

# XLhybrids™

Simple. Smart. Sustainable.



## Fleet Electrification Solutions

Green Your Fleet!, Granite State  
Clean Cities - NHMS

June 10, 2016

## Sustainability

- Fuel Savings (gallons)
- CO2 Reduction Goals
- Vehicle Branding, Community Awareness



## Financial

- Fuel Savings (\$)
- Attractive Payback/ROI
- Easily Wraps Into Leasing/FMC Purchasing



## Data

- Real World Performance Reporting
- Service Alerts for Vehicle Uptime
- Accurate Data for Widespread Deployment



## Features

- OEM Warranty & Service Unchanged
- Better Braking & Acceleration
- No Operational Impact (vehicle range or infrastructure)





## Smart

- ✓ 25% MPG increase\*
- ✓ Operating cost savings
- ✓ Driver efficiency improvements

## Sustainable

- ✓ CO2 emissions reduction
- ✓ Meet sustainability mandates
- ✓ Green branding

## Simple!

\*Results may vary



# XL3 Hybrid Specifications - Van



## Upfits & retrofits

- Ford Transit vans (3.5L and 3.7L engines)
- Chevy Express and GMC Savana vans (4.8L and 6.0L engines)
- Ford Econoline vans (4.6L and 5.4L engines)

Features	Specifications
Hybrid system weight	350 lbs.
Electronic speed governor	Up to 85 MPH
Hybrid component warranty	3-Year // 75,000 miles

## Product types

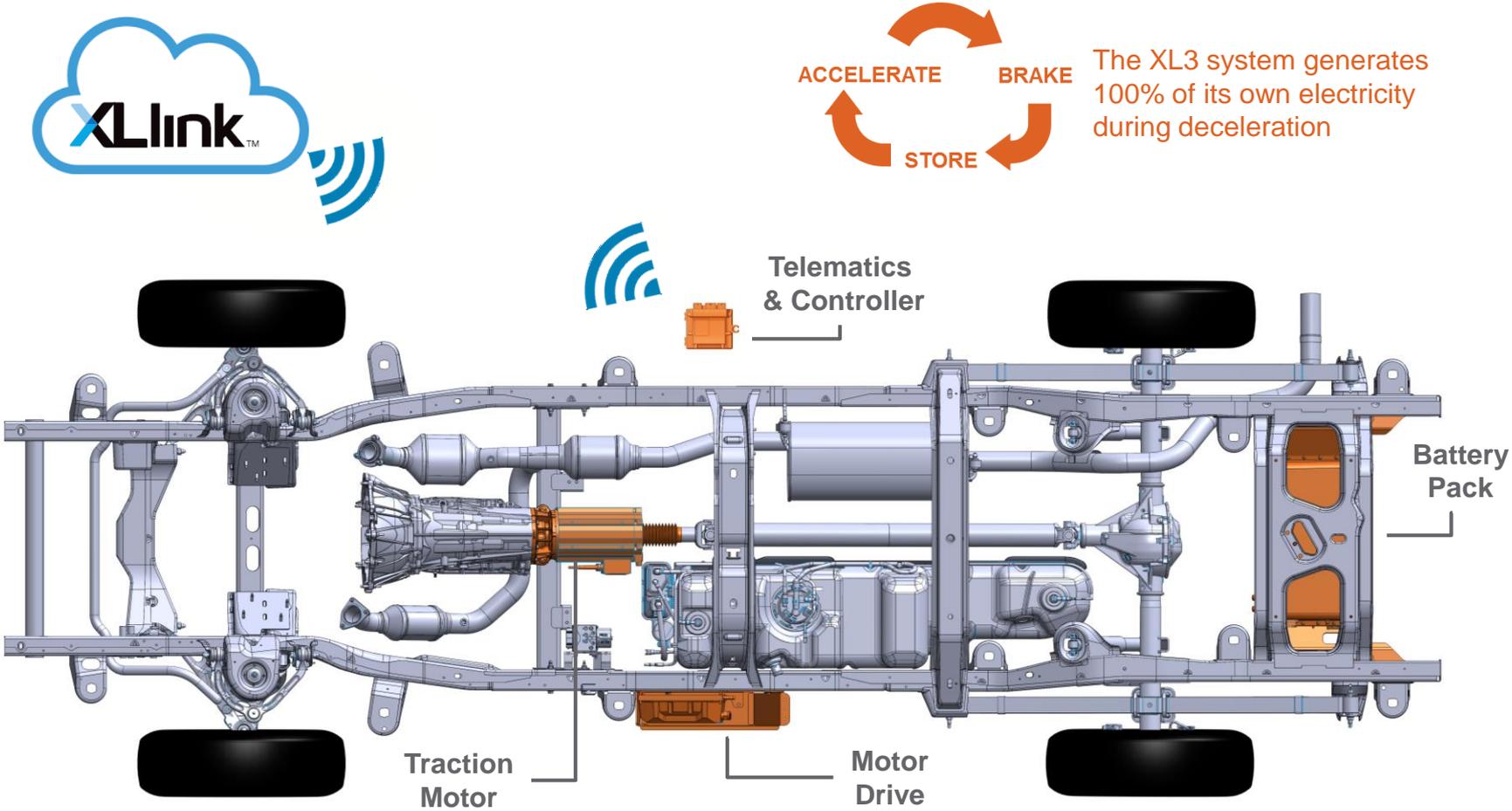
- Cargo and passenger
- All vehicle lengths
- All roof heights

