




How MoveInSync One

Helped One of the World's Leading Financial Service Providers Transition to 100% EVs





About the Client

-  **The Client:** One of the World's Leading Financial Service Providers
-  **Total No. of Employees:** 3500
-  **Solution Used:** MoveInSync One

Problem Statement

The client wanted to transition their predominant internal combustion engine (ICE) vehicle fleet to electric vehicles (EVs) at their largest office in India. The challenge was to do it in a way that was both operationally feasible and cost-effective.

The Challenges

The client was already using MoveInSync One; however, the fleet consisted of only ICE vehicles - 180 4-seaters, 40 6-seaters, and 40 12-seaters, completing around 23,000 trips per month.

Their operations included three peak logins and three peak logout shifts, with multiple smaller shifts throughout the day.

Since the only available commercial EVs in the market are 4-seaters, this shift to EVs would involve a substantial change in their operations.

Procuring the vehicles, training drivers (especially in compliance), and setting up the charging infrastructure for the EVs in such a short span posed significant challenges.

The Solution

We broke the challenge down into multiple parts and worked to solve them.

Part 1: Fleet Implementation

We created multiple scenarios to help the client make an informed decision. We modeled what the cost and complexity of operations would be for multiple change management scenarios. We presented four scenarios to the client -

01
SENARIO

Replace all ICE vehicles with EVs at one go, resulting in a 100% transition.

02
SENARIO

Replace 4-seaters with EVs, and retain 6 and 12-seaters. This would result in 75% fleet conversion to EVs.

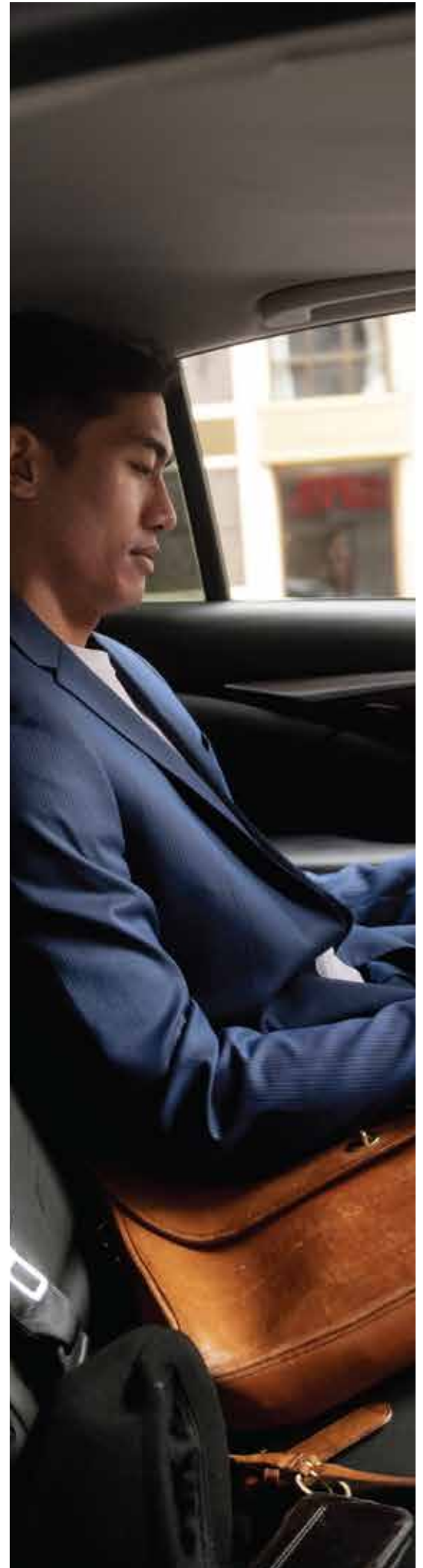
03
SENARIO

Replace 50% fleet conversion of 4-seaters to EV and retain the rest of the fleet as is.

