

# MAPC's Green Mobility Group Purchasing Program

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# MAPC: CLEAN ENERGY

## Regional Energy **Projects**

- ESCO Procurement
- Regional Solar Initiative
- LED Streetlight Purchasing Program
- Community Electricity Aggregation
- Green Mobility Program
- Energy Resiliency

## Climate and Energy **Planning**

- Connecting municipalities with incentives + plug-and-play programs
- Community energy and climate baselining, planning, and strategizing
- Outreach programming and education
- Net Zero Planning

## Energy **Technical Assistance**

- Grant Writing
- Green Communities Designation
- Methane Leaks
- Solar Permitting and Zoning
- State and Local Policy
- Net Zero Guidance & Education



# FLEETS FOR THE FUTURE



Accelerate the deployment of **alt. fuel vehicles (AFVs)** by reducing their incremental costs and building fleet capacity to plan procurements.

Propane, electric, and natural gas vehicles and infrastructure.

# **Piloting the Group Purchasing Program 2016-2017**

# VEH102 Vendors



CLIPPERCREEK, INC.

VERDEK


GraybaR

EVSE LLC  
Smart Charging Solutions For Electric Vehicles  
A subsidiary of General Motors

WattZilla  
Dual 80 amp EV charging station

VOLTREK  
POWERING YOUR JOURNEY™

**Category 1**  
CHARGING STATIONS



eNOW

THERMO KING

**Category 2**  
IDLE REDUCTION



Magmotor

VERDEK

National Fleet HYBRIDS

XLhybrids

**Category 3**  
AFTERMARKET CONVERSIONS

VEH102: Statewide Contract for Advanced Vehicle Technology

# Identifying the Opportunity

Nearly 50% of municipal vehicles are



Other popular makes include

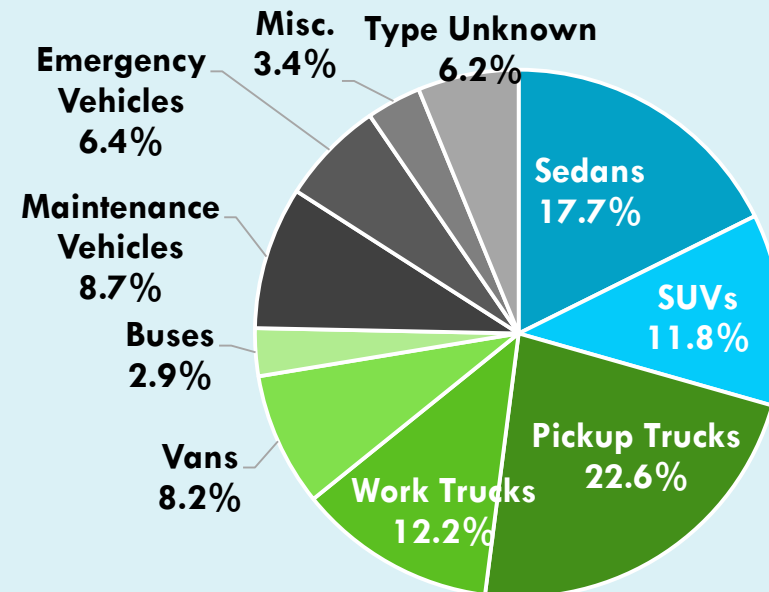


BLUE BIRD



A NAVISTAR COMPANY

MA Green Communities  
Common Vehicle Types



Source: MA Dept. of Energy Resources, Green Communities Division (2015)



## 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

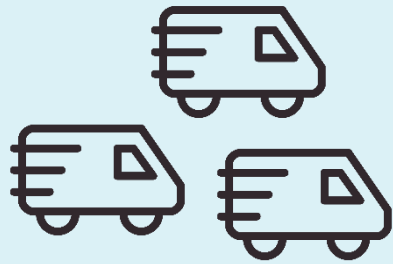
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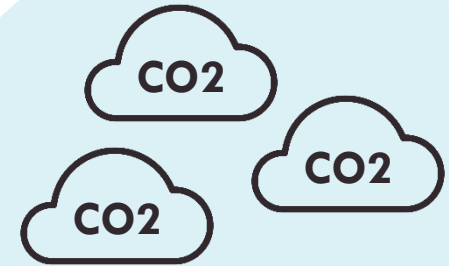
# Results from the Pilot Round



