



EV101

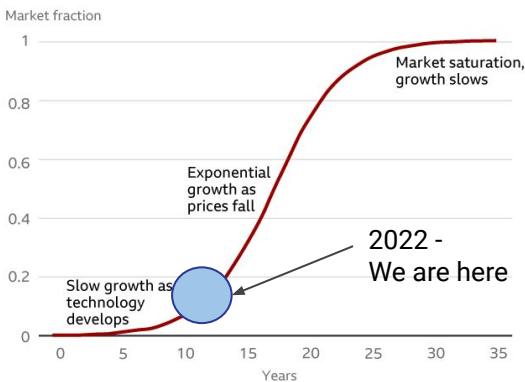
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Electric Vehicles (EVs) are now at the 2nd phase of the “S” curve “RAPID GROWTH”



You may not realise it now, but we are facing one of the biggest technological transitions ever, and it is already in its exponential phase. From landlines to mobile phones, videos to streaming and now petrol / diesel cars to Electric vehicles. Technological innovation tends to follow the ‘S-curve’: initially slow but incremental uptake followed by electrifying swift pace (the true growth stage) which is where we are right now.



The transition to electrified transportation is now accelerating rapidly as electric vehicles has reached the exceptional growth phase and it is expected to be more than half of new car sales and 40% of the global car fleet by the next decade.

As EVs are becoming more affordable and travel longer distances on a single charge, more and more people will be converting to electric cars sooner rather than later.

But we know making the switch to one can seem confusing. There's loads of different jargon to understand, not to mention a whole raft of new technology to understand what is best for you, during the biggest change to the automotive arena, in our lifetime.

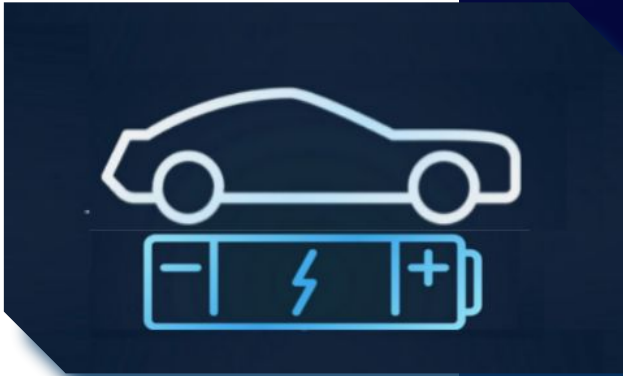
So with this, **EV101** is here to put you in the EV driver's seat to support you through this new automotive revolution. The following is a great introduction for businesses and individuals to start planning out your EV transition, and of course **EV101** is here to support and guide you through this totally new automotive era.



EV101, a true independent EV consultant - Specialist in sustainable vehicle solutions










No two solutions are the same, so to tailor your transition into the EV world, **EV101s** professional and managed services are purpose-built to help make this process efficient, smooth, and rewarding.



HOW EV101 CAN HELP








As a true industry independent, **EV101** breaks through the sales pitch and provides an unbiased evaluation service with your best interests in mind, including;

-  EV product selection
-  Charge point strategy
-  Software management
-  Incentive programs / opportunities
-  Cost of ownership
-  Combating range anxiety
-  Transition to EV driving



EV product selection

There are so many formidable electric vehicles on the market. So by listing your key points, **EV101** will figure out which product(s) suit your requirements. There is no overall "best EV." It all depends on your business or private requirements such as;

-  Vehicle type best suited to your requirement- Sedan, Hatch, SUV or Van
-  Number of seats or load requirements
-  Is your travel time within the metropolitan area greater than 90%
-  Is your travel time within the rural area greater than 90%
-  Your avg Kms travelled daily
-  Do you take frequent long trips over 250kms.
-  Your budget








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Charge point strategy - Private use

With EV charging, there isn't a one size fits all solution. Electric vehicles have different charging capabilities and requirements, and every owner also has their own driving needs. However, one point to note with EVs is, most of your charging will be performed at home or the office, meaning your regular visit to the petrol station will be a thing of the past.

-  Do you have access to an electrical outlet in a garage or driveway at home or at work?
-  Is your powerboard suitable ?
-  How secure is a charger?
-  Do have multiple vehicles to charge?
-  How fast do you want to charge?
Eg - Mins, Hrs or overnight

Charge point strategy - Commercial use

When exploring EV charging options for your business, it is vital to understand which strategies and models are best suited to your business. It is important to think about your goals first before seeking advice on an EV charging solution. Some goals include:

- 🚗 Driving more traffic to your business
- 🚗 Improving your Green Rating
- 🚗 Getting energy incentives
- 🚗 Attracting new staff/clients
- 🚗 Increasing employee satisfaction

Whatever strategy you choose to implement, scalability is something you must consider giving the rapid growth of EV vehicle sales.

The following outlines some key points before you start installing EV chargers for your business and customers.

