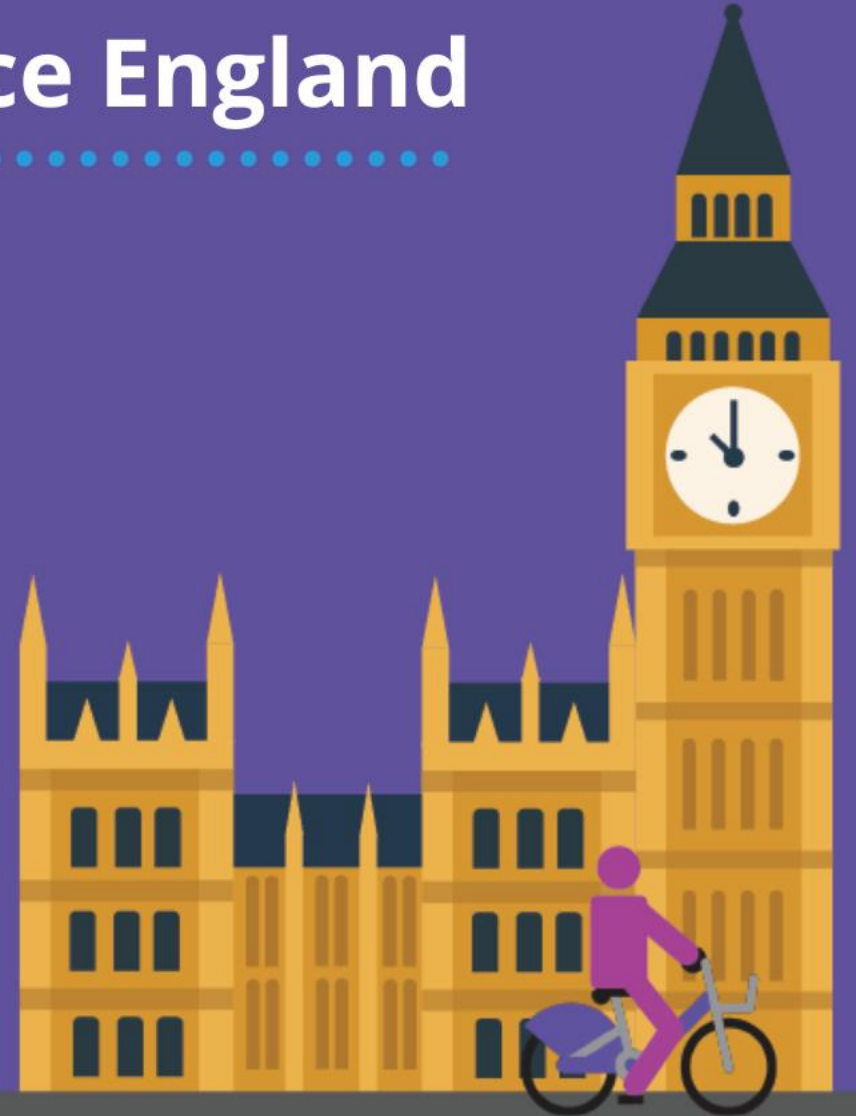


ConneCTing England 2025

Community Transport Conference England

Tues 16 Sep | 9am - 4pm
Coram Campus, London



Accelerating EV Adoption

Workshop Session

- Nailsea and District Community Transport (NDCT)
- Waverly Hoppa Community Transport
- FOREV
- Business Choice Direct

