



Navigating your way
to a **decarbonised fleet**

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Navigating your way to a decarbonised fleet

Whether you're an early adopter or just starting the journey, getting the right advice to build a more sustainable fleet makes good environmental and business sense. The difficulty is translating a sustainability strategy into action as often there's a lack of information or experience available to help develop and execute the plan, with many businesses looking for direction and advice.

Getting it right requires careful consideration of both short- and long-term fleet variables before starting work on a fleet transition plan. That's where we can help. We're working with businesses like yours to meet their fleet environmental goals by removing the complexity and aligning vehicles, infrastructure, energy, and optimisation into a single, practical plan for a decarbonised future.

Five-step roadmap

Our five-step roadmap can help your business build a fit-for-purpose fleet to meet your environmental goals while considering the operational practicalities.

Five-step roadmap

1. Review
2. Test
3. Assess
4. Implement
5. Refine

1. Review

It's important to spend time upfront to understand your business's operational practicalities, employee attitudes, and environmental goals. Including your external fleet management supplier in the review stage is important as they can provide significant insight supported by detailed data into your fleet operations.

To help you start reviewing your operations, you should consider the following questions:

- **Are there zero or low emission vehicles available in the market that can perform the same role as your current fleet?**
- **How are your vehicles used?**
 - **Metro, rural, off-road**
 - **Long distance, short distance, regular duty cycle**
 - **Back to base**
- **How will you charge these vehicles?**
 - **Back to base or on-premises charging**
 - **Public charging**
 - **Employee home charging**
- **Are your employees ready to move to zero or low emissions vehicles?**

While it's easy to focus on the vehicles, you should also consider engaging with key business stakeholders to ensure broader fleet variables are not overlooked. We can work with you and your stakeholders to develop a framework to ensure all considerations are included and align with your business goals.

2. Test

The information gathered in the review stage will provide a realistic understanding of your current fleet operations, enabling us to review these against your environmental goals. Based on this, we can then give you cost effective options for transitioning your fleet and reducing your carbon footprint.

To remove some of the guesswork, we offer a short-term pilot program so you can assess the feasibility of integrating low or zero emissions vehicles (ZLEV) into your fleet without committing to long-term leases. By utilising our ORIX Rental ZLEVs in your existing fleet, we can run a real-life pilot to test operational practicalities, charging infrastructure on regular routes, charging downtime analytics, vehicle whole-of-life costs, and driver satisfaction.



3. Assess

Once we've assessed the pilot program results, we'll work with you to develop an end-to-end transition plan, focusing on delivering the best turnkey solutions to support your business and minimise disruption to your operations and drivers. And we'll continue to work with you, evaluating your fleet to ensure your transition runs to plan. Our detailed reporting will help monitor your fleet so, together, we can pivot and optimise areas to get you closer to your sustainability goals.

4. Implement

It's no surprise the implementation stage is the most complex. To make it simpler, we've developed turnkey solutions to support you every step of the way.

Vehicle charging

To help you balance domestic and public charging solutions for your business and drivers, we've partnered with leading Australian charging partners. This means your fleet can keep running and your business receives accurate charging and reimbursement reporting. We can also work with existing charging partners.

Infrastructure

Working with our preferred charging partners, we will help find the optimum charging solutions for your business. We can also provide funding for charging infrastructure with no initial financial outlay. We'll work closely with our partners throughout the installation process to keep total site costs low.

