

Phase 3: Create a plan for near-term deployment

Step 6

Prove the business case of electrification and secure internal buy-in

Things to do

- Review and refine total cost of ownership and emissions reduction estimates.
 - Remember to factor in utility rates and policies. Utility rates and incentives can impact your total cost of ownership in significant ways.
- Calculate preliminary estimates on costs and savings.
- Prepare internal review/approval document for senior staff.
 - Include digestible data around emission reductions, total cost of ownership, changing regulatory landscape, etc.
 - Communicate that electrification is a long-term strategy and can take several years to achieve.
- Obtain internal go/no-go approval.
- Once senior staff approval is received, decide on a potential project path and a pilot to test out models and vehicle capability.