

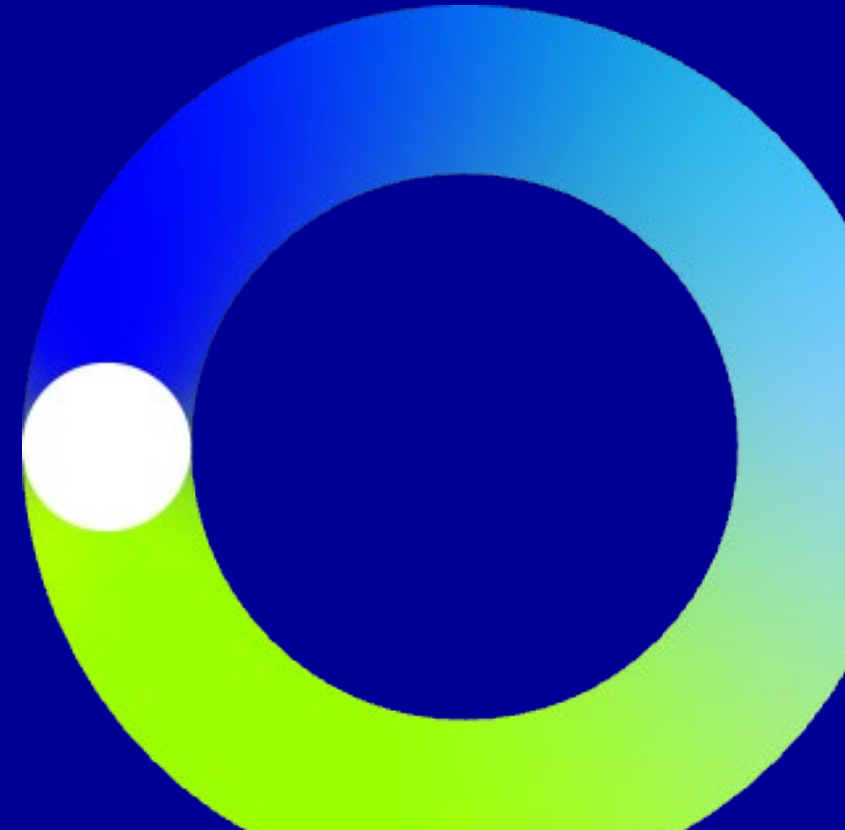


Sustainable Fleet Technology Conference & Expo

Innovative Financing Panel

Greg Fields

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Net Zero
Aim
2050



Reimagining energy
for people and our planet

Our vision

Buying
energy &
managing
costs

Choosing the
right charging
equipment

Managing the
new functions
of EV
technology

Paying for &
constructing
charging
infrastructure

bp pulse offers charging and energy management solutions for consumers and businesses operating electric trucks, buses, vans, and light duty vehicles.



Innovating Financing Examples



Red Hook
Yard Tractor
TCO
Modeling
cost savings



Logan
School Bus
**Charging as
a Service**



Anaheim
Transit
Network
\$5M
Funding for
Transit Bus
Operations



Resources
useful links
Federal
State
Local

Customer case study



Red Hook
Terminals
operates the
largest fleet of
heavy-duty
electric yard
tractors on the US
East Coast, with
two facilities in
the Port of NY/NJ



Overview

Red Hook purchased ten BYD 8Y electric yard tractors. As the tractors were getting ready to deploy at Red Hook's intermodal yard in Port Newark, NJ, Red Hook engaged bp pulse for charge management services to optimize the charging of their fleet.

Project features

bp pulse is deploying its patent-pending Charge Management System, omega, for five years to automate all aspects of charging.

omega integrates with the local utility, the chargers provided by BYD, and Red Hook's telematics software.

Through the various integrations, **omega responds dynamically in real-time**, nearly eliminating the time Red Hook operators need to spend managing charging schedules and energy costs.

Partners



Customer case study



Logan Bus is the largest school bus operator for the New York City Department of Education, with over 2,500 school buses.

Overview

Logan Bus and bp pulse partnered on a demonstration project, funded by NYSERDA, to showcase innovative concepts for EV charging infrastructure and accelerate the use of electric school buses.

Project features

bp pulse is providing **Charging-as-a-Service**, assuming responsibility for all charging aspects of the Logan Bus EV fleet.

UES is converting five existing Class C diesel school buses to electric, leveraging their 7-step process for **repowering vehicles**.

Rhombus Energy is providing a **vehicle-to-grid (V2G)** EV charging system.

A partnership between CPower and bp pulse is offering the local transmission and distribution grids flexibility to integrate the EV chargers as a **distributed energy resources (DER)**.

Partners



NYSERDA



Customer case study



Anaheim Transportation Network (ATN) is a network of transit and microtransit routes with service to more than 70 stops around Anaheim and Orange County.

Overview

ATN was awarded \$5 million from the CEC to advance its electrification efforts. ATN has partnered with bp pulse for the management of the charging operations from design, installation, equipment purchases, and operations.

Project features

Through a competitively-bid RFP, bp pulse is providing a 20-year purchase power agreement and Charge Management Services to manage all aspects of charging ATN's 46 electric buses.

Includes a 545kW solar canopy to support a microgrid.

\$4.8M of fuel savings over 20 years compared to natural gas.

With omega, the peak electrical demand remains below 2 MW (would be 5 MW without) and reduces utility service upgrade requirements.

Custom integration with routing and fleet mgmt. tools, Tripshot and Optibus.

Partners

CALIFORNIA
ENERGY
COMMISSION



Federal Links Local Links

Nationwide: [Reconnecting Communities Pilot Program Community Planning Grants FY2023](#) . Proposals are due by 9/28/2023.

Nationwide: [Neighborhood Access and Equity Program Capital Construction Grants FY2023](#) . Proposals are due by 9/28/2023

Nationwide: [Energy Efficiency and Conservation Block Grant \(EECBG\) Program Notice of Intent](#).

State Links

North Carolina

<https://afdc.energy.gov/laws/all?state=NC>

South Carolina

<https://afdc.energy.gov/laws/all?state=SC>

Virginia: <https://afdc.energy.gov/laws/all?state=VA>

Virginia: [Virginia Electric Vehicle Infrastructure Phase I Statewide Charging Station Deployment Request For Applications \(RFA\)](#). Proposals are due by 9/15/2023.

Kentucky: [Kentucky's EV Charging Station RFP](#). Proposals are due by 8/24/2023.

Tennessee:

<https://afdc.energy.gov/laws/all?state=TN>

Duke Energy:

<https://www.duke-energy.com/energy-education/electric-vehicles/ev-initiatives>

Dominion Energy : VA

<https://www.dominionenergy.com/virginia/save->





Thank you

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