

ELECTRIFY YOUR FUTURE

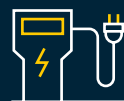
**A roadmap to
a seamless EV
transition**



Electric vehicles (EV) are more than just an eco-friendly option. EVs can help your business reduce costs, boost your sustainability credentials, increase your brand's image, and with innovative charge point management technology, they can also streamline operations. Plus, the UK's imminent 2030 ban on the sale of new petrol or diesel vehicles forces EV onto the agenda of all businesses in the near future.

At the start of your **EV journey**, you will probably have a lot of **questions**:

- ❓ How many charging points will you need?
- ❓ Where should you put them?
- ❓ What charging technology is suitable for your needs?
- ❓ How do you support your employees in the transition to EV with workplace charging?
- ❓ How do you electrify your entire fleet?
- ❓ How do you future proof your business with depot charging solutions?
- ❓ Should you offer public charging solutions?



Fortunately, there are many great EV charging solutions providers who can make the process much simpler for you. They will be your key partner, taking ownership of the planning, design, delivery and management, leaving you to focus on what timescale and budget you want to work within. In this guide, we'll explain the things to consider with your EV partner, and how to choose the right partner for your needs, leading you not only to a greener future, but also a more efficient one.



Here are **10 key questions** to research

Don't worry about answering everything right now; just do what you can. The information will help you when choosing an EV charging partner, but once you have one, they can do the rest for you.



? **What EV solutions are needed?**

- **Workplaces:** How many colleagues do you have? How many visitors do you have in a typical week?
- **Fleet:** What's your fleet made of? Is it cars, vans, or lorries? How many of each are there?
- **Public charging solutions:** If you're a local authority, commercial landowner, or developer, think about the type and number of customer that may visit your site.

? **If you have a fleet, what are its usage patterns?**

Record daily distances travelled and typical usage. Understanding your vehicles' range requirements will help work out the charging frequency and best station locations.

? **Where will you need the charging stations?**

Do your drivers need to keep their EVs at or near their home? Do they often return to base or are they more often out on the road for days at a time?

? **What charging speeds do you need?**

Does your fleet need to be charged and set off again as quickly as possible or do your drivers need to be able to leave their EVs to charge during the day or overnight?

? **How will you manage energy demand?**

Consider planning for peak energy demand to avoid overloading your infrastructure and incurring higher costs.



? **What are your budget constraints?**

Establish a clear budget for installation, equipment, and ongoing maintenance costs.

? **Do you qualify for government incentives?**

Grants, tax incentives, and subsidies for EV adoption can help with the installation costs. With the Government's Workplace Charging Grant, organisations can claim up to £14,000 towards the cost of installing EV charging at their workplace. The EV charging solutions provider you choose can advise you on the latest incentives and will help you through their application processes.

? **Who will have access to the charger?**

You will need to decide on user access for charging, whether it's private use for colleagues and fleet, or also available for customer and visitor use. There's also the opportunity to consider charging different tariffs for customers to generate additional revenue.

? **How will EV integration impact operations?**

Consider potential disruptions during installation and what operational adjustments may be needed to accommodate EVs going forward.

? **What's your long-term sustainability plan?**

Align your EV strategy with your business's overall sustainability goals, ensuring a consistent and impactful environmental commitment.

These questions are really helpful for when you and your chosen **EV partner** are deciding which **EV solution** is right for you.



Choosing the right EV solution partner

Now it's time to find the right partner to help smooth the way for your EV integration journey. There are a few things to consider which include:



- ✓ **Accreditation and credentials:** Look for partners who comply with quality standards and government regulations. As of 2023, some of the relevant UK accreditations include:
 - **OLEV (Office for Low Emission Vehicles) Approved Installer:** Means they meet the UK government's standards for EV charging infrastructure installations.
 - **ISO 9001:** Shows they have a quality management system and follow best practices.
 - **ISO 14001:** Ensures they have an environmental management system, showing their commitment to sustainability.
 - **NICEIC (National Inspection Council for Electrical Installation Contracting) Approved Contractor:** Means they meet the necessary technical and safety standards for electrical installations.
 - **CHAS (Contractors Health and Safety Assessment Scheme):** They meet high health and safety standards.
 - **Constructionline:** Shows they have gone through a rigorous assessment of their financial, technical, and managerial capabilities.

