

## Biopharma Company Begins EV Fleet Transition

Driven by Qmerit's Charge@Home™ Solution

Fleet • Residential • Commercial

*Fleet electrification is a growing trend among forward-thinking organizations due to a combination of economic, environmental, and technological factors that align with strategic goals.*



**CLIENT**  
Confidential



**INDUSTRY**  
Biopharmaceutical



**FLEET TYPE**  
Take-Home



**FLEET SIZE**  
3,500+



**MOTIVATORS**  
Regulatory Compliance,  
Financial Savings,  
Environmental Goals

## BACKGROUND

This confidential company is a leading fully integrated biopharmaceutical solutions organization built to accelerate customer success. Their services cover the entire clinical development and commercialization process.

Using a take-home fleet model, their organization allows employees to drive home the vehicle used for work at the end of the day, as opposed to leaving it at a company lot until the next shift.

With a corporate fleet spanning globally across more than 110 countries, the client was interested in transitioning to an electrified at-home fleet for financial, environmental, and maintenance benefits, but needed guidance on where and how to begin.

## PROJECT OVERVIEW

This confidential company streamlined its fleet electrification by partnering with Qmerit, which handled planning, pricing, education, installation, and maintenance of their home EV charging infrastructure.

Spanning both the West Coast and the East Coast, Qmerit's Charge@Home™ solution helped the client meet differing compliance requirements, while standardized pricing supported budget planning.

Factoring in rebates and incentives, the total cost of EV ownership became increasingly competitive, allowing the client to anticipate costs effectively. As a result, they adopted their first EV fleet and collected numerous data points to help them make more informed decisions in the future.

## BENEFITS

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1

### FINANCIAL

The Total Cost of Ownership (TCO) for electric fleets yields significant long-term savings on fuel, maintenance, and taxes via incentives. Electric vehicles provide lower maintenance costs and operating expenses than ICE vehicles, while advanced telematics and charging strategies can further improve efficiency and cut costs.

On average, charging an EV at home costs 75% less than what refueling a similar gas-powered vehicle would amount to, and also insulates businesses from fluctuating gas prices. A fleet of EVs can leverage federal, state, and local incentives, including a federal tax credit of up to \$7,500 for each new vehicle purchased or leased.

2

### ENVIRONMENTAL

Switching a fleet to EVs enables fleet managers to cut emissions, reducing air pollutants like carbon dioxide and nitrogen oxides, which are prevalent with gasoline vehicles. EVs also support sustainability goals by lessening the fleet's carbon footprint and minimizing contributions to climate change.

Using renewable energy for charging further reduces the environmental impact, creating a cleaner, greener transportation model for the fleet.

3

### MAINTENANCE

By transitioning to an all-electric fleet, fleet managers can achieve substantial maintenance savings. EVs have fewer moving parts than gas vehicles, significantly reducing expenses for routine maintenance like oil changes, transmission servicing, and brake replacements.

Additionally, predictive maintenance and battery health monitoring help optimize vehicle lifespan, leading to fewer costly repairs and minimizing downtime.

## Qmerit

Qmerit is North America's most experienced and recommended provider of implementation solutions for EV charging and other energy transition technologies. With a simple and seamless installation experience and top-quality service you can trust, we make driving electric easy no matter where your drivers need to charge.

[www.qmerit.com](http://www.qmerit.com)  
888.272.0090  
Irvine, California

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*We leveraged Qmerit's extensive industry experience and standardized installation pricing tiers to support our budget planning for this electric fleet transition. The increasingly competitive total cost of ownership of EVs when factoring in federal, state, and local rebates & incentives gave us the confidence to shift forward with our fleet electrification goals.*

-CLIENT