

A SPECIAL REPORT BROUGHT TO YOU BY **FleetNews**

# THE ROAD TO ELECTRIFICATION

Hitachi Capital Vehicle Solutions is ready to help customers every step of the way with the transition to electric vehicles



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Vehicle Solutions

# The future is electric

A wealth of support is available to fleet decision-makers about how to start the decarbonisation journey

**F**leet electrification is inevitable, whether to meet the deadline of the Government's 2030 ban on the sale of new petrol and diesel cars and vans, or as companies strive towards achieving their sustainability targets.

UK businesses and their company car drivers are providing the catalyst for a surge in electric vehicle (EV) registrations. But for some fleet decision-makers, driving through an e-mobility strategy can be a challenge for which they feel ill-prepared, despite recognising the huge environmental benefits it offers. Fortunately, plenty of support, information and advice is available to them.

Hitachi Capital Vehicle Solutions is committed to helping businesses and fleets make the right decisions to achieve a smooth and efficient EV transition through its Total EV Fleet Transition and decarbonisation solutions.

The three times Fleet News Awards 'Leasing Company of the Year – More Than 20,000 Vehicles' winner manages the entire decarbonisation process for fleets after surveying their vehicles and charging infrastructure.

The company has developed an end-to-end total EV transition strategy for its customers to assess, design and deploy vehicles, workplace/depot charging solutions, collaborating with distribution network operators (DNOs) and solar partners.

The FN10 leasing company also offers a market-leading salary sacrifice proposition, which allows non-company car or grey fleet drivers to access afford-

able, low-emission vehicles. And for those only just considering the move to a zero-emission fleet, Hitachi Capital Vehicle Solutions head of decarbonisation, Jonny Berry, offers some sound advice.

"Please contact me," he said. "Talk to me or anyone else who has worked in this field before. Learn from others who have done it before you. That is the best first step you can take, to begin raising awareness of the types of things they will need to undertake at the start of your journey."

Once familiarised with the process, Berry says businesses must then consider how their EV fleet will be 'refuelled'.

He said: "Initial research includes determining how much electricity you have at the depot or at work, as well as how many people can charge at home or in a neighbourhood, and how many people must rely on public charging.

"Then start talking to other companies; remember, it's all about being present, asking questions – it's the most important thing you and your co-workers can do. Most companies in the area will help you, but aim to work with those who are unbiased and agnostic."

Hitachi Capital Vehicle Solutions has a team of EV experts who assist clients in understanding the transition and help explain real-world vehicle capabilities.

And that's just the start of the company's offering to fleets, as Berry explained. Its experts and consultants can guide businesses every step of the way, from



## IN HIS OWN WORDS:

### JONNY BERRY ON HIS COMMITMENT TO HELPING COMPANIES REDUCE CARBON EMISSIONS...

"I've spent several years working with OEMs inside the Renault-Nissan group, advising and aiding businesses and fleets as they transition to electric vehicles, and most recently, helping to establish a charge point solutions provider from the ground up. Helping individuals lower their carbon footprint and enhance their air quality is something I'm enthusiastic about.

"I've driven more than 200,000 miles with zero tailpipe emissions, I eat locally whenever possible and restrict my meat intake, and I exclusively buy garments made of recycled materials. Where I can, I give it my all.

"However, receiving Nissan's CEO award, winning the EV GreenFleet champion last year, and being recognised in the GF 100 Most Influential list are all things I'm really pleased about. The EV Café, which I founded, is my crowning achievement."





**“Life is full of challenges, including one that improves the air we breathe and helps to combat climate change. Fleets should take advantage of this opportunity to do something positive for everyone, while potentially also saving money in the longer term”**

Jonny Berry, head of decarbonisation

fleet optimisation and workplace charging to EV salary sacrifice and company car schemes.