04
SENARIO

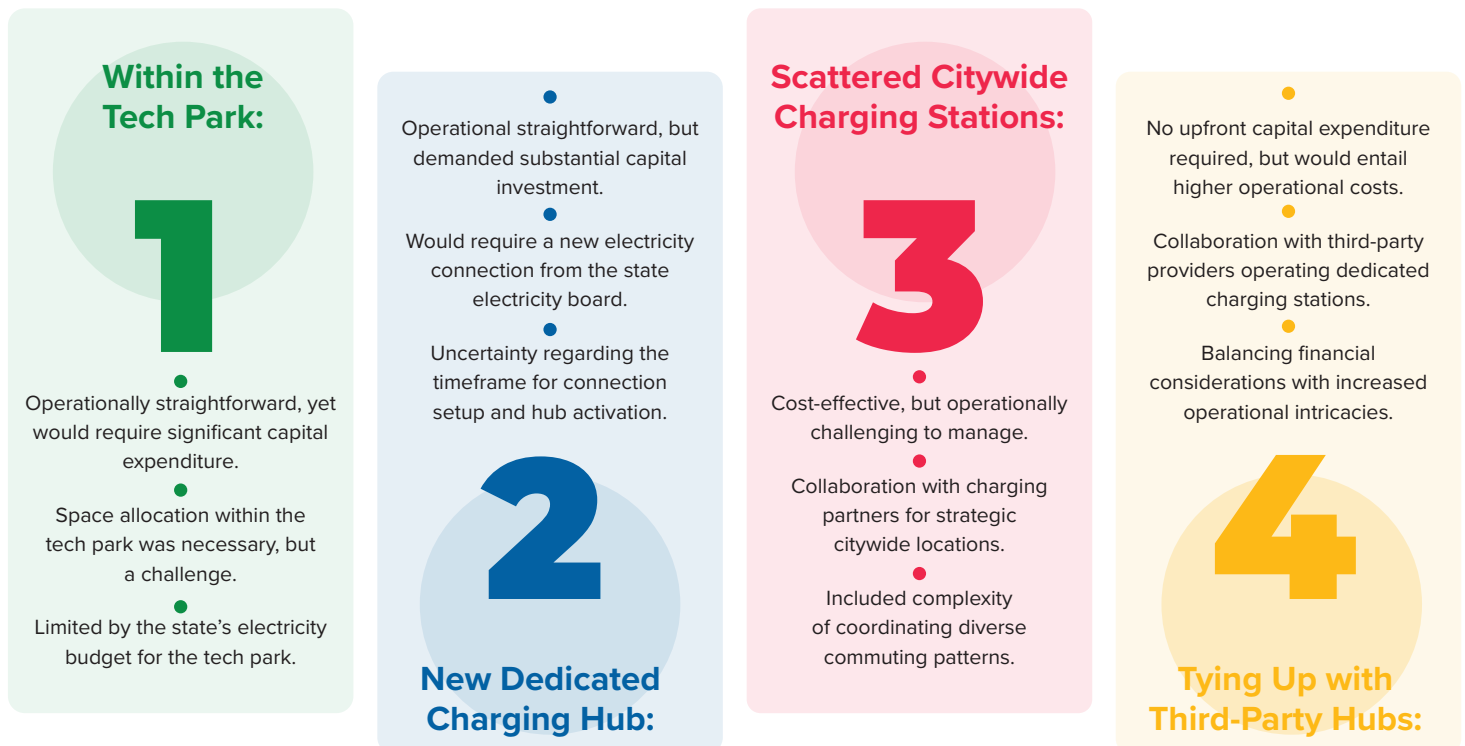
Replace all ICE vehicles with electric cabs and buses.

We worked with the client to determine the option that would work best for them and together, we decided to go with a phased approach. We opted for a plan to start by replacing all the 4 seaters and 50% of 6 seaters to EVs, and over the next 45 days, transition the rest of the fleet as well.



Part 2: Charging

There were multiple options for setting up charging stations for the EVs each with its own pros and cons.



We ended up going with a hybrid option of ten fast and 35 slow chargers within the technology park premises while also partnering with an external agency to use two of their charging hubs around the client's office

Part 3: Operations Planning

We studied the client's employees' commute patterns to decide on a optimal mix of packages for the EVs. While the client had round the clock operations, they had 3 peak logins in a 2 hour window in the morning and 3 peak logouts in a 3 hour period in the evening. These accounted for 80% of all employees coming to and leaving the office. We onboarded some EVs on a 24 hour package model, who would cater to both the night operations as well as the peak shifts. We then onboarded some EVs on 12 hour package, which would cater to the peak shifts as well as some lean shifts during the day. For the remaining peak shift requirements, we onboarded EVs on a trip model. This ensured optimised cost of operations for the client. The EV deployment was planned in a way that they could be fast charged every night, and slow charged during the lean periods every alternate afternoon. The EVs could also be slow charged every weekend.

The Result: **Living the Green Dream**

On August 15, 2023, 170 EVs were successfully launched, marking a significant milestone in the client's complete EV implementation and transformation journey. Over the six weeks, we slowly increased the number of EVs running to hit 100% EVs by the end of October.

