

Beyond Awareness:

A Regional Approach to Support the
Transition to Medium and Heavy Duty Zero-
Emission Vehicles (MHDVs) in BC

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**Accelerating bold
action by local
governments and
Indigenous
Communities related to
climate and energy.**

Project Background

- Increase awareness and adoption of MHD ZEV technology amongst BC Local Governments, Indigenous Communities, and private fleet owners/operators



Our Approach

- Establish Steering Committee
- Dialogue with B.C. Local Government and Indigenous Communities
 - Regional discussion to account for variations in climate and accessibility/availability of ZEV technology
 - Group discussions allowing for peer learning related to the different elements of MHD ZEV adoption
 - Understand their barriers/challenges to adoption
- Interview Fleet Owners and OEMS from across Canada



What we heard – planning and implementation

- Start with fleet assessment study
 - Don't review your fleet without considering and reviewing your routes
 - Plan to incorporate public fueling/charging infrastructure into your operations plan, cannot rely on private infrastructure alone in some instances/use cases
 - Early engagement with fueling providers (utilities) & don't forget about relevant permitting requirements
- Map stakeholders
- Limited funding for planning, more funding for implementation but neither are entirely sufficient as compared to investment required

What we heard – planning and implementation

- Engage OEMS at onset of fleet planning
 - Work with OEMS who provide full access to telematics data to enable detailed analysis
 - Work with OEMS that can address all components of fleet operation (help with equipment procurement, fueling needs, maintenance support, etc.)
- Review access to maintenance and troubleshooting support
 - physical and software components
 - Plan for downtime, it will happen

What we heard – resources and data sources

- Funding & Incentives
 - Clean BC Go Electric Program – Commercial Vehicle Pilots Program & Go Electric Rebates
 - Go Electric Fleet Charging Program (BC) - Financial and technical support
 - Plug in BC Medium- and Heavy-Duty Public Charger Program
- Resources
 - Plug In BC Fleet Procurement Analysis Tool



What we heard – common errors to avoid

- Review your insurance coverage as you switch your fleet to ZEV
- Limited stakeholder engagement
- Insufficient driver training
- Not assessing your physical facility and its suitability/ability to accommodate MHD ZEV and associated infrastructure
- For electrification projects, evaluate charging equipment and software just as robustly as MHD vehicles

What we heard – case studies

- The more studies, the better, detailed data and information sharing will help other fleets follow suit
- FP Innovations, Clean Energy Canada, etc.
- Our project will develop a suite of case studies of both public and private fleets, address requests for information about:
 - Clear costs and payback calculations
 - Operational details, hear a lot about a technology being added to a fleet but what to know more about how it went



What we heard – opportunities

- Collaboration:
 - group buying/purchasing for MHD technology
 - fleet/sector partnerships for fueling and charging infrastructure
- Update procurement policies to replace existing assets with ZEV technology:
 - Flip the evaluation on its head as we know it today – require significant justification to purchase non-ZEV technology

QUESTIONS?

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