

NASEO Transportation Committee – Nov 2013



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Schneider
Electric

Schneider Electric Overview

32

billion \$ sales in 2012

37

% of sales in new economies

140000 +

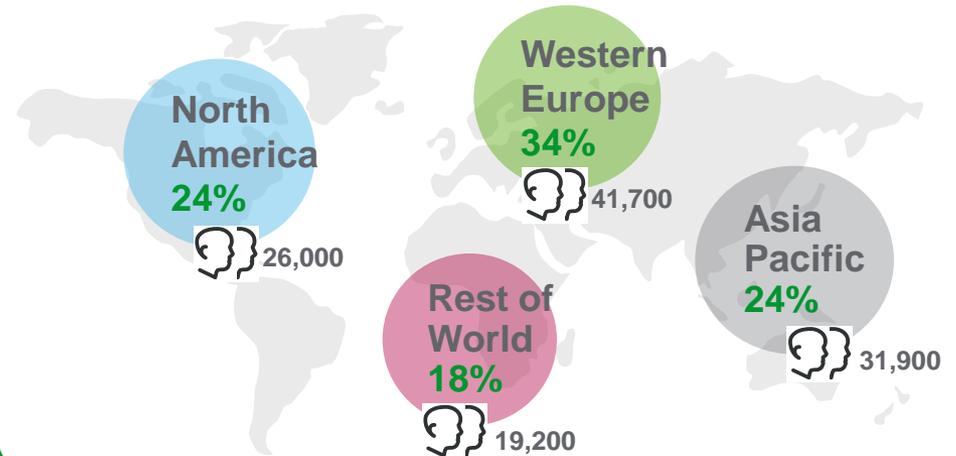
people in 100+ countries

5%

of sales devoted to R&D

Listed on the Paris Stock
Market – CAC40

Balanced Geographies



Schneider Electric Brands



EV Growth



BMW i3
2014



Nissan Leaf
In Market



Chevy Volt
In Market



BMW ActiveE
In Market



Ford Focus EV
In Market



Toyota Prius
plug-in hybrid
In Market

Consumers

Support for clean energy
Better driving experience
10:1 Long-term cost advantage



Tesla Model S
In Market



Toyota Rav4 EV
In Market



Audi A1 E-tron
2013



Ford C-MAX
Energi 2013



Honda Fit EV
In Market



VW Golf Blue-
e-motion
2014

Auto manufacturers

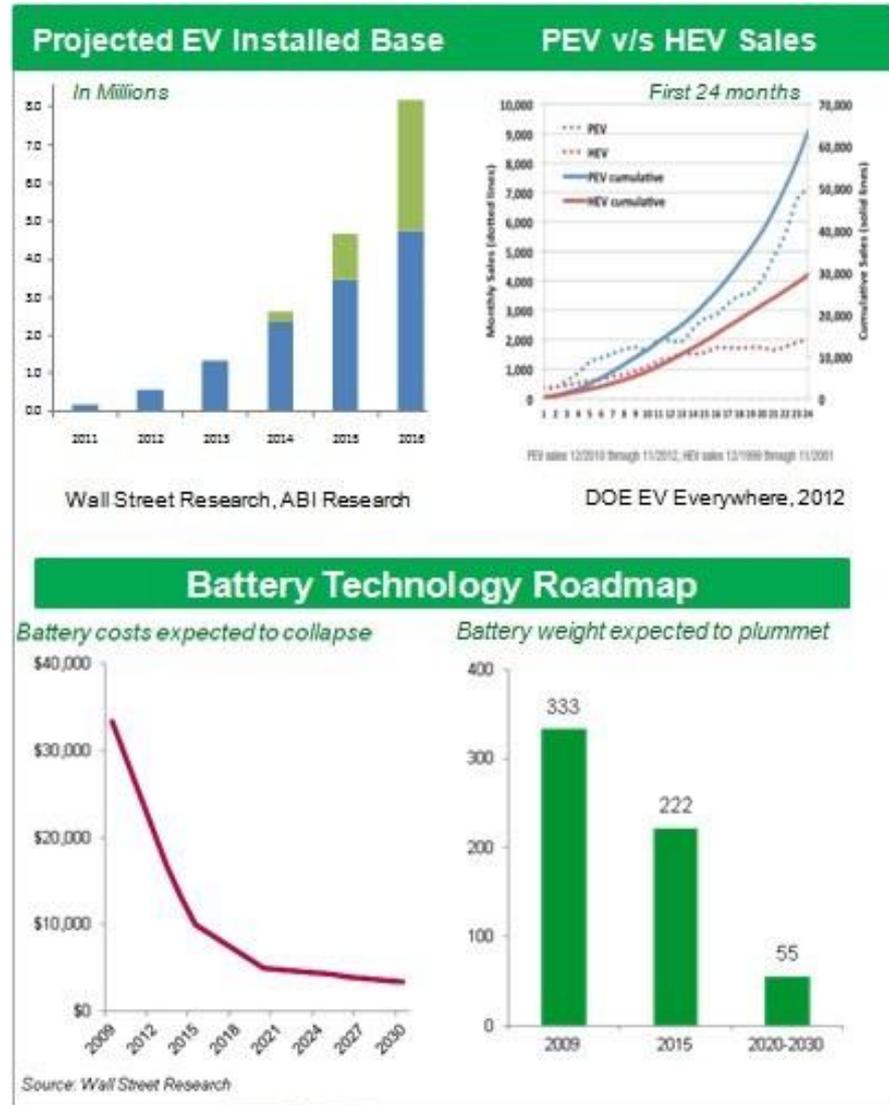
Must average 35 MPG across
the fleet by 2020
Delivering 40+ new EV models
in next few years

Governments

Providing purchase incentives
\$2 billion in grants issued
Energy independence

Cost Declines

Supply chain improvements
narrowing the initial cost gap
Battery cost declining s



Exponential EV Growth

2010 :Thousands 2011:Tens of Thousands 2014:Hundreds of Thousands 2017:Millions 2025:Tens of Millions

NAM EV Charging Market Segments

Residential – Indoor “Resi”

Single family homes

- dedicated garage

Retail/e-tail

and Auto OEMs/Dealers lead



Private – Outdoor “Commercial”

Private defined as those not available to the general public where parking is restricted to authorized members or customers.

- **Workplace**

- Employee lots

Private

- Hotels/Resorts
- Multi-family apartment and condominium buildings
- Car sharing services
- Stadiums, private destination centers