- 🚗 Is your site established or being developed.
- 🚗 How many parking spaces should you allocate for EV charging.
- 🚗 What type of charger should you fit;
 - AC, DC, or Rapid chargers
- 🚗 Will you want to make it future proof -expand for the EV growth
- 🚗 Do you want to offer it as a value-add service (free) or have it chargeable
- 🚗 Is your powerboard suitable or will an upgrade be required.
- 🚗 Should you WiFi enable and connect to an app to manage charging
- 🚗 Is it a NMI pattern-approved meter (local reg)
- 🚗 Do you want to load manage each charger
- 🚗 What is the best software platform to manage your EV charging requirements.
- 🚗 What is the cyber security rating of the charger.



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Open Charge Point Protocol

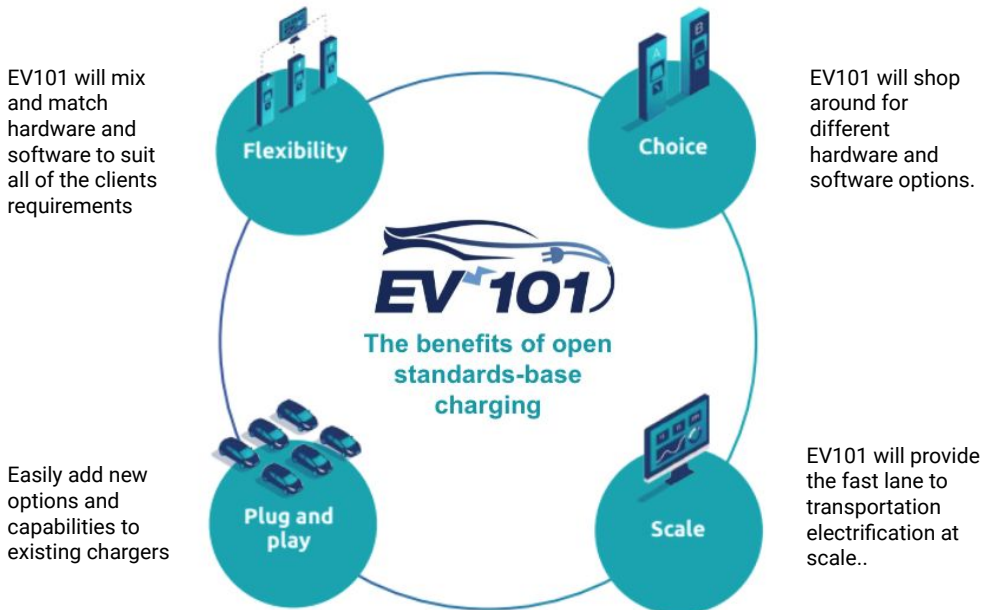


This is just one of many areas where **EV101** experience will support its clients. The advantages of open standards –based charging networks are flexibility and choice. Open standards allow users to choose from many different hardware and network providers. When you install OCPP-compliant charging stations, you are free to select the charging network provider that meets your needs.

Provides that close up shop or poor performing providers.

With the industry only in its infancy, Australia has already seen an EV charging network provider “**ChargePoint**” quietly shut down its Australian operations, leaving many charge closed to its customers & remote support.

So for whatever reason the current supplier fails to deliver, **EV101** will be there to support you and provide direction to ensure a smooth transition allowing you, to keep focused on your core business.







Open networks use standard communications to allow the owners of compliant charging stations to connect to multiple open networks. Owners can run different open standards–based networking providers on the same piece of hardware without the need for significant upgrades to existing hardware.

Charger software management

If you want to build a future-proof charging network (and you really should), you need to pay attention to the nature of the connection between hardware and software. The connection between charging devices and a cloud-based backend requires a common language. The Open Charge Point Protocol (or OCPP) is the de facto standard in the EV charging industry for this connection.

Some features to consider with EV software management;

-  The ability to control charging load
-  You set your price and the 3rd party will handle the rest.
-  The cloud-based platform provides remote security and energy management
-  OCPP standard protocol implemented







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Incentive programs / opportunities

Our Federal, state and local governments have provided the industry with a number of incentives over the past couple of years and as you would expect, it's just the beginning, so hopefully, there will be ongoing enhancements regularly.

Below is a highlevel summary as they stand at present.

-  EV Product Tax breaks
-  Registration discounts
-  Household Scheme to provide zero-interest loans
-  Hardware rebates

All of the above are conditional, so **EV101** will guide you during your EV journey.



Less Frequent Maintenance

Cost of ownership

We all know EVs have fewer moving parts than their engine-powered counterparts. There are no engines to maintain, no belts to check, no oil to change; the list goes on and on. As you might imagine, having fewer mechanicals to check and maintain makes running EVs significantly cheaper.

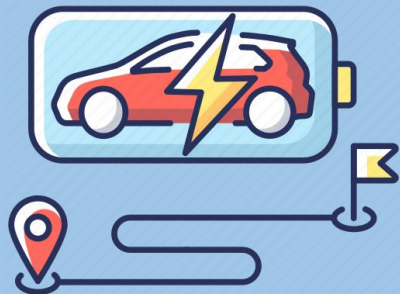
- No oil and filter changes.
- Fewer fluids to change
- Brake wear is significantly reduced due to regenerative braking
- EVs typically require less maintenance
- Electricity cheaper than fuel

Combating range anxiety

A number of potential electric vehicle drivers are paralyzed by the fear of their car's battery dying mid-trip and leaving them stranded. The truth is, however, that scenario simply isn't going to happen. The fact of the matter is, if you drive an average amount and charge your car at night or at the office, you will never run into a problem. However that may not be enough to convince some people. So, let's run down the reasons why you shouldn't be anxious about range.