**28** vehicles  
**4** fleets



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

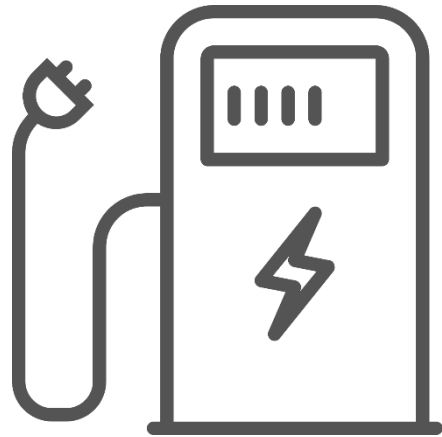


**25-30%** average  
fuel economy  
improvement



# **Group Purchasing Program Opportunities in 2018**

# 2018 Group Purchasing with MAPC



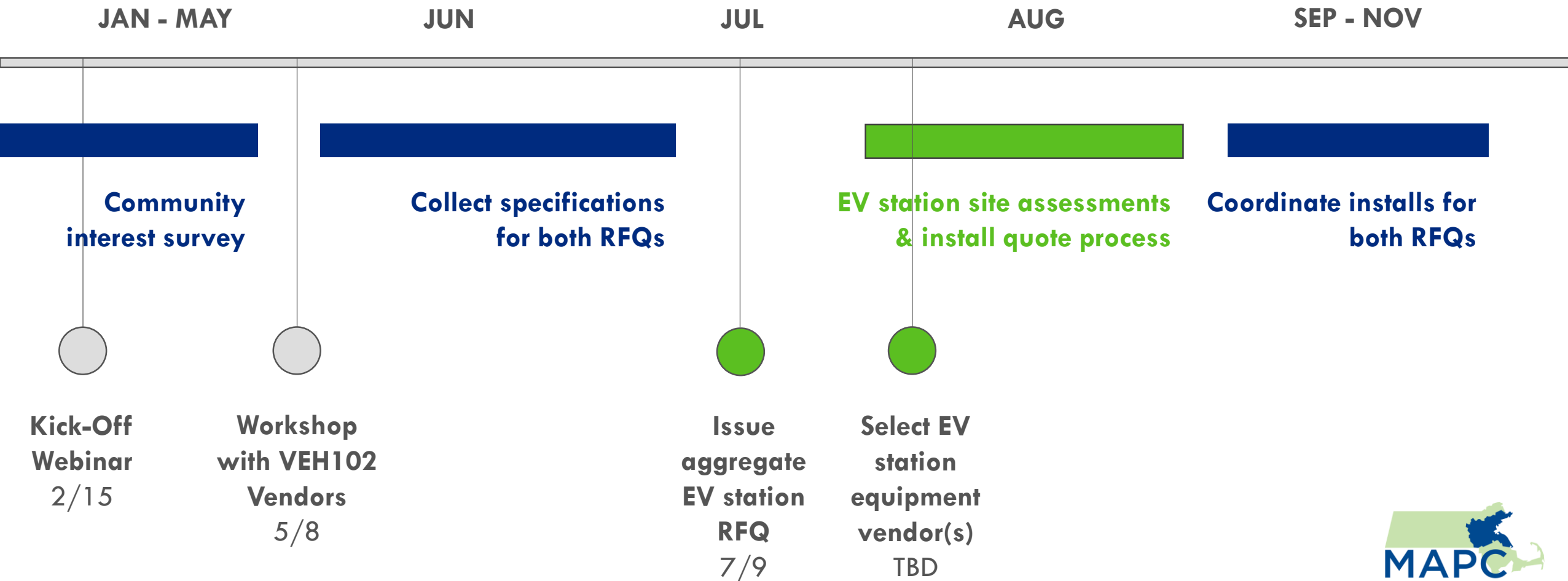
**EV CHARGING  
STATIONS**



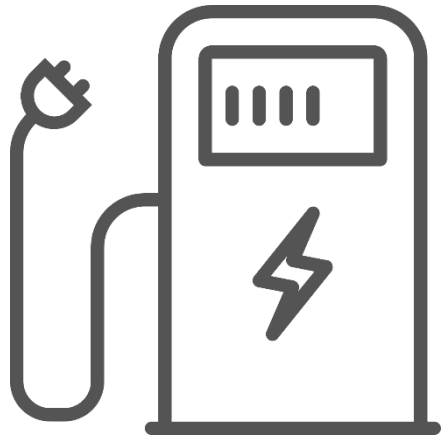
**AFTERMARKET  
CONVERSIONS**

