

**nationalgrid**

# We're here to help you electrify your fleet



## Accelerate your Fleet's transition to EVs

### Our EV programs can help your fleet:

- Differentiate your fleet with a commitment to sustainability
- Reduce CO<sub>2</sub> and air pollution in the communities you serve
- Lower your vehicle Total Cost of Ownership (TCO)
- Lower your electricity costs with bill savings offerings
- Support state zero emission vehicle targets

**MA**  
[ngrid.com/ma-evcharging](https://ngrid.com/ma-evcharging)

**NY**  
[ngrid.com/ny-evcharging](https://ngrid.com/ny-evcharging)

## Fleet EV programs support the entire electrification journey

### Planning



#### Fleet Assessments:

**MA:** Publicly-owned fleets can study vehicles, charging, and TCO, plus ongoing support. Private fleets may qualify for the Mass Fleet Advisor Program from the MA CEC.

**NY:** All fleets receive a site capacity review, rate analysis, and online scenario calculator

#### Flexible Connections:

A new solution for constrained sites that allows fleets to pre-build and use their full EV charging station capacity while grid upgrades are built.

### Infrastructure



#### Make-Ready Incentives:

Fleets can save \$100,000's in upfront capital costs.

**MA:** Up to 100% of grid-side and customer-side infrastructure costs, plus charger rebates for public fleets

**NY:** Up to 90% of grid-side costs, plus up to \$220 / kW for customer-side infrastructure in DAC or Public projects

#### NY Load Management Tech:

Funding for battery storage, load management equipment, and software

### Operational Savings



#### Lower Demand Charges:

**MA:** 100% off in 1st year, discounts through 2033

**NY:** EV Phase-In Rate demand charges grow with EVSE usage

#### Managed Charging:

**MA:** \$0.03-\$0.05 / kWh off-peak rebates (>\$100 / mo.)

**NY:** >10% discounts for avoiding peak (coming later in 2025)

#### Vehicle-to-Grid (V2G):

Advanced fleets can add revenue for providing power to the grid

## Project Steps covered by the Fleet EV Program

MA Example:		Plans	Infra.	EVSE	O&M
<b>Private Heavy-Duty Truck Fleet of 4 Trucks</b>	<b>EV Program Support<sup>1</sup></b>	Public fleets only	✓	Public fleets only	✓
MA G-3 Rate, Environmental Justice Community, Income location, 4 x 150 kW chargers, charging 500 kWh per day per vehicle, ~14% Load Factor	<b>Cost <u>WITHOUT</u> EV Program<sup>2</sup></b>	Internal Resources (~\$20k)	Up to \$400k or more	\$40k-\$80k or more per port	~\$0.25-\$0.30 per kWh
► Collectively, EV Fleet Programs could potentially provide up to ~\$400k upfront savings, and ~20% ongoing electricity savings	<b>Cost <u>WITH</u> EV Program<sup>3</sup></b>	~\$20k	\$0 for Fleets	\$40k-\$80k or more per port	~\$0.20-\$0.25 per kWh
	<b>Fleet Savings<sup>4</sup></b>	Public fleets only	~\$400k	Public fleets only	~\$3k per month (~\$36k / yr.)

Note: 1) Summary only – see website for details and eligibility. 2) Estimates only – local conditions, supplier variability, and installation costs will vary; 3) Subject to caps per port: 150 kW DCFC customer-side infrastructure is capped at \$60k & EVSE rebates at \$80k for an EJC Income project. 4) Savings are estimates for illustrative purposes only, and final costs may vary.

## Fleet Electrification Connection Process / Next Steps

### Get started today

#### Initiating service requests now will:

- A) Get your project in our construction / upgrade queue.
- B) Shorten the typical connection timeline (typically 6-18 months or more).
- C) Utilize EV make-ready funding while available for ACT goals.



#### STEP 1

##### Information and Application

Potential participant reviews program information and contractor resources at [ngrid.com/ma-evcharging](https://ngrid.com/ma-evcharging) or [www.ngrid.com/ny-evcharging](https://www.ngrid.com/ny-evcharging)

#### STEP 2

##### Review

Customer reviews program eligibility, Environmental Justice/Disadvantaged Community status, and program requirements at the EV program link(s) above.

#### STEP 3

##### Design

Program participant works with Contractor and National Grid on charger selection and site design.

#### STEP 4

##### Application Review

Participant or Contractor submits application and National Grid reviews eligibility and site information, assessing costs and feasibility.

#### STEP 5

##### Construction

National Grid and Contractor build EV charging infrastructure into parking space.

#### STEP 6

##### Activation

Chargers are installed and activated. Customer provides documentation. National Grid provides payment to customer.

**We can help you create a cleaner, more efficient fleet business.**

**In addition to electrifying your fleet, take advantage of our programs and financial savings opportunities:**

#### Heat Pumps

When you take advantage of financial incentives to upgrade to high-efficiency heat pumps, you're investing in a more comfortable space that meets your sustainability goals for years to come.

#### Advanced Controls and Energy Management Systems

Let's work together to take control of your systems. Maintain occupant comfort, prolong equipment life, and ensure that your facilities are performing at their best.

#### Custom Projects

Do you have a process that is energy intensive? We have the technical assistance and custom incentives to make your processes more efficient.

#### Demand Response

Energy use increases during certain months. By reducing your energy use during peak events, you could receive financial incentives and support our infrastructure.

#### Weatherization

Our incentives on building envelope improvements can make your facility more energy efficient and comfortable.

#### My Business Account

An easy way to navigate your accounts, usage, and bills, helping you make better energy decisions while paying with ease.

**Are you a large C&I customer in New York? Contact us about our new Energy Concierge, which creates an energy roadmap from the solutions above to lower your total energy costs.**

**Interested in more details, need help with the process, or ready to apply?**  
**View complete program details at [ngrid.com/evfleethub](https://ngrid.com/evfleethub)**