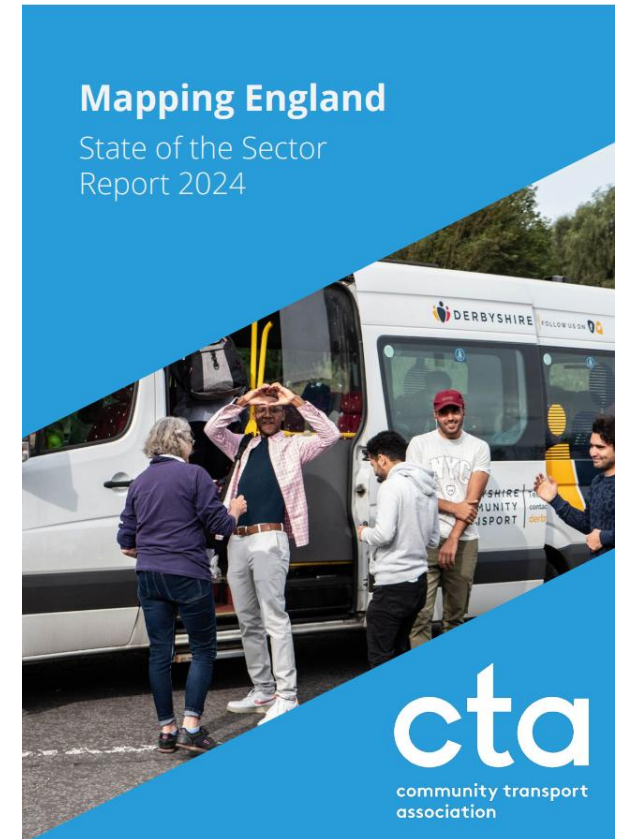
EV Deep Dive Background

All new cars and vans will be 100% zero emission from 2035.

Mapping England (2024) showed:

- 3% of Community Transport vehicles were electric, hydrogen or biofuel.
- Most electric, hydrogen or biofuel were cars or MPVs.
- Key barriers of cost, charging locations and concerns over range.
- Limited signs of growth in EV purchases.

How can we support the sector to move towards ZEV?



ConneCTing England 2025

Community Transport Conference England

FOR EV

Lindsay Wallace

**FOR
FLEETS**

Community Transport Association

16 September 2025

**FOR
EV**

About FOR EV

FOR EV, a Scottish-based company, specialises in providing end-to-end EV charging solutions for fleets nationwide. We manage the entire process, from installation to operation, ensuring high-quality, user-friendly charging infrastructure powered by 100% accredited renewable energy.

Our solutions are designed to optimise fleet operations, support sustainability initiatives, and provide a stress-free charging experience for all fleet drivers.





Your Partner for Seamless EV Fleet Charging

FOR EV is your expert partner in EV fleet decarbonisation, providing end-to-end charging solutions, crafted to fit your bespoke needs.

- **Experienced, Independent & Hardware Agnostic:** Our Solutions team are experts in EV charging technologies and work with a range of leading suppliers, to ensure we find the right technology for your unique operational needs.
- **End-to-End Solutions:** From initial analysis, consultation and design to installation and ongoing support, we manage the entire process, mitigating your risks.
- **Risk & Ownership Transfer:** Through our innovative CaaS and IaaS delivery models, we take on the operational complexities and financial burdens, providing you with complete peace of mind.