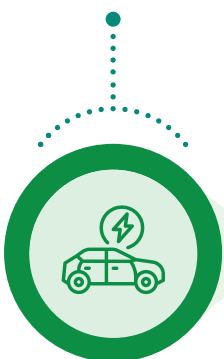
By analyzing, planning strategically, and working closely with MoveInSync, the client successfully tackled various challenges associated with implementing EVs, paving the way for a greener and more efficient future in employee transport.



Significant Achievements

400+

EVs



21,000+

Trips



11L+

KM Traveled
per month

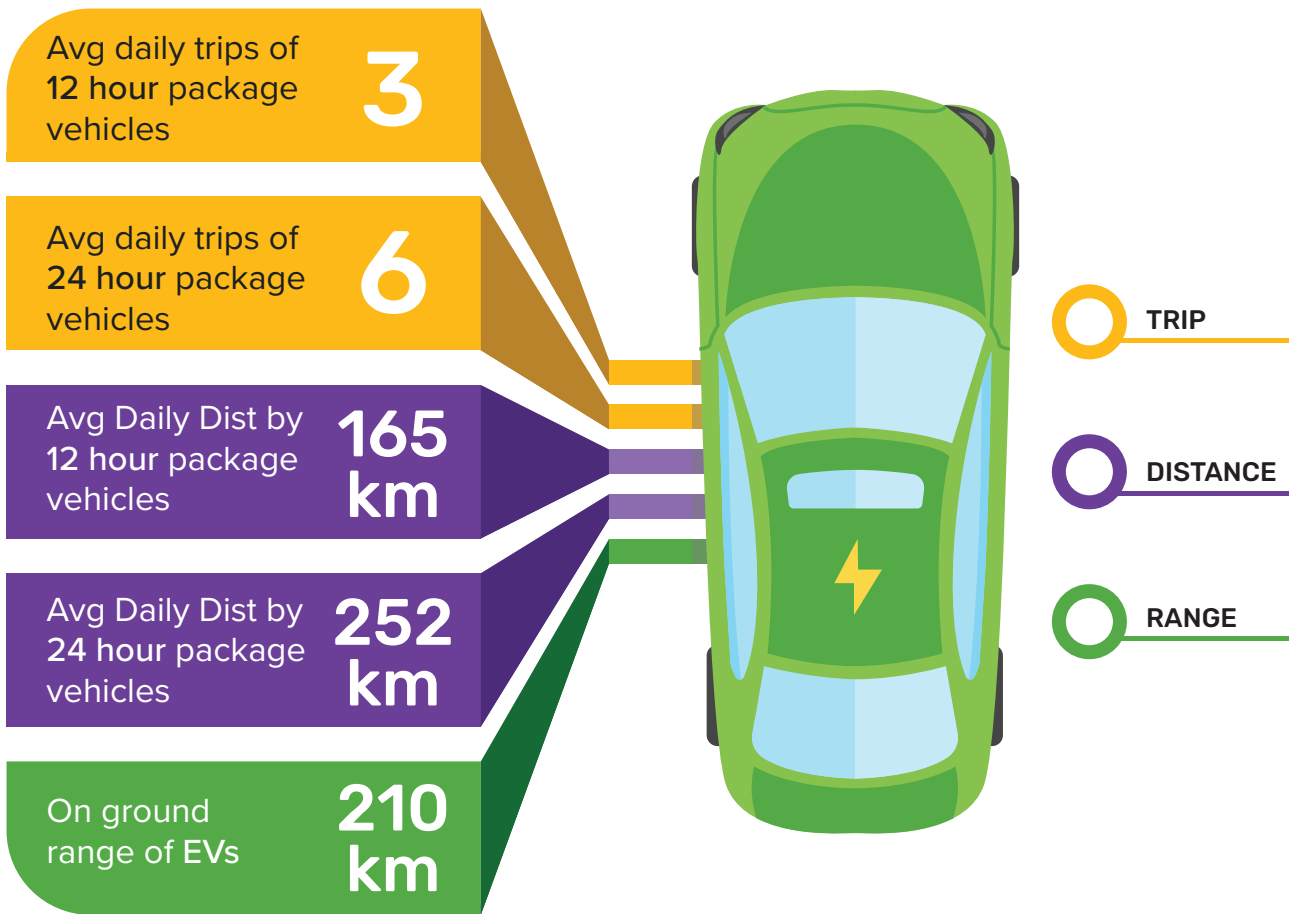


140+

Ton of CO₂
saved per month



Key EV Numbers





visit www.moveinsync.com