EIQ Mobility: Better and faster EV sales for OEMs

Offering a trusted platform that drives fleets into a smart, electric, cost-effective future.

30+ CUSTOMERS

100,000+ VEHICLES

400 million MILES

Simplify fleet electrification planning

Transitioning vehicles to EV is a complex decision process for fleet managers: are there EV models that meet their vehicle class and range requirements? What charging infrastructure is needed? What is the Total Cost of Ownership (TCO) and emissions over the lifetime of the EVs?

Many OEMs recognize the need to provide a complete EV journey to their fleet clients. That journey always starts with answers to these questions. eIQ Mobility streamlines the advisory process for OEMs, enabling them to serve their fleet clients better and faster and opening the the doors for more EV orders and associated solutions.

Scale assessments within and across fleets

Whether your fleet clients are global corporations, package delivery giants, municipal or regional fleets; whether they operate light, medium or heavy-duty vehicles such as buses and trucks, eIQ Mobility leverages its deep experience and digital tools to streamline data collection and fleet engagement, providing detailed fleet feasibility results. All this based on local electric costs, incentives, climate zones and other variables that impact EV viability.

Results are based exclusively on the EV specifications and pricing of the OEM and approved charging vendors.

About eIQ Mobility

eIQ Mobility, a NextEra Energy Resources company, is the leading provider of fleet electrification advisory solutions in North America. Founded in 2018 in response to the unique roadblocks that corporate and public fleet leaders face in electrifying their fleet, eIQ Mobility uses proprietary decision software to provide data-driven insights into fleet EV feasibility. Based in San Francisco, California, the team consists of data scientists, developers, and experts in energy optimization, utilities, EV, and finance.

About NextEra Energy Resources

NextEra Energy Resources is committed to providing energy-related products and services that grow our economy, protect the environment and support our communities. Together with its affiliated entities, NextEra Energy Resources is the world's largest generator of renewable energy from the wind and sun, a world leader in battery storage and the largest owner of distributed generation solar assets in the U.S. The company announced its entry into the mobility market with the acquisition of eIQ Mobility and a fleet electrification agreement with First Student and First Transit, North America's largest school and public transportation operators. Our success reflects the solid business practices of our parent company, NextEra Energy, Inc., a Fortune 200 company and one of the nation's leading clean energy companies.

Our customers:

- Utilities
- Sales & Service
- Food & Beverage
- Governments & Municipalities
- Schools & Transit
- Global Parcel Delivery

> "It required six employees months to come up with a fleet electrification strategy that eIQ delivered in a matter of days."
>
> — **Fleet Manager,** Global Parcel Delivery

Get in Touch!

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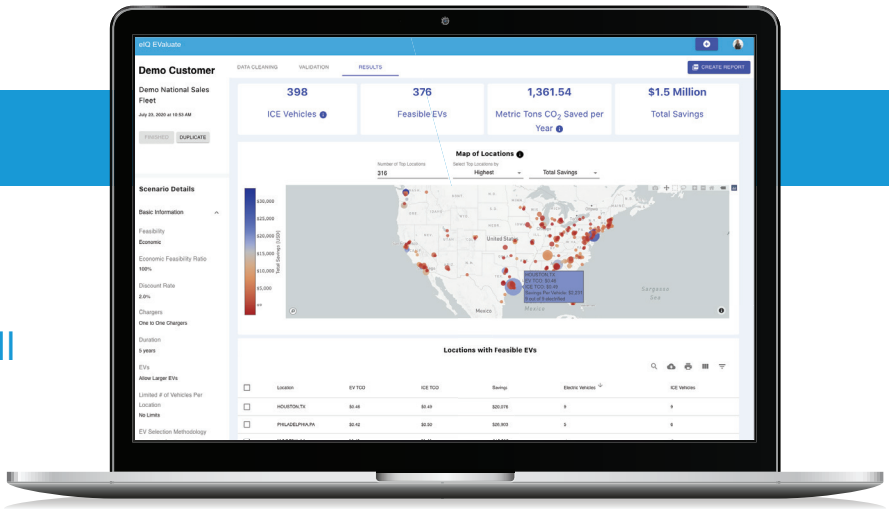
NEXTera ENERGY RESOURCES

eIQ MOBILITY

eIQ EValuate™

Comprehensive electrification assessments for all fleet types.



Understand

Current Fleet Operations

Understand critical vehicle operations of each fleet that impact electrification strategy, including:

- Vehicle miles traveled
- Dwell time
- Vehicles by location, age, type
- Fuel purchase history

Select

Electric Vehicles

Identify the EVs that meet each fleet vehicle's operational requirements.

Results include:

- Least-cost EV that meets vehicle class and climate-adjusted range requirements
- Dynamic EV selection based on make, model, and class preferences

Charging Infrastructure

Identify the number and type of EV chargers required for each location.

Results include:

- Estimated load shape by vehicle and depot for both near term and long term infrastructure upgrade and resiliency planning
- Optimized charger selection by depot based on vehicle energy requirements, dwell time, and EV power limits

Model

Economics & Sustainability

Estimate emissions and total costs of ownership between selected EVs and current ICE vehicles.

Compare:

- Total costs of ownership (capex, maintenance, opex)
- ICE operational carbon dioxide emissions to grid emissions from EV charging

Locations

Identify the least-cost feasible EVs and required chargers for each location.

Prioritize locations for:

- Number of electrifiable vehicles
- Optimal TCO savings
- Greatest carbon emissions reduction

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