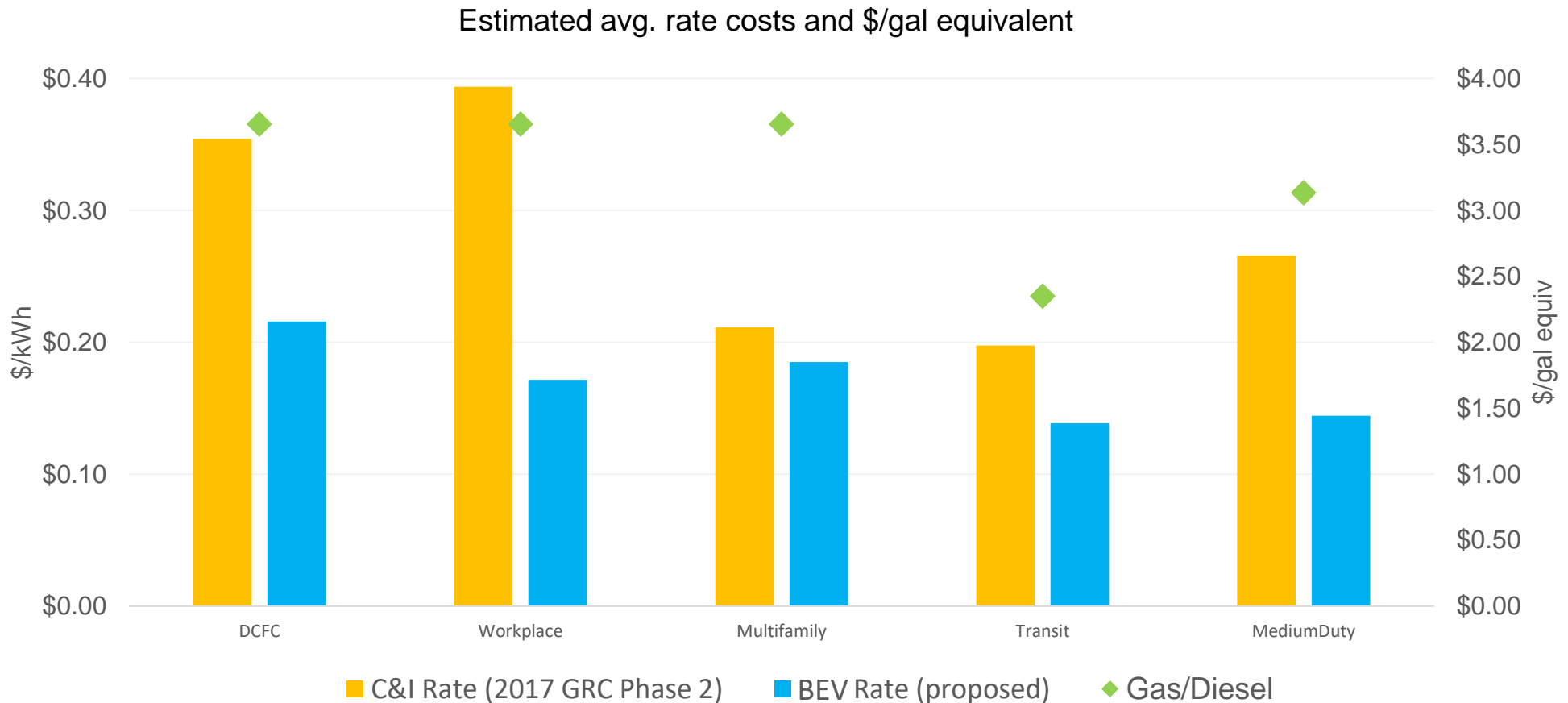
Access to 'Super off-peak' All Year Long.





# Business EV Rates savings

The new business EV rates can enable **significant savings** compared to existing commercial rate plans.



\*Rate and billing estimates are preliminary and reflect a sample site. Actual costs will vary based on approved rate values and site energy usage.

## Ready to apply



1. Has a **committed to purchasing EVs, approved vehicle grant**, or provides a **letter from their board/owner, city council**
2. Has a **vehicle and electrification plan**
3. Knows **location** for charger placement (map)
4. Knows **charger company, model and size** (KW) (Datasheet)
5. Secured **funding** for out of pocket cost.  
i.e.: grants or approved Budget
6. Has **leadership approval** for EV Fleet program participation

# Understanding the permitting process

## PRELIMINARY DESIGN (3–5 months)

## FINAL DESIGN and EXECUTION (6–8 months)

- CUSTOMER TASK
- PG&E TASK



START

**1** **SUBMIT EV FLEET APPLICATION**  
Consult with your fleet OEM and/or electrical contractor to prepare and complete a PG&E EV Fleet program application  
[pge.com/evfleetapp](http://pge.com/evfleetapp)

**2** **CUSTOMER INFRASTRUCTURE DESIGN**  
Electrical contractor designs your charging system infrastructure behind-the-meter (BTM), which includes charging stations

2

**6** **SIGN CONTRACT**  
All parties review and approve the proposal. Contract is signed

**5** **PG&E ESTIMATE**  
PG&E calculates the time, effort and cost of your build-out (referred to as rough order of magnitude, or ROM)

**PG&E INITIAL DESIGN**  
PG&E works with you and your electrical contractor on an optimal design

- 3** PG&E estimates how much electric capacity you'll need (referred to as a capacity check)
- 4** PG&E surveys your site and provides initial design of your to-the-meter (TTM) infrastructure build-out

**7** **CUSTOMER BEGINS BTM CONSTRUCTION PROCESS**  
Submit/obtain permit from local jurisdiction

**8** **PG&E FINAL DESIGN**  
PG&E finalizes TTM design

**9** **CUSTOMER BTM CONSTRUCTION**

- 9** Construct electrical infrastructure behind the utility meter
- 10** Install EVSE/charging equipment
- 11** Complete municipal inspection(s)

**12** **PG&E TTM CONSTRUCTION**  
PG&E constructs utility infrastructure, installs meter and makes any necessary transformer upgrades

**14** **CUSTOMER COMMISSIONS EVSE EQUIPMENT**  
Ensure equipment is functioning as intended:

- Test EVSE for voltage
- Ensure connectivity to equipment manufacturer network

**13** **PG&E TURNS ON SERVICE**  
PG&E activates your service once inspections are complete

**15** **PG&E ISSUES QUALIFYING REBATES**

COMPLETE



# Thank you.

Want to learn more about the program, visit [pge.com/evfleet](https://pge.com/evfleet)

Ready to talk to a customer onboarding specialist, fill out an interest form at [pge.com/evfleetform](https://pge.com/evfleetform)