✓ **Experience and track record:**
Providers with a great track record are more likely to deliver seamless installations and reliable solutions. Ask potential partners about the following:

- **Experience:** How many years have they been in the industry and what's their level of expertise?
- **Certifications and accreditations:** Consider the certifications and accreditations the company holds, as mentioned earlier. These demonstrate their commitment to meeting industry standards and best practices, as well as their technical expertise in designing, installing, and maintaining charging infrastructure. A knowledgeable partner ensures a robust and efficient system.

✓ **OCCP compliance:** Ask if their charging stations adhere to the Open Charge Point Protocol (OCCP), which means they are compatible with various networks and enhance the end user's experience.

✓ **Scalability:** Will they be able to support your future growth? Do they offer scalable solutions that can adapt to your evolving needs?



✓ **Customer support and maintenance:**
How reliable is their customer support and how proactive are they with maintenance services? These are crucial for ensuring uninterrupted EV operations.

✓ **Innovation:** The EV industry is thriving and improvements to the technologies are changing all the time. Are they at the forefront of EV technology advancements? Innovation can help your solution to remain relevant and future-proofed.

✓ **Environmental commitment:** Partner with a provider who shares your sustainability values, reinforcing your overall green initiative.

✓ **Consultation and proposal:** Meet with the provider (face-to-face or online) to discuss your organisation's specific needs and goals. Then ask for a detailed proposal outlining their approach, timeline, and cost estimates. Do you think they fully understood your requirements, and do you feel confident in their ability to provide a tailored solution for you?





Delivery timeline

For your installation to be a success it's important to understand what the delivery timeline looks like so you and internal stakeholders know what to expect on the journey. The timeline below provides a general overview of the EV charging station installation delivery. The actual times taken will vary based on factors, such as project complexity, permitting timelines, and specific requirements. Collaborating closely with your chosen EV solution partner and relevant stakeholders will help ensure a successful and timely installation.

It will of course be a **collaborative journey** and you'll make **decisions on the timescales, budget and other areas**. However, if you work with a **reputable partner**, such as **Equans**, they will take on the **responsibility** for most of the following tasks.



Step 1

Initial assessment and planning

- After first contact, your EV charging solutions partner will work with you to understand your workplace, fleet or public charging needs, usage patterns, and potential future expansions.
- The partner then conducts a site assessment to determine if the chosen sites are viable, and/or if they need any power upgrades.
- At this stage, your partner should outline project goals and expectations.



Step 2

Design and proposal

- A detailed proposal, outlining costs, site design, hardware and programme plan will be shared by the provider.
- At this stage, you will have the opportunity to review and provide feedback on the proposal.
- Once the quote and proposal has been agreed and a PO provided, the project will formally launch.



Step 3

Delivery preparation

- Your partner will agree the install schedule with you, ensuring operation during least disruptive hours. At this point, they should also cover how they intend to carry out the works in the safest manner possible ensuring all Health and Safety legislation is adhered to. This is to keep you, the installation team, and members of the public as safe as possible.
- Delivery preparation will then commence and includes preparation of groundworks, cable routing, and station foundations.



Step 4

Charging points installation

- Partner follows the agreed programme of works for the installation of charging stations as per the approved design and layout.
- Installation of charging equipment by electricians, ensuring compliance with safety and industry standards.
- Your partner is responsible for thoroughly testing equipment to verify functionality and connectivity.



Step 5

Network integration

- Once your charging points have been installed, they will be commissioned and integrated into the charge point management system.



Step 6

User training and launch

- Post installation, your partner should support you in training users on how to operate the charge points and provide helpful resources.
- Launch the charging infrastructure internally first to engage colleagues before rolling it out, if relevant, for public use.



Ongoing

Support and monitoring

- Your partner will establish a routine maintenance schedule to ensure optimal performance of the infrastructure and address any potential issues promptly.
- They will monitor usage and performance data for you to make informed decisions for future expansions or optimisations.
- Full support is provided via an account manager and 24/7 customer service.



Drive change with Equans

Embrace your EV future and cut costs, elevate your brand, and champion sustainability.

With over 10 years of experience in the e-mobility sector, Equans provides true end-to-end EV charging solutions, from programme planning and design, through to installation, 24/7 support, and ongoing management.

No matter where you are in your journey to green transport, our expert team will help you discover how our end-to-end service can deliver the right EV solution for your business.

Whatever your business, whatever your fleet, whatever your locations. Equans empowers businesses and communities to move to green transport.



Get in touch today to start your journey.

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If you would like to learn more about the EV services at Equans UK & Ireland, visit:

www.equans.co.uk/ev-solutions