“Of course, we’ve already established a great electric vehicle selection process, with our EV-Hub and EV-Academy trained staff making it easy for drivers to assess which electric car is right for them. We also provide complete end-to-end support for charging solutions, whether at home, at work, or at the depot,” he said. “For refuelling on the public network, we’re looking to introduce a fuel card-like experience at the beginning of 2022. So, we’re well ensconced in the future fleet environment.”

Driver anxiety over a move to EVs is inevitable. Worries such as vehicle range and charging facilities regularly feature high up in surveys of drivers’ concerns. But they can be outweighed by the significant savings made through the low benefit-in-kind tax rate introduced in 2020 for electric cars.

Hitachi Capital Vehicle Solutions is well-placed to help fleets support drivers as they make the switch to electric.

Berry explained: “We provide a comprehensive driver training programme that will teach all drivers what they really need to know about overcoming anxieties and becoming ready to operate an electric vehicle.

“It describes how to charge an electric car in various locations, for example, and offers tips and information on real-world use. We also provide ongoing customer help if they have further queries.”

It’s perfectly understandable that some fleet managers are nervous about the move to EV. But Berry is quick to highlight the many positives resulting from such a move, not least helping protect the environment for future generations and improving a company’s bottom line.

“Fleets shouldn’t feel nervous about the move to electrification,” he said. “Life is full of challenges, including one that improves the air we breathe and helps to combat climate change. Fleets should take advantage of this opportunity to do something positive for everyone, while potentially also saving money in the longer term.”

Such an undertaking doesn’t have to be tackled without all-round support. For a successful transition, fleets should seek out experts for help and advice.

Berry said: “They’ll need to talk to OEMs, leasing companies, industry veterans and start-ups. Then figure out what knowledge gaps need to be filled and what charging policies need to be implemented and go to work. Their workers will value them in the future. The only thing they should be concerned about is being left behind.”

FUD (fear, uncertainty and doubt) news stories surrounding electric vehicles are not to be believed.

Berry’s advice to fleets is this: “Make your own decision based on the actual experts. When compared to an internal combustion engine (ICE), an EV’s complete life and refuelling capabilities are incredible. The most common misunderstanding is that it is not suitable for everyone. Yes, it is. It only hinges on how hard or easy it is to put fuelling mechanisms in place.”

We take a more detailed look at workplace charging elsewhere in this report, but it’s an opportunity that all fleets should explore.

Berry said: “There are a lot of factors to consider. It’s crucial to ensure it’s a well-designed, optimised, reliable solution with business-critical aftersales support.”

To find out more about how to transition your fleet visit:  
[hitachicapitalvehiclesolutions.co.uk/electric-vehicle-leasing/fleet-electrification](https://hitachicapitalvehiclesolutions.co.uk/electric-vehicle-leasing/fleet-electrification)

■ Hitachi Capital Vehicle Solutions has announced that it will rebrand under the new trading name of Novuna Vehicle Solutions, from February 14, 2022.

The company says it will continue to invest in new products and applications that make it easier for its customers to make the transition to a cleaner, healthier, and more sustainable future with electric vehicle leasing.

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# There's no better time to introduce workplace charging

As businesses welcome more and more staff back into the office changes to the workplace should include offering electric vehicle charging

**A** workplace charging infrastructure is a central part of any electric vehicle strategy and is a useful tool to help encourage EV take-up. The total EV fleet transition solutions provided by Hitachi Capital Vehicle Solutions doesn't just look at optimising the existing fleet of clients, it also considers the businesses's refuelling needs.

Head of decarbonisation Jonny Berry explained: "Once we have carried out an electric vehicle suitability assessment, we can start to map out where the charging is going to take place and what speeds are required.

"We can deliver an end-to-end journey while remaining agnostic to existing infrastructure as well as implementing new, ensuring we meet key principles, such as open protocols, fit-for-purpose hardware and scalable wants and needs of the client.

"Our service goes much further than depots and workplace car parks; we recognise the shift to more domestic and public use cases where the vehicle might not return to a base.