- The average person only travels 40Kms per day & most EV's have over 250kms driving range
- 80% time you can charge at home
- Public charging stations are increasing every month
- Plug share national website
- EV range assistant software

Click Icon for more information

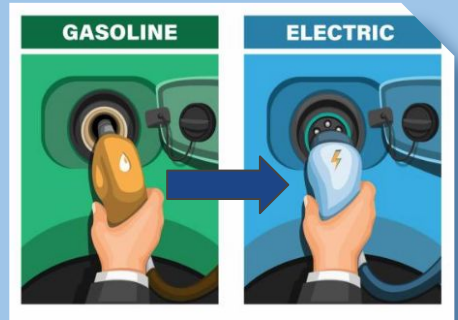


Transition to electric Vehicles

If we are serious about decreasing emissions and pollution, EVs need to be part of the plan. The transition to electric vehicles will tackle greenhouse gas emissions and air pollution goals in the future (and today). Don't forget, the transportation sector alone is accountable for around 20% of emissions in Australia.

Australia doesn't need to reinvent the wheel, all that is required is to follow other successful countries in this transition and adopt a national approach to ensure Australia's changeover to EVs, is seamless and coordinated throughout the country.

EV101 will navigate you through this transition and together we can embrace EV evolution in Australia.



www.ev101.com.au



EV101 news website:

The EV revolution continues to gain strength in Australia, meaning we are now approaching the tipping point where we'll see a wide selection of EV products heading downunder.

The **EV101** website goal, is to create a platform that not only reviews all EV products but provides an insight on the benefits of EV's and other "E" products and services coming onto the market such as, EV charging, battery technology, EV government news, e-bikes, e-motorbikes, short "how to" videos, industry training news and industry jobs.

I invite you to join me on the website to keep up to date on all of the latest EV News

The EV101 STORY

Electric vehicles have been an interest of mine for some time. I have been involved in the automotive industry most of my working career within both retail and wholesale as a technician and in a number of management roles.

Between 2009 and 2013, I was also part of the FCAI (Federal Chamber of Automotive Industry) taskforce where a select number of automotive manufacturers' representatives developed a whitepaper / roadmap for the industry. The aim was to provide guidance to not only manufacturers but also third-party suppliers to assist with the impending arrival of plug-in EVs into Australia.

After having worked with EV's, taken part in industry planning and researching them for years, I believe Australia's automotive industry is at a "revolutionary turning point" amid the transition to EV's.

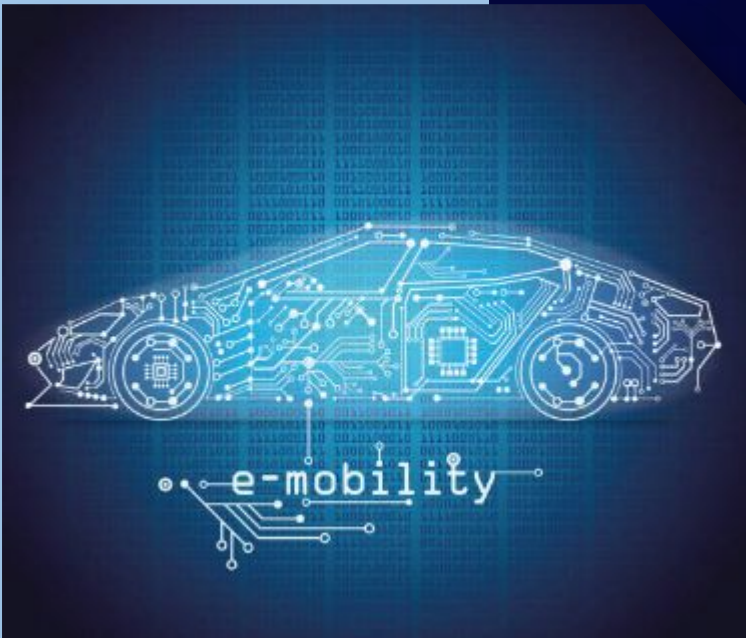
The idea for EV101 came about after recharging EV's at public stations when I received countless questions thrown my way by curious onlookers such as:

- 🚗 What is it like to drive?
- 🚗 How far can you go, before you have to recharge?
- 🚗 How long does it take to charge?
- 🚗 What are the differences with chargers ?
- 🚗 How much does it cost to charge?
- 🚗 What does it cost to service it?
- 🚗 What kind of maintenance does it need?
- 🚗 What happens if you want to go on a road trip like you're doing now?
- 🚗 What is the best EV to buy?

Following on from each road trip, I've spoken to a number of people and realised a large majority are eager to learn more about EV's products and support products.

So with that, EV101 was established





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