# Timeline

*Exact timing subject to change, per community purchasing needs*



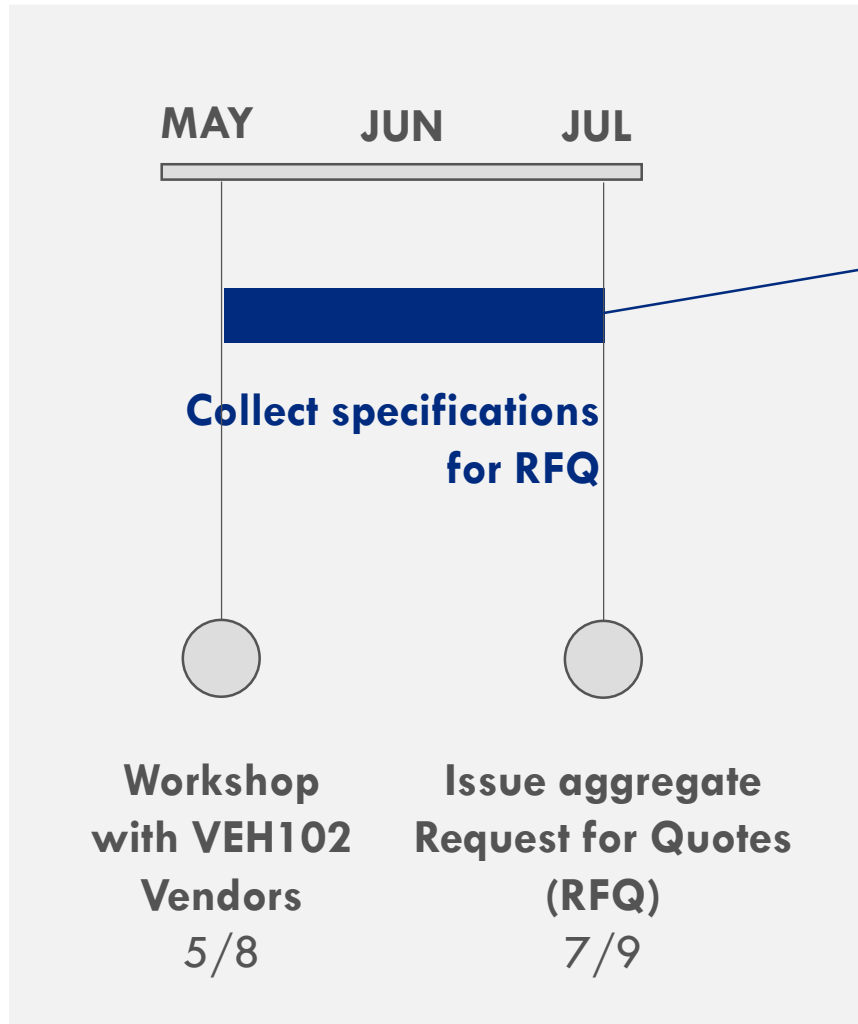
# EV CHARGING STATION BID



## EV CHARGING STATIONS

1. Level II and DCFC stations
2. Coordinated site assessments
3. Installation

# SPECIFICATIONS NEEDED



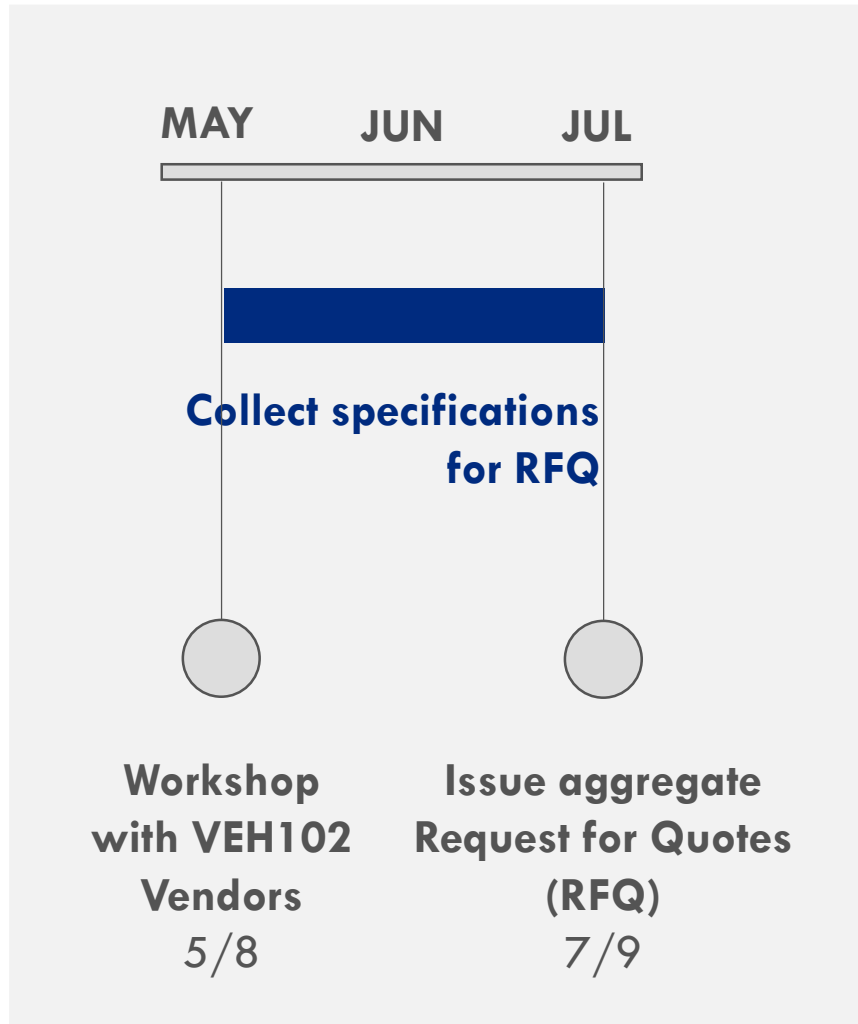
## EQUIPMENT

## SITE

### For each station:

- Level of Charge
- Voltage
- # of Ports
- Payment System
- Network Capable (Y/N)
- Desired Network Functions
- Mounting Type
- Cable Management

# SPECIFICATIONS NEEDED



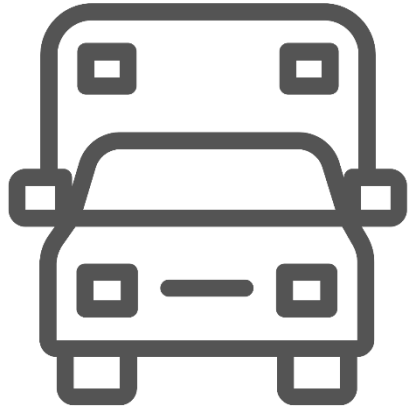
## EQUIPMENT

## SITE

### For each station:

- Approx. site address
- Existing site load capacity
- Distance from power source
- Cell signal availability (Y/N)
- Excavation needed (distance /surface type)
- Physical protections needed