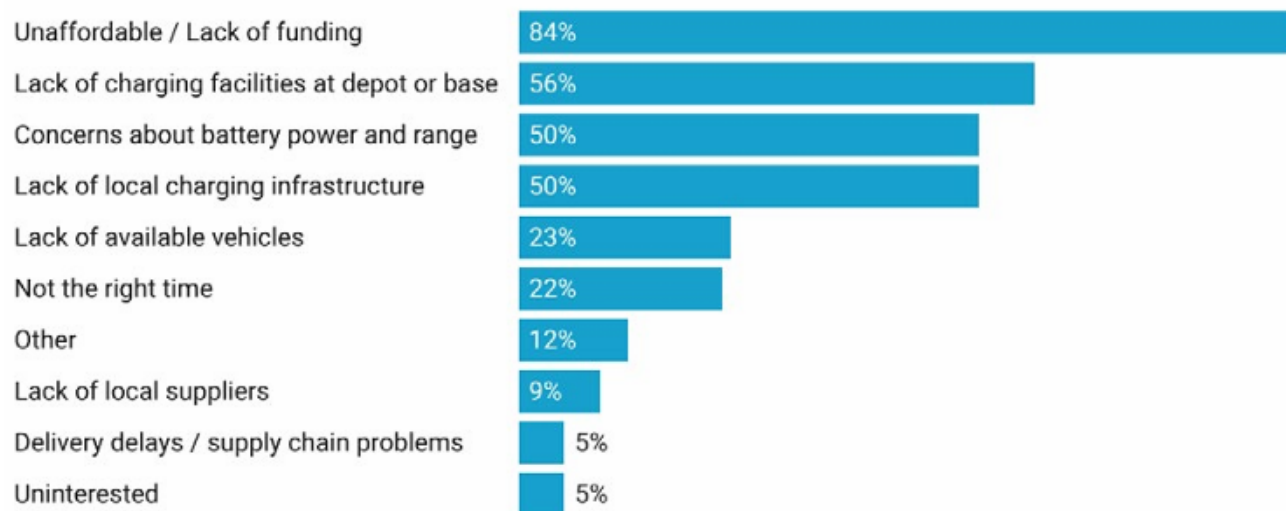
Our complete solution

- ✓ We deliver bespoke, innovative and sustainable solutions.
- ✓ We use the best charging equipment that is robust, tested and integrates with leading software applications.
- ✓ Our Service Contract has been carefully designed to meet the specific legal, compliance, and commercial requirements of our partners, ensuring a smooth and successful partnership.
- ✓ We simplify the process in one contract covering finance, planning, installation, compliance, operation and maintenance.
- ✓ We install, operate and maintain your EV infrastructure at the depot, at home or mid-route, including replacing existing dated or broken infrastructure.
- ✓ We take care of all upfront costs and charge you quarterly, allowing you to contribute as much or as little CAPEX as you prefer.
- ✓ We help you on your journey to net zero compliance.



Electrification Barriers for Fleets

Reasons for not owning electric vehicles



- Data sourced from Community Transport Association and largely reflective of industry.

Procuring FOR EV's Charging-as-a-Service offering is difficult due to the lack of an established public procurement framework for this model.

Common Barriers to Electrification Across UK Fleets

While every organisation has unique operational requirements, data from similar public and essential service fleets suggests that the top barriers to electrification include:

- Lack of funding or high upfront vehicle costs
- Insufficient charging infrastructure at depots or bases
- Concerns around battery range and reliability
- Uncertainty about the right time to transition

Addressing These Challenges

FOR EV's Managed Service Agreement offers a practical route forward, removing the need for upfront capital investment in chargers, and instead delivering charging infrastructure as a service. This model allows police fleets to:

- Focus budgets on fleet operations, not infrastructure
- Explore pilot deployments with no long-term risk
- Begin decarbonisation without operational compromise

Complete peace of mind: Charging-as-a-Service (CaaS) and Infrastructure-as-a-Service (IaaS)

This means we take on the ownership and risk of providing your charging services, allowing you to focus on your core business. We build solutions that cover depot charging, home charging for operational fleet vehicles and can even build out specific locations mid journey to keep your fleet on the move. We are experts in tailoring bespoke solutions to your specific operational needs.

| CaaS (no CAPEX) | CaaS (part CAPEX) | | IaaS* (no CAPEX) | | IaaS* (part CAPEX) | | Bespoke Solutions <small>(from a range of services)</small> | |
|--|--|--------------------|--|---|--|---|---|--------------------------------|
| FOR EV fully-funded | FOR EV part-funded | Client part-funded | FOR EV fully-funded | | FOR EV part funded | Client part-funded | Client energy provision | Phasing of infrastructure |
| Energy provision | Energy provision | | Client energy provision | | Client energy provision | | Maintenance | Length of contract |
| Maintenance, back office, customer support | Maintenance, back office, customer support | | Maintenance, back office, customer support | | Maintenance, back office, customer support | | Client back office | Site by site |
| | | | | | | | Customer support | Home charging |
| Full installation and grid connection | Full installation and grid connection | | Full installation | Existing electricity or client brings in new connection | Full installation | Existing electricity or client brings in new connection | Full installation | Battery and PV's |
| | | | | | | | Grid connection required | Capex contribution |
| Optioneering and Design | Optioneering and Design | | Optioneering and Design | | Optioneering and Design | | Optioneering and Design | Restructure existing contracts |
| Fully flexible model tailored to each site | | | | | | | | |

The benefits



- ✓ Open book policy
- ✓ Off-balance sheet expense
- ✓ We take care of everything from start to end, minimising disruption to your business. No Capital Investment required
- ✓ Monthly operating costs reduced
- ✓ Significant financial savings to be made per vehicle, per annum
- ✓ We install best in class hardware and technology that is designed to meet your specific needs
- ✓ Guaranteed 98% uptime and 24/7 service provision available
- ✓ Contract designed bespoke to your company needs
- ✓ We refresh the hardware as the technology develops
- ✓ All-inclusive service contract based on energy consumption displayed as a cost per kWh
- ✓ We provide ESG reporting to support your Sustainability credentials
- ✓ We only use 100% certified green renewable energy

Contact

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Nailsea and District Community Transport

Kate Bracken

COMMUNITY TRANSPORT

Kate Bracken

**Nailsea and District
Community Transport**





Nailsea Town Council
Past, Present & Future



Something to shout about!



