



# Results+

## Wheels' Client Makes Impressive Progress Towards 2030 Fully Electric Goal

### Going Fully Electric by 2030

As a global technology company specializing in electrification, automation, and digitalization this Wheels' client serves various industries, including manufacturing, energy, healthcare, and infrastructure. The US Division consists of two main fleets. Drivers of company vehicles support the business as industrial service technicians, field engineers, sales professionals, and business development managers. While each fleet has its own unique roadmap, the client has standardized the sustainability program where possible while ensuring ultimate success for individual business needs. The company has been on an aggressive sustainability journey, aiming to align with their overall environmental goal to achieve net-zero carbon emissions by 2030. Each year, the organization increases momentum, making forward-thinking strategic and operational shifts to electrify its fleet.

### Phased Fleet Electrification with Comprehensive Driver Support

With a phased approach to fleet electrification, the client, with Wheels in a supporting role, utilized a diverse array of OEMs, expanding the range of available EV product offerings. The client also partnered closely with OEMs to upfit EV SUVs for service applications. An important part of the strategy was to provide drivers

with home chargers, covering both the installation and ongoing home charging costs. Drivers enjoy the flexibility to choose between a company-provided EV or a reimbursement program (FAVR). The client took a forward-thinking step by incorporating EVs into its driver reimbursement program, a unique move in the fleet management industry. Their Sustainable Reimbursement Program includes tiered incentives based on engine type, home chargers, and reimbursed installation costs, promoting an eco-friendlier fleet.

### Significant Progress Toward 2030 Goal

This client has made tremendous progress in achieving its fleet sustainability objectives. Over the past year, the percentage of sustainable vehicles in their fleet increased from 34% to 61%, resulting in a significant reduction in CO<sub>2</sub> emissions. In the 2023 fiscal year, the company ordered 180 electric vehicles (17% of new vehicle orders), and in 2024, that number jumped to 1172 (46% of new vehicle orders). Once delivered, over 70% of their fleet will consist of sustainable vehicles, positioning them as a leader in fleet electrification. By 2030, the company aims to achieve zero tailpipe emissions across their fleet, marking a major milestone in their corporate sustainability journey. Wheels continues to partner with the company to help meet these aggressive goals and ensure continued leadership in sustainability.

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**PROJECT SERVICES:** Sustainability/EV adoption/reimbursement

**FLEET SIZE:** 10,900

**VEHICLE TYPE:** Sedans/SUVs/Vans/Pickup Trucks

**INDUSTRY:** Medical Technology

### Savings/Improvements:

**93%**

of vehicles on order are Hybrid or electric

**222,533 lbs.**

of total emissions avoided in past year