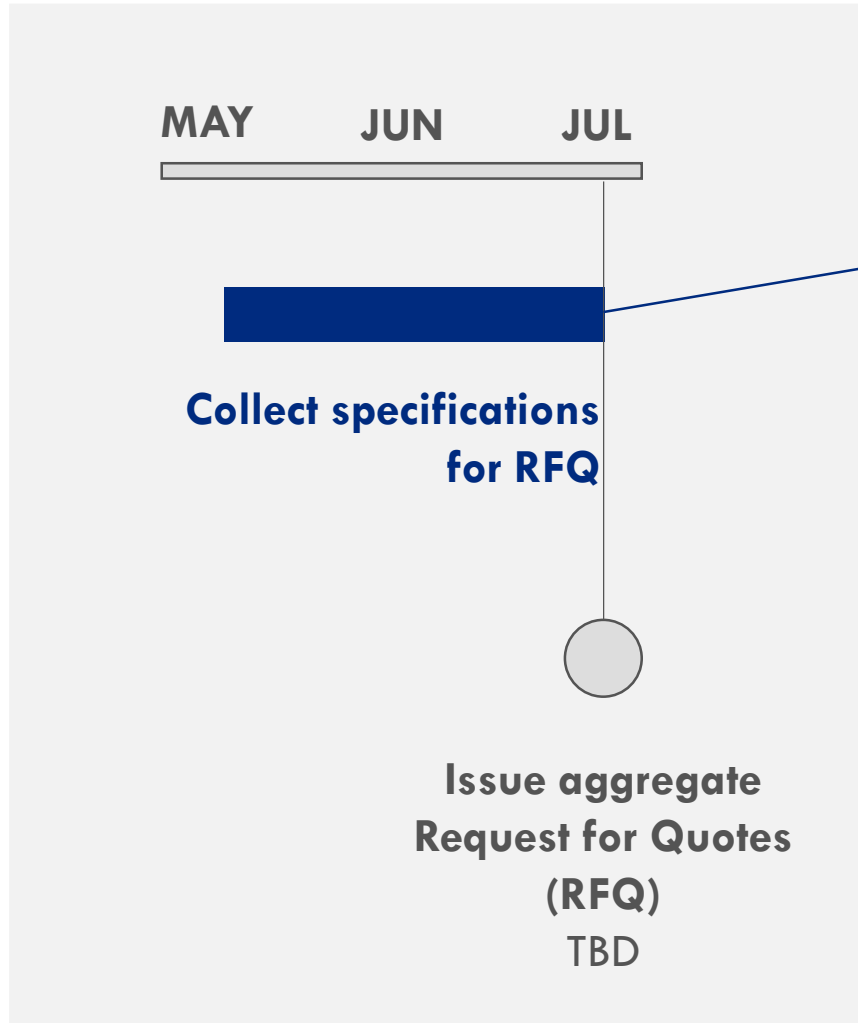
# AFTERMARKET CONVERSION BID



## AFTERMARKET CONVERSIONS

1. Hybrid electric conversions
2. Plug-in hybrid electric conversions

# SPECIFICATIONS NEEDED



## EQUIPMENT

### For each vehicle:

- Alternative fuel type
- Vehicle body style
- Make
- Model
- Model year
- Engine type/size
- Wheel base
- Conversion type (retrofit or up-fit)



# Next Steps & Related Opportunities

## EV Charging Station Specifications Template

Send to MAPC no later than **July 2, 2018**

## Aftermarket Conversion Vehicle Specifications Template

Send to MAPC no later than **July 2, 2018**

Download the specifications templates at:

<https://www.mapc.org/our-work/expertise/clean-energy/clean-vehicle-projects/>



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