

# EV Success Tips

**Make a roadmap.** Start with a simple draft on paper. Where are EVs a good fit for your fleet?



**Collect data.** Start collecting data for 6 months before you invest significantly in EVs, e.g., the length of your fleet's average trip, maximum miles driven each cycle, how much vehicle standing time, etc.



**Don't wait.** Early adoption can bring bigger rebates.



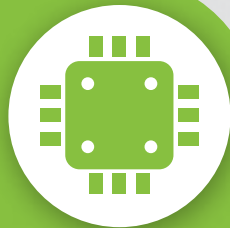
**Show a budget for each part of your plan.** Clearly define your needs and expectations.



**Make the case.** Organize data that shows savings and total cost of ownership for your leadership and internal customers.



**Invest in technology.** Telematics and EVs go hand-in-hand.



**Train your people.** Get factory training from your OEM on regular maintenance, proper use of the vehicle, how to charge, etc. Set up a ride-and-drive event.



**Plan your infrastructure before buying vehicles.** Make sure you have the infrastructure to support the charging you will need. Make sure the charging stations are conveniently located.



**Get people onboard.** Find your internal champions and people with sustainability credentials.



**Be the policy driver.** Be the one determining replacement and green fleet policies. Don't let EV policy be made for you.



Leading the way to and through adoption of burgeoning electric vehicle technology is a must-have competency in the future of fleet management. Learn more at [www.nafa.org](http://www.nafa.org)