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# XL3 Hybrid Electric Powertrain - Van



**XL Technology:** Regenerative braking and strategic assist for 25% MPG increase\*



\* Results may vary

# XL3 Hybrid Specifications - Chassis



## Upfits & retrofits

- Ford E-Series cutaway and strip chassis (5.4L and 6.8L engines)
- Isuzu Reach by Utilimaster (3.0L diesel engine)
- Ford F59 stripped chassis (6.8L engine)
- GM cutaway (4.8L and 6.0L engines)

Features	Specifications
Hybrid system weight	385 lbs.
Electronic speed governor	Up to 85 MPH
Hybrid component warranty	3-Year // 75,000 miles

## Product types:

- Shuttle, step vans and box trucks
- Reach wheelbase: 151" with a 12 foot body

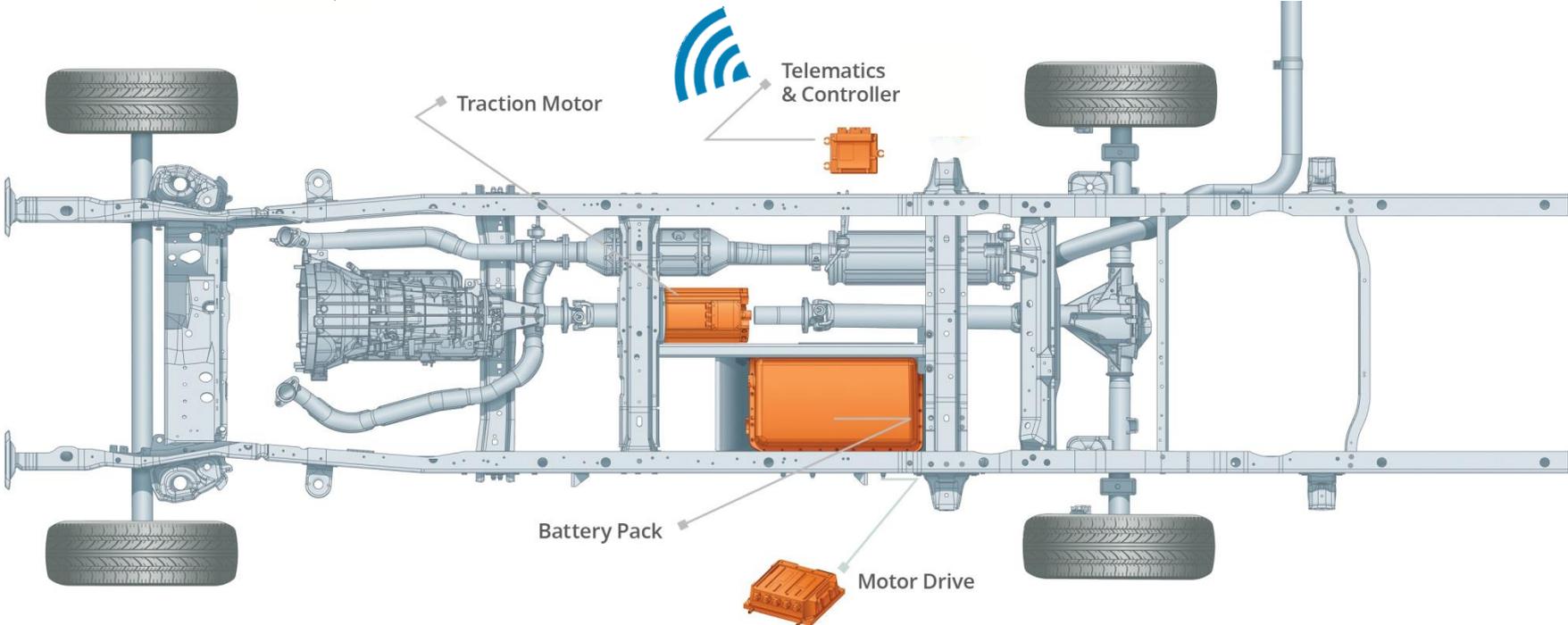
# XL3 Hybrid Electric Powertrain - Chassis



**XL Technology:** Regenerative braking and strategic assist for 25% MPG increase\*



The XL3 system generates 100% of its own electricity during deceleration



\* Results may vary

Ford Chassis Illustration

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## The Simple Choice...