"We offer this unique service to any business looking to transition to an electric fleet, from data analysis and vehicle provision to infrastructure and energy solutions.

"We will then be able to provide a comprehensive TCO (total cost of ownership) model for today and future business operations."

Although some company vehicle drivers may not consider workplace charging as critical to their current needs, this option will be more sought after in years to

come as an increasing number take advantage of low benefit-in-kind (BIK) tax rates on electric vehicles.

For businesses, there is no better time to introduce at-work charging.

Hitachi Capital Vehicle Solutions uses company data to determine how such an infrastructure would work is critical.

"We collect data on routes, dwell times, vehicle type, load, use case and all these data points allow us to formulate a top-down perspective of not only that Hitachi Capital Vehicle Solutions has supplied the right vehicles, but that we can fuel them efficiently," he said.

"Building the case for the right EV shows us how, where and when the requirements are for fuelling at base, at home and in the public domain."

Asked how successful implementations have been, Berry replied: "We have successfully implemented many business-critical solutions into the workplace environment, coupled with market-leading ongoing support. We also ensure that the data received from the charge points is interpreted in way that ensures optimal use of the electric vehicle supply equipment (EVSE) and vehicles.

"This, in turn, enables us to help scale up in line with the client's requirements. All of this has resulted in operational savings for our clients, but, more importantly, a cleaner environment for all."

Hitachi Capital Vehicle Solutions manages the network using a globally recognised platform and Berry explained how the company looks to offer advantages across other networks.

## Saving costs and staying compliant

Reducing fuel bills and cutting back on administration are just two of the many benefits of a fuel management service offered to fleets by Hitachi Capital Vehicle Solutions

**H**itachi Capital Vehicle Solutions can provide customers with extensive data reporting capabilities that cover mileage capture and fuel analytics.

Working with a number of fuel, travel and expense card partners, Hitachi Capital Vehicle Solutions help fleets select the solution that best suits their objectives, including public charging for EVs. It expects to help fleets to save more than 15% on their total fuel spend.

The mileage capture and audit service reduces fuel bills by accurately recording and auditing employees' business mileage and fuel expenditure.

A mobile app can log drivers' miles while on the move, it can take a telematics feed or drivers can input business mileage via an online system.



Start your fleet electrification journey today with Hitachi Capital Vehicle Solutions.



He said: "We provide similar solutions to legacy systems such as fuel cards, in EVs it is referred to as 'roaming', which is the ability to use other networks seamlessly with the potential to shore up their own fuel prices in advance."

The costs to the business of workplace charging should be carefully considered dependent on operational and commercial requirements.

A back-office solution is available for companies wanting to charge their employees, for example. It enables businesses to set their kWh price and will also manage all the related invoicing and/or receipting.

Given the increased uptake of electric vehicles across company vehicle drivers, salary sacrifice and commercial fleets in response to incentives and a growing prevalence of zero emission zones, businesses should offer workplace charging wherever feasible.

The service audits every journey, ensuring compliance with a company policy.

At the end of each month, drivers submit their final odometer reading and a payroll file provided for reimbursement or private mileage deductions where fuel cards are used.

The system can also provide e-feasibility analysis, EV performance monitoring and reporting, domestic charging reimbursement, public charging payment and/or reimbursement.

**A range of driver support services are offered as part of the package, including:**

- Easy-to-use app to record mileage
- Quick and simple to make mileage and expense claims online or through app
- Domestic charging reimbursement
- P87 services for tax returns
- Driver helpline to support employees

**Consolidating all fleet data from multiple suppliers and all parts of the business, provides a real-world insightful reporting suite, that will help companies:**

- Improve cost efficiencies
- Steer their fleet strategy
- Reduce their carbon footprint
- Manage their driver performance

It will also ensure complete business mileage records are available for audit or to submit to HMRC.

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Jonny Berry, head of decarbonisation

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