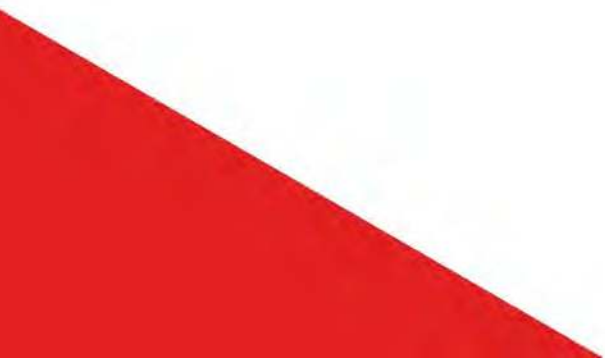




# Providing Solutions for Electric Buses & Fleets

## **ZEB Conference**

Darren Epps  
Sept. 11, 2018



# The Situation Has Changed

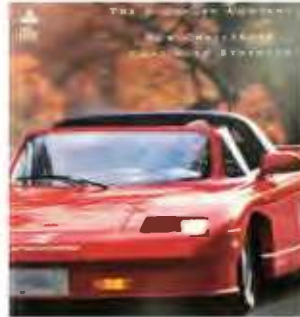


## History



1980

'The Wedge'



1993

SoCo Annual Report



2014-18

Charging Stations, Education Awareness

## What's Different Now?

Technology



Disruptors



Customer Demand



Investments



Key Players & Alliances



# Engaging with Southern Company



- How and when should a transit agency engage with Southern Company utilities?
- What are Southern Company's capabilities in this space?
- What solutions can Southern Company provide?
- Current projects



**Brad Norman**  
Electric Transportation Market Specialist

404-909-9152  
bmnorman@southernco.com



**Cedric Daniels**  
Electric Transportation Manager

205-257-4025  
cidaniel@southernco.com



**Rose Ann Pegoda**  
Team Leader

228-865-5074  
rapegoda@southernco.com



**Charlie Driver**  
Electric Transportation Program Manager

850-444-6135  
cpdriver@southernco.com

# Will It Work™



ELECTRIC POWER, **PROVEN.**

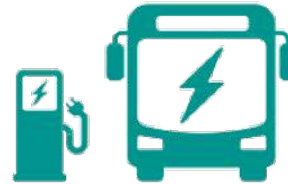
The Will It Work™ process collects real-world data to demonstrate the fuel cost saving and carbon reducing power of electric vehicles.

1



Collect your operating data

2



Demonstrate electric alternative

3



Show the results

- Fuel Cost Savings
- Maintenance Cost Savings
- Environmental Impact
- Safety Benefits
- Employee Wellness
- Derivate Facility Improvements

# Will It Work: Demonstration



## Your Operation is Unique

Demonstration of electric bus on your routes is critical:

- Evaluating manufacture stated range
- Forecasting performance & energy requirements
- Charging infrastructure recommendation & design
- Power Delivery and Redundancy
- Rate alternatives & Estimated Fuel Cost Savings
- Overall feasibility

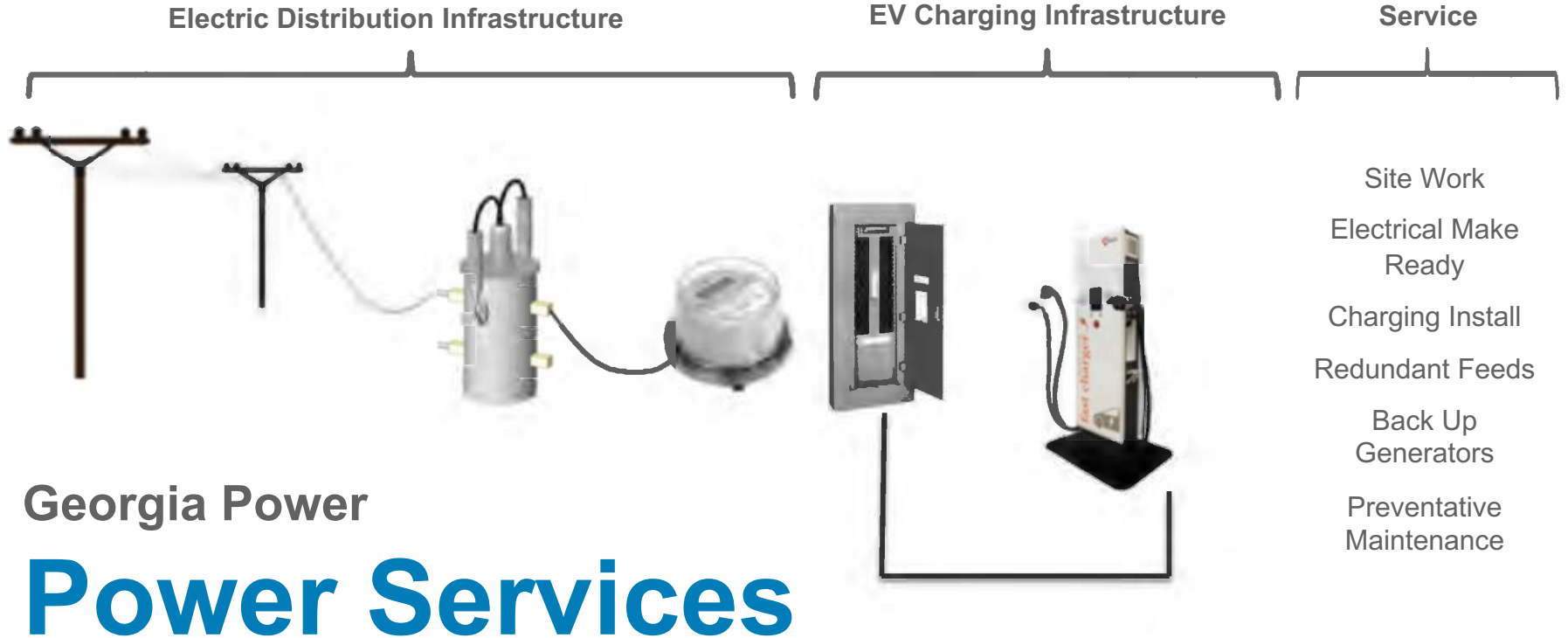
Through on-board Telematics, data is captured specific to your operation and routes

Transparency through data



- Route Analysis
- Energy Load Profiles and requirements
- Write winning proposals (Grants)
- Procurement & RFP submission
- Project Management

# Beyond the Meter: Charging Solutions



- Site Work
- Electrical Make Ready
- Charging Install
- Redundant Feeds
- Back Up Generators
- Preventative Maintenance

# Georgia Power RTP Program



- The purpose of the RTP program is to give large Commercial and Industrial customers the opportunity to purchase a portion of their usage at hourly marginal prices.
- **RTP-DA -- Day-Ahead**
  - Must have 250 kW minimum monthly peak to qualify
  - Prices delivered daily at 4:00 PM for next 24 hours beginning at midnight
- **RTP-HA -- Hour-Ahead**
  - Must have 5,000 kW minimum monthly peak to qualify
  - Prices delivered hourly for next hour
- **RTP Philosophy and Concept – Two Part Tariff**
  - “Marginal pricing for marginal usage” – Incremental portion is based on the cost to generate and deliver the next kWh of electricity – covers marginal cost
  - Customer Baseline Load (CBL) portion is priced at an embedded cost based rate – covers fixed cost
  - CBL demonstration is required for new customers to confirm that the marginal usage is truly marginal

# The Southeast Is Positioned to Lead New Mobility



UNIVERSITY OF  
**GEORGIA**





