

Welcome to Day 2

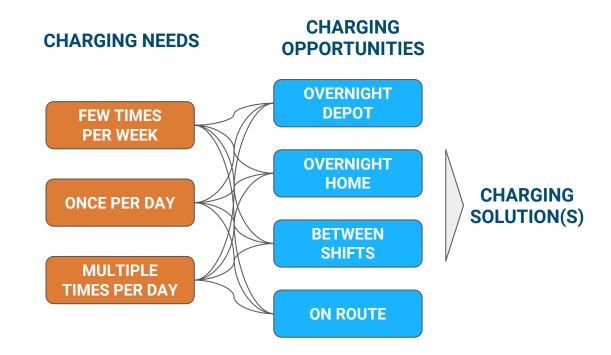
- Yesterday was about apartments and other common properties
- Today turns the focus to what fleets operators need
- Challenge for today is the number of different fleet types and needs exist
- Today we will hear from different fleet operators and experts and hopefully learn more on the nuances and common solutions different operators need



Different Fleet Types = Different Solutions

What are the charging needs and opportunities for the fleet?

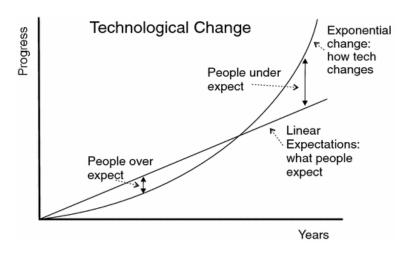
- Telematics is ideal
- Fuel data
- Qualitative info from experts





What Does the Future Hold?

- Need to understand the long term needs
- The future solution will not evolve linearly
 - Battery technologies (range and charging speeds)
 - Charging technologies such as wireless
 - Autonomous vehicles
- Must ensure we consider this today, not to correctly predict the future, but to not overthink and let long term barriers delay what we can do now



Naylor, M. (2017). Exponential Change. In: Insurance Transformed. Palgrave Studies in Financial Services Technology. Palgrave Macmillan, Cham. https://doi.org/10.1007/978-3-319-63835-5_1





Thank you

