

# Global Commercial Vehicle DRIVE TO ZERO

## PROGRAM UPDATE

March 2019

Dear Pledge Supporters and Stakeholders of the Global Commercial Vehicle DRIVE TO ZERO program,

### Up and Running!

First, we realize there has been some time delay since our successful **DRIVE TO ZERO workshop** at the Global Climate Action Summit (GCAS) in September. However, we want to let you know there has been **significant and exciting work going on behind the scenes** since then. We are pleased to share that we have received additional foundation funding to expand this global program, based on the success at GCAS, and want to use this chance to bring you all up to speed on progress – interim actions – and the next steps together we have planned.

### Vancouver Workshop – May 28

Second, we want to also make sure you all are aware of our next global workshop for Pledge Supporters and Stakeholders. In partnership with the **City of Vancouver**, and **Clean Energy Canada**, we will be holding a **DRIVE TO ZERO – Vancouver Workshop on May 28<sup>th</sup>, 2019**.

The workshop is a partner event to the Clean Energy Ministerial (CEM-10), a world gathering of 24 nations and the EU on clean energy issues.

We will have **speakers and attendees from around the world sharing current areas of success and gaps to be solved** and will also **announce additional Pledge Supporters**. We will be sending out more information to all of you on this SOON – please check our web site ([www.globaldrive2zero.org](http://www.globaldrive2zero.org)) for continuing updates.



The banner features the CALSTART logo on the left. The main text reads "Global Commercial Vehicle Drive to Zero Program". Below this, it states "Next Global Stakeholder Meeting: Vancouver, Canada" and "Planned Date: May 28, 2019". It also mentions "Concurrent with Clean Energy Ministerial (CEM 10)" and lists topics: "Policy Tools to Support Zero/Near Zero HDVs; New Vehicle Introduction Timing & Needs; Stakeholder Expansion". The information link is "Information: [globaldrive2zero.org](http://globaldrive2zero.org)". On the right, there is a photograph of a modern building with a green roof overlooking a body of water. At the bottom, there is a row of small icons representing various commercial vehicles and infrastructure.

The workshop will allow us to both further our connection to cities, governments, fleets and manufacturers, and to share the first versions of **two new tools for stakeholders** we have been developing, based on feedback from the GCAS event and subsequent conversations. These are:

- A **Policy, Strategy and Action “Tool Kit”** for supporting near and zero-emission commercial vehicle success. This compendium of actions provides governments, cities and other stakeholders with a menu of policy, regulatory and investment actions they can consider enacting to create a successful ecosystem that encourages and supports faster deployment and adoption of DRIVE TO ZERO vehicles. Case studies of where these strategies have been used will be shared as part of this evolving and growing global tool kit. **We will be working with several Pledge Supporters on this.** Dan Welch on our team is leading this work.

- A **Zero Emission Vehicle Availability Guide** for helping regions and stakeholders see the reality of the technology, what's available today and what is coming over the next few years in various key regions of the world. This tool will grow over time, but it will list vehicles by application, manufacturer, locations offered and timing. Additional details on capabilities and vehicle pricing will be added over time to this living document, which will be available to all Pledge Supporters. Ben Mandel on our team is leading this work.

### **Additional Planning Tools**

CALSTART, in leading the DRIVE TO ZERO, is also developing other tools to assist fleets, cities and regions with supporting adoption plans, including a **Total Cost of Ownership (TCO) calculator** for clean trucks and buses, and a **zero-emission vehicle infrastructure planning guide**. These will be unveiled later this year to DRIVE TO ZERO stakeholders as we request feedback on their design and functionality.

### **Upcoming DRIVE TO ZERO Webinars**

As we are developing these tools, we will soon be scheduling webinars for Pledge Supporters and stakeholders to share development stages of our work. This will provide an opportunity for feedback, suggestions on functionality and end user needs. It will also allow us to gather missing or additional data we may need, and to hear ideas for further iterations of these tools. **Look for a possible first webinar in April** as a prelude to the Vancouver Workshop.

### **Partnerships**

One of our other big activities since the GCAS launch has been in reaching out to additional Pledge Supporters, and in **developing organizational partnerships** with global and regional programs where we can work together to speed adoption of the DRIVE TO ZERO "beachhead" strategy for best first markets of success for near and zero emission commercial vehicles. We are pleased to say that we have had very strong interactions and are working collaboratively on strategy with the C40 network as it expands its work on freight and clean air. We are also working in strong and expanding ways with the Climate Group, mostly but not only with its EV100 program, and other partners.

Additionally, CALSTART CEO John Boesel was invited to speak at a meeting of the China EV100 program in January and held meetings with stakeholders and potential partners there. Executive VP Bill Van Amburg was recently in the Netherlands and Germany for meetings with government and industry, including representatives from the Dutch government involved in the Transport Decarbonisation Alliance, and also with the Automotive Center of Expertise. We are excited and hopeful of deeper connections with both. Finally, we have been working with multiple groups in India looking at electrification strategies for their key cities, and commercial vehicles are clearly emerging as a prime area of need and opportunity.

### **Global Director Coming**

We have been conducting an intensive search for a global director to lead the DRIVE TO ZERO program because of its scope and complexity and need for a dedicated leader. We are excited

with the candidates that have applied and plan to move into the final selection process soon. Look for an announcement from us soon.

This is all part of the **five-year arc of work** we outlined at GCAS and which we are actively pursuing. Our plan is to help drive change by providing an **operating strategy for that change**, sharing tools and best practices that can support faster change and being a connecting point for those leading already or just entering the fray. Our goal is to avoid duplicating where there are existing efforts, but rather to provide the organizing strategic framework for how to successfully address commercial vehicles moving to zero emissions, and to be a **technical and market asset to global and regional action**, some already underway. We clearly see there is a gap in this sector where we can help partners, city and government efforts worldwide.

And of course, we are **actively meeting with and recruiting additional Pledge Partners**. If you have not yet taken the step – please do join with us.

**Feel free to connect any time!** And look for more regular communications now that we are rolling!

Best,  
Bill, John and team

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