

## eIQ Fleet Electrification Study

Prepared for: Fort Bend County

01.25.2021

**EVOLVE  
HOUSTON**

TO: Taral Patel, Chief of Staff, County Judge KP George  
FROM: Chris George, Executive Director, Evolve Houston  
Re: Fort Bend County Fleet Electrification Study

Dear Judge KP George,

It is with great enthusiasm that EVolve Houston invites Fort Bend County (the "County") to participate in a county-owned Fleet Electrification Study. This study will support the County's interest in electrifying their fleet and enable leadership in the County to take action to reduce greenhouse gas emissions and improve air quality.

One main component of the fleet electrification process is to complete a Fleet Electrification Study from one of our partners (eIQ Mobility) to determine the feasibility and cost-effectiveness of electrifying the municipal fleet. The Fleet Electrification Study will analyze various data points (e.g., vehicle information, telematic, fuel and maintenance expenditures, etc.) for each vehicle in the County's fleet and determine whether or not it is currently economically and technically feasible to electrify.

The questions that the Fleet Electrification Study hopes to address are:

- Will an EV meet my existing vehicles' operational and financial requirements?
- What will the charging requirements for my fleet look like?
- What models and chargers are available for my fleet?
- What can I do about vehicles that are currently not eligible for electrification?
- Are there any financial incentives for adopting EVs into my fleet?
- What is the estimated Total Cost of Ownership (TCO) savings?
- What are the expected CO2 emissions reductions?
- Which vehicles and vehicle depots should I prioritize for electrification?

Information responsive to the above questions would be obtained by contacting the following County Departments: Engineering, Budget Office, Auditor's Office, and Vehicle Maintenance. Should additional information be needed to answer the above questions from other County Departments or Offices, that information may be provided to eIQ Mobility by the applicable County Departmental Head(s) and/or Elected Official(s), subject to the discretion of the respective County Departmental Head(s) or Elected Official(s).

eIQ Mobility is the leading US provider of data-driven fleet EV Advisory solutions, delivering at-scale feasibility and sustainability assessments. eIQ Mobility's platform leverages the latest available EV incentives, EV & EV charger models, electric rates, etc. making it easy for fleets to take action immediately, based on eIQ Mobility's recommendations. To date eIQ Mobility has assessed 100,000+ vehicles and 300 million miles of data for its 25+ customers, including public and Fortune 500 fleets. Additionally, EVolve Houston has experience working with eIQ Mobility on Fleet Electrification Studies for other fleet operators in the Houston area.

In an effort to support the County's efforts to explore electrification of their municipal fleet, EVolve Houston is prepared to provide eIQ Mobility's Fleet Electrification Study to the County at no cost to the County.

Please reach out to me directly with any questions that you or your team have. Thank you again for the opportunity to collaborate on this project.

Respectfully,  
Chris George, Executive Director