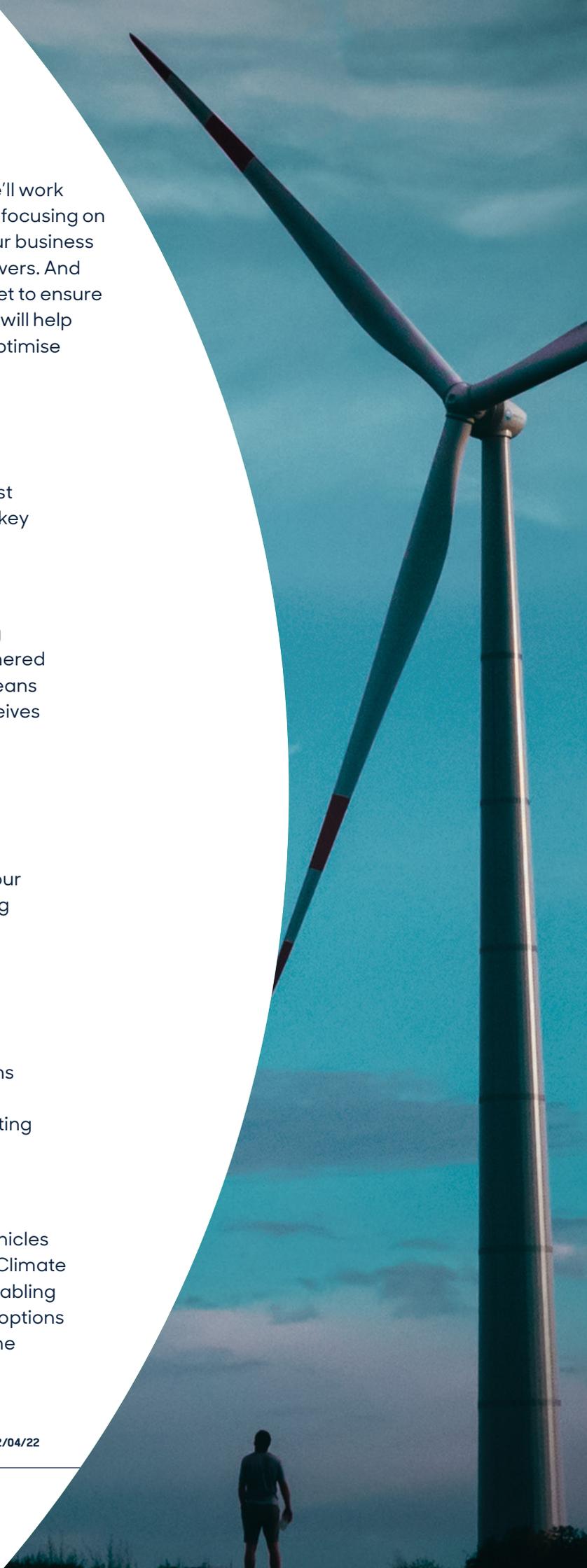
Carbon offset accreditation

We can help your business calculate fleet emissions and provide verified carbon offsets to meet environmental targets. If your business has an existing carbon credit provider, we can work with them.

Vehicle selection

We'll work with you to identify the most suitable vehicles to align with your sustainability goals. The current Climate Active framework¹ allows use of carbon offsets, enabling businesses to consider a broader range of vehicle options beyond ZLEVs, including internal combustion engine vehicles (ICE) and hybrid electric vehicles (HEV).

¹ <https://www.industry.gov.au/regulations-and-standards/climate-active>, sourced 22/04/22



Fleet transition

Transitioning fleets is complex, often with significant logistical and operational risks, and upfront costs. We can help with practical operational solutions, training, and educational tools.

ZLEV specific reporting

We're currently working with our service providers to evolve our existing fleet management platforms to incorporate ZLEV relevant data to ensure we continue to deliver valuable insights into our clients' fleet operations.

Effective communications

An effective zero or low emission fleet plan requires a range of staff to be involved, engaged and informed. We'll work with you to ensure all staff clearly understand their role in supporting your business's sustainability goals.

Evolving vehicle policy

New vehicle policies may be required to reflect new technology and new ZLEV behaviours such as vehicle charging in accordance with manufacturer recommendations. We can work with your business to provide advice to enable adherence to required regulations.

5. Refine

It's important your business is aware that while you can agree on your fleet sustainability transition plan, it will continue to evolve to reflect changing government policies and vehicle range and availability. Equally, we encourage continued operational feedback as well as hearing about driver experiences on-the-ground to ensure your program of work remains evergreen.

We'll work with you, continually evaluating your fleet so you can optimise and pivot to take advantage of market changes. Our ORIX fleet specialists are currently helping businesses like yours, so we are constantly using learnings to help deliver smoother and operationally practical transition plans to our clients.





About ORIX Australia

We get where you are going.

Since 1986, two attributes have pointed the way for us to become and remain leaders in vehicle leasing, rental and fleet management.

ORiginality and fleXibility. That's what makes us ORIX.

We're in the business of moving people, and products, from A to B more simply, safely and cost-effectively. By working together we can find flexible solutions to help you better navigate the road ahead.

Our innovation mindset has been recognised by the Australian Financial Review, the Workplace Gender Equality Agency and the Human Resources Director.



Working together starts here.

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