Public – Outdoor “Commercial”

- Retailers (malls, chain stores, restaurants, grocery/drug stores)
- Municipal and office buildings
- Parking garages/lots
- Curbside (w parking meters)
- Metro “Park and Ride” lots
- Convenience stores
- Destinations/museums
- Car dealerships



Fleets

This segment includes various charging stations for light duty passenger cars, medium duty and heavy duty trucks. Examples include corporate fleets, car rental, municipal, delivery vehicles, taxis, utilities etc.

EVlink Completed projects

California Energy Commission – San Mateo Community College (Aug 2013)

19 charging ports



- Partnership with CEC on EV deployment policy
- Encourage the adoption of EVSEs for the constituencies (faculty, employees, students, administration, visitors)

Caesars Entertainment, Reno, Nevada (May 2013)

16 charging ports



- Drive Sustainability goals & image
- Attracting visitors & differentiation

State of IL – Statewide deployment (Nov 2012)

45 charging ports



EV infrastructure to support EV fleet

California Energy Commission – American Red Cross (Aug 2013)

4 charging ports



EV Charging service incentives for donors

Universities – Vanderbilt, Kansas Univ, CSUs

15 charging ports



Drive EV adoption among faculty & students

City Car Share - Non-Profit (Sept 2013)

8 charging ports



Viability extension study of sub-urban transportation

Policy considerations

Policy considerations to address for greater EV adoption

1. Specific rates for transportation
2. Exclude EVs from state utility regulation
3. Streamline and standardize local permitting processes and codes
4. Coordinate planning to optimize a statewide/regional charging station network

Thank you

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