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
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
Beyond the Meter: Charging Solutions

Electric Distribution Infrastructure

EV Charging Infrastructure

Service

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

Georgia Power

Power Services
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