

# Green Mobility Purchasing Advisory Committee Meeting

Metropolitan Area Planning Council (MAPC)

October 26, 2017

Wifi: MAPC\_Guest

Pword: access2mapc



# Today's Agenda

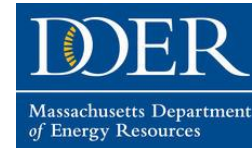
- 9:30 AM *Arrival & Coffee*
- 10:00 AM **MAPC Overview of Agenda & Member Announcements**
- 10:15 AM **Green Mobility Group Purchasing Program Updates**
- 10:55 AM *Stretch/Break*
- 11:00 AM **National Fleets for the Future Opportunities**
- 11:15 AM **Wrap Up & Next Steps**



# Green Mobility Group Purchasing Program Updates

First Round Results & Second Round Plans

# ROUND 1 PRICING



## Accelerated Time-Based Discounts

**DAY 1 – DAY 30**  
3%

**DAY 31 – DAY 90**  
1.5%

**DAY 91 – DAY 180**  
0%

### Volume-Based Discounts

6+ vehicles  
20+ vehicles  
100+ vehicles

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6+ vehicles  
20+ vehicles  
100+ vehicles

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6+ vehicles  
20+ vehicles  
100+ vehicles

# VEHICLE TYPES

## Class 2 Ford and GM Vans for Hybrid Electric Up-fit or Retrofit



Ford Transit  
150



Chevy Express



Ford Transit  
250



GMC Savana  
2500



Ford Transit  
350



GMC Savana  
3500



Ford  
Econoline

# VEHICLE TYPES

## Class 3-6 Ford, GM, Isuzu Chassis for Hybrid Electric Up-fit or Retrofit



Ford F59



GM 3500



Ford E350



GM 4500



Ford E450



Isuzu Reach

## Class 2 Ford Pickups for Plug-In Hybrid Electric Up-fit or Retrofit

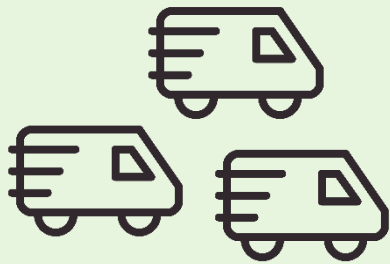


Ford F150

# PROCESS & TIMELINE

- FEBRUARY – APRIL** ● Public entities submit Letters of Interest & Vehicle Interest Lists
- MAY** ● MAPC collects vehicle specifications for **ROUND 1**
- JUNE** ● MAPC partners with OSD and DOER on **ROUND 1**
- JULY** ● MAPC/DOER issue Statement of Work to XL Hybrids
- AUGUST** ● 30 day accelerated discount window closed 8/25
- OCTOBER** ● 60 day accelerated discount window closed 10/25
- JANUARY 2018** ● **Pricing Agreement with XL Hybrids closes 1/25/18**

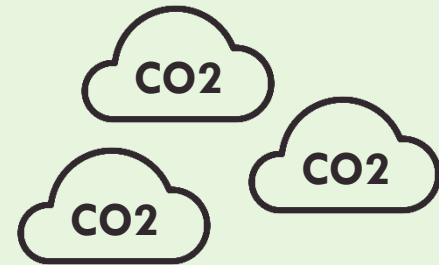
# ROUND 1 RESULTS



**26** vehicles  
**4** fleets



**11-19%** discounts  
**1-2k** per vehicle



**25-30%** average fuel  
economy improvement



# WHAT'S NEXT?



CLIPPERCREEK, INC.



**VEH102 – EV Charging Stations**

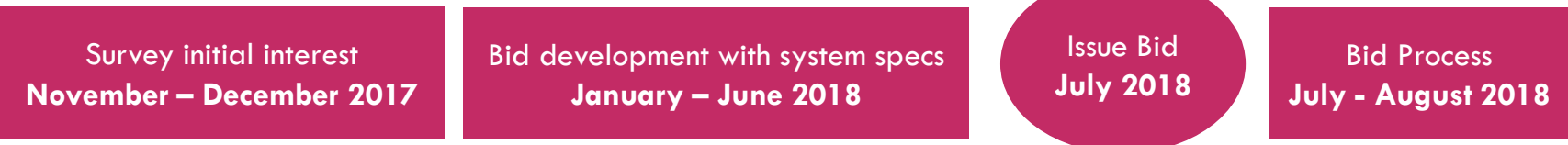


**VEH102 – Aftermarket Conversion**

**Paired with OEM  
vehicle options  
off of VEH98**

# POTENTIAL TIMELINE

## MAPC PROGRAM TIMELINE



## PUBLIC FLEET TIMELINE



## MAPC/FLEET FUNDING OPPORTUNITIES





# National Fleets for the Future Procurement Opportunities

Update from the National Team & Q&A

# Wrap Up & Next Steps

1. Committee Feedback Survey
2. State Fall Fleet Event – Nov 7
3. Efficiency & Regionalization Grant – Nov 16
4. Program Webinar – TBD (Dec – Jan)
5. Fleet Assessment Pilot with Natick
6. Next Meeting Date: TBD

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