- Better acceleration and braking
- Fast installation
- Low cost
- OEM powertrain stays intact
- OEM warranty stays intact
- Minimal maintenance requirements
- No range limitations
- No special fueling infrastructure
- No driver training
- No excessive noise

**25 Million  
Proven Fleet Miles  
with  
99.9+%  
Vehicle Up-time**

## XLlink™

- Continuous data link from every vehicle
- XL3 MPG performance analysis and reporting
- Collects millions of vehicle operational data points
- Alerts for service
- Supports 99.9+% vehicle uptime
- Included in HEV price



# Brand Awareness Benefits



## Sustainability Awareness

### Standard Decal Package

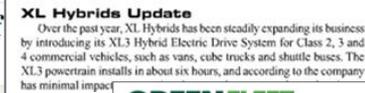


White or green decal placed on rear quarter panels



Placed on back right door

## Media Opportunities



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# Custom Vehicle Wraps Available



- Brand your vehicles to promote your sustainability leadership
- We can design custom vehicle wrap to showcase your brand and sustainability commitment



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## PEPSICO

*“The XL Hybrids system is cost-effective vehicle technology that pays for itself, and more, by generating thousands of dollars in savings per vehicle. Plus, the reduction in greenhouse gas emissions on 87 vans is helping PepsiCo achieve our corporate sustainability goals.”*

*Shelby Green,  
Senior Director, Fleet*

## Hybrid Fleet Electrification Numbers

**20%**

Reduction in Fuel Use per Van  
(Equivalent to 25% improvement in miles driven per gallon.)

**3+ Million**

Cumulative Road Miles

**99.9+%**

Hybrid Vehicle Uptime

Over

**\$20,000**

Projected Savings per Van\*

\*Based on brake maintenance savings, engine downsizing, fuel savings, and driver productivity.



# Coca-Cola

*"The reason we went with this technology on 282 vans is because it's very simple. With the fuel and maintenance savings, the XL3 powertrain pays for itself three times over its lifespan."*

*North American Fleet Asset Manager,  
Coca-Cola North America*

## Hybrid Fleet Electrification Numbers

**20%**

Reduction in Fuel Use per Van  
(Equivalent to 25% improvement in miles driven per gallon.)

**9+ Million**

Cumulative Road Miles

**99.9+%**

Hybrid Vehicle Uptime

Over

**\$20,000**

Projected Savings per Van\*

\*Based on brake maintenance savings, engine downsizing, fuel savings, and driver productivity.



## verizon✓

*“After trying several alternative vehicle technologies, we have finally found a system – XL Hybrids – that delivers significant fuel economy improvement results in real-world driving. We have deployed XL Hybrids on 16 vans because no driver training or special fueling is required. And we have re-ordered 36 more XL vans this year.”*

**Ken Jack**  
Vice President, Fleet Operations

### Hybrid Fleet Electrification Numbers

**20%**  
Improvement in Miles Driven per Gallon

**200,000**  
Cumulative Road Miles

**99.9+%**  
Hybrid Vehicle Uptime

**17%**  
Reduction in CO2 Emissions

Vehicle Type and Use: GM Vans Servicing Verizon's Network



## HARVARD UNIVERSITY

*“We chose to pilot the use of this hybrid technology so that we can do our part to support Harvard’s commitment to sustainability, including the goal to reduce greenhouse gas emissions across campus. We were able to save money and increase the fuel efficiency of our existing fleet, resulting in an immediate return on investment.”*

**David Harris Jr.**  
Director of Harvard Transit and Fleet Services.

## Hybrid Fleet Electrification Numbers

**28%**  
Improvement in Miles Driven per Gallon

**18,000**  
On-Campus Miles Driven

**99.9+%**  
Hybrid Vehicle Uptime

**22%**  
Reduction in CO2 Emissions



## Yale University

*“The hybrid shuttles are exceeding our expectations for CO2 emissions reduction and fuel savings. Plus, the “green” branding on our buses shows students and faculty that the university is committed to sustainable practices.”*

**Ron Gitelman**  
Yale Fleet Administrator

## Hybrid Fleet Electrification Numbers

**23%**

Improvement in Miles Driven per Gallon

**\$37,000**

Projected Savings per Vehicle\*

\*Based on brake maintenance savings, fuel savings, and driver productivity.

**99.9+%**

Hybrid Vehicle Uptime

**89 Tons**

Projected Lifetime Vehicle Reduction in CO2

Vehicle Type: Goshen Coach 24 passenger shuttles built on Ford E-450 platform



### Hybrid Fleet Electrification Numbers

**28%**  
Improvement in Miles Driven per Gallon

**120,000**  
Cumulative Road Miles

**99.9+%**  
Hybrid Vehicle Uptime

**22%**  
Reduction in CO2 Emissions

Vehicle Type: Ford and GM Vans and Shuttles

## City of Boston

*“ The ability to retrofit 13 vehicles in our existing fleet has allowed us to see immediate sustainability benefits and operating cost savings. The technology has performed well in our heavy urban driving environment, and been reliable for our Senior Shuttle and Traffic Enforcement divisions. We are now re-ordering 8 more vehicles with XL systems.”*

**William Coughlin**  
Director of Central Fleet Management City of Boston

# Nationwide Installation & Service



- Installs in <1 day
- Ship-thru upfits and retrofits



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# Thank You!



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