The good...

- Emissions!
- Cost
- Noise - number 1 feedback from members!
- Partnerships and collaboration
- Funding opportunities
- Licence requirements

The bad challenges...

- Range (and seasonal variation!)
- Driver confidence
- Repair costs and future unknowns
- Charging



Waverley Hoppa Community Transport

Richard Davies



Our journey to an
electric fleet!



23 Years of



- Waverley hoppa Community Transport is a not for profit organisation and a registered charity
- Provides a range of accessible transport services to the elderly, rurally isolated, vulnerable or disabled population of Waverley
- Set up in May 2002 as a result of an initiative by Surrey County Council and Waverley Borough Council
- Grown into a £1.3m turnover business
- Core services are Dial-a-ride
- Also contract services such as SEN school transport services & NEPT
- Under 18% is funded by SCC/WBC & some town & parish grants
- We are on YouTube/Facebook and Instagram : <https://www.youtube.com/watch?v=ZLOt0eF0MSw>



Our Fleet :

- 30 Vehicle fleet
- 8 electric minibuses on fleet, (3 CIL/REPF funding plus 4 SCC match funding) – 1 more ordered
- Maxus e-Deliver 9 & Maxus EV 80
- EV range of 118-200 miles
- 5 EV Chargers on site (at capacity) – Duel 40kw DC and 3 20kw
- Clipper Automotive conversion project



- 22 Diesel buses (13 years to 2 years old)





Operations :

- Driver training – inertia to change – change driving style!
- Range anxiety – it can be real! 25% drop off in range in extreme cold
- Right bus on the right route
- Rotate charging between fast and medium chargers
- Getting the right supplier



- Charging infrastructure – Waverley very rural
- High cost of external charging
- Limit of Electric supply to site – at capacity!





Funding :

- Rural England Prosperity Fund
- Community Infrastructure Levy
- Surrey County Council ULEV Grants 2 for 1!
- Town Councils
- Local Charities (Farnham Lions)
- Cost of EV's – conversion halves the cost
- Funding payments retrospective – cash impact up front
- Applications are complex and time consuming





Passenger Experience

- Customers love them – quiet and smooth!
- Drivers now love them! Additional features – great performance & easy to drive
- Passenger assistants prefer them
- Local Authorities love the idea!
- High floor due to batteries – sidestep not as accessible





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ConneCTing England 2025

Community Transport Conference England

Business Choice Direct

Tim Tasker



Business Choice Direct

Electric Vehicle Insurance Insights

BCD

Business Choice Direct
Insurance Services

Who are we?

- Your Specialist Transport Motor Insurance Broker.
- 13 Years trading, well over 15,000 policies.
- Charity owned.
- Access to exclusive products.
- CTA's partner since September 2024
- Over 70 live policies already.
- We are your VOICE.



BCD

Business Choice Direct
Insurance Services

EV's – FAQ's



Will it cost more to insure..?

- ✓ *The market has matured...we are seeing less impact on premiums*

Are there any restrictions or difference in cover..?

- ✓ *Usually not. However, its not uncommon to see a higher excess or additional security requirements*

Are they difficult to insure..?

- ✓ *No! They are acceptable to all insurers on our panel*

Cost Considerations



Business Choice Direct

Meeting Your Business Insurance Needs

- *More expensive to purchase*
- *Higher vehicle values could increase insurance premiums*
- *Could trigger additional security conditions such as Trackers*
- *Higher up-front, lower running costs*



Business Choice Direct
Insurance Services

Depreciation & Value

- *Depreciate quicker*
- *Could mean more write offs vs repair*
- *Lower than expected claim payouts*
- *Higher ownership costs, lower resale*



Business Choice Direct

Meeting Your Business Insurance Needs



Business Choice Direct
Insurance Services

Claims & Repairs



Business Choice Direct

Meeting Your Business Insurance Needs

- *Reduced repair network, must go to a specialist repairer*
- *Isolated Storage, keeping space between vehicles*
- *Parts take longer to source*



Business Choice Direct
Insurance Services

Your Voice

- *Talk to us about your plans*
- *All our insurers accept EV's*



Questions

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Kake Bracken, *Nailsea and District Community Transport*

Richard Davies, *Waverley Hoppa Community Transport*

Tim Tasker, *Business Choice Direct*

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