Introducing XL
Driving Fleet Sustainability
September 2019
XL - The Fleet Electrification Leader

- Founded in 2009
- Headquarters in Boston, MA
- Leading provider of fleet electrification solutions for Class 2-6 vehicles
- Hybrid and plug-in hybrid upfits and retrofits for commercial & municipal fleets
- Installed by national upfit partners
- Approved by Ford, GM and Isuzu for installation; no impact to OEM factory warranties
- First Ford eQVM
100 Million Fleet Miles…and Counting

XL’s Goal: Help clients drive cleaner, greener fleet vehicles by reducing fuel consumption, saving money and helping meet sustainability goals.

**Sustainability:**
20-33% emissions reduction
1.8 million gallons of fuel saved
16,000 tons of CO2 emissions eliminated

**Operations:**
25-50% MPG improvement
15,000 hours of increased driver productivity

*Results may vary*
How the XL System Works
XL Hybrid Transit Van
XL System Saves Fuel

- Adds 80% more low-end torque
- Fuel rate is reduced with system operation for the same vehicle speed and acceleration (0-40 mph)
- Result: 25%-50% MPG increase in miles driven per-gallon
XL Hybrid System Value

Reduces Fuel Costs
- 20-33% reduction in fuel consumption

Reduces Emissions
- 20-33% reduction in CO₂ emissions

Reduces Operating Costs
- Brake maintenance savings
- Productivity savings – less fuel stops
  
20% less fuel used = 20% fewer fill-ups by driver

Engine Downsizing
- For example Ford Transit customers can buy 3.7L (instead of Ecoboost) and save approx. $1800 upfront

*Results may vary*
Sustainability Awareness Benefits

**Brand Awareness**

**Standard Decal Package**

- **White or green decal placed on rear quarter panels**
  - Size: 9” x 3”

- **Placed on back right door or tailgate**
  - Size: 1” x 5.5”

**Media Opportunities**

Images showing examples of how the decals can be used in media opportunities.
XL Hybrid (XLH®) Technology

- Regenerative braking with electric assist
- OEM warranty and powertrain remain fully intact
- Available on a broad range of Class 2-6 vehicles

*Results may vary*
XL Plug-in (XLP™) Hybrid Technology

- Plug-in hybrid new upfit or retrofits for Ford F-150 & F-250 pickup trucks
- Electric assist with 15 kWh battery pack and regenerative braking
- OEM warranty and powertrain remain fully intact

Ford F-150 | 2.7L and 3.3L

Ford F-250 | 6.2L
Identifying Opportunities for Electrification
Measuring Impact

- Immediate emissions improvements
  - XLH®: 25% increase in MPG* = 20% reduction in emissions
  - XLP™: 50% increase in MPG* = 33% reduction in emissions
- Electrified trucks have almost 2x the impact of sedans

*Results may vary
Which Fleets Benefit?

Optimal Fleets
• Have sustainability requirements
  • Utilities
  • Governments
  • Large organizations

Looking for ROI
• Drive 25,000+ miles a year
• Keep their vehicles for 8+ years
• Have drive cycle where the vehicle changes speed (vehicles that idle a lot or drive on highway do not benefit as well)

Optimal External Factors
• Elevated gas prices
• Local incentives
• Mandate
Case Studies: City of Boston & Yale University
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

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
“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
Thank you!

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