



CLEAN AIR VEHICLE FUNDING WORKSHOP

Fairfield, California

November 14th, 2013

Vision Fleet Capital, LLC

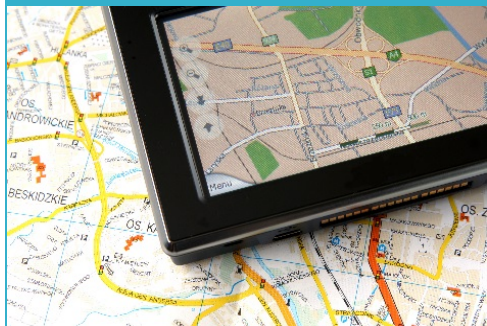
Vision Fleet Capital, LLC

- Private investment fund focused on using telematics, analytics and project capital in fleets to replace inefficient gasoline vehicles with PHEVs and EVs and to “right-size” the fleet

Advanced Vehicle Selection



Telematics & Analytics



Project Financing



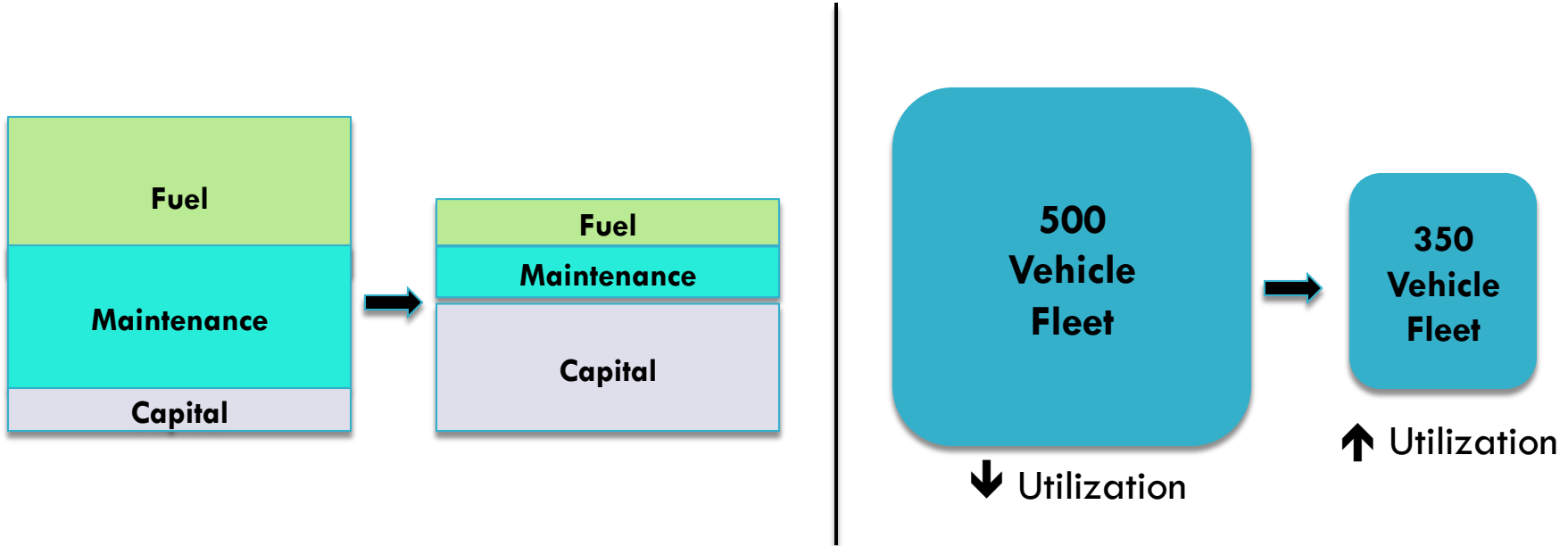
Challenges to Fleet Optimization

- Many fleets are decentralized, costly & inefficient
- Several have significant deferred capital needs
- Cannot monetize federal and state tax benefits
- “Long technology risk”
- Monitoring to achieve operational benefits
- Unable to intelligently re-allocate vehicles
- Utilization drivers
- General lack of comprehensive strategy on:
 - a. vehicle selection
 - b. current usage
 - c. triaged deployment strategy
 - d. operating cost containment
 - e. “right-sizing” fleet
 - f. strategic budget spending
 - g. measurement of capital deployment

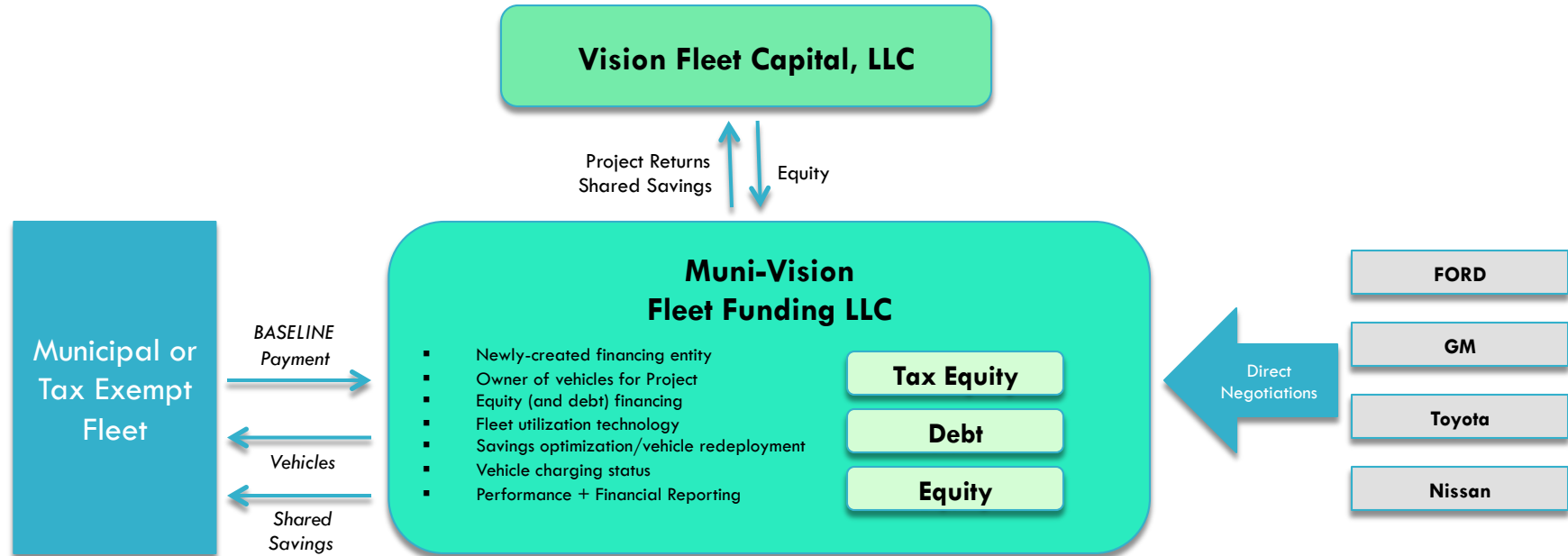


Investing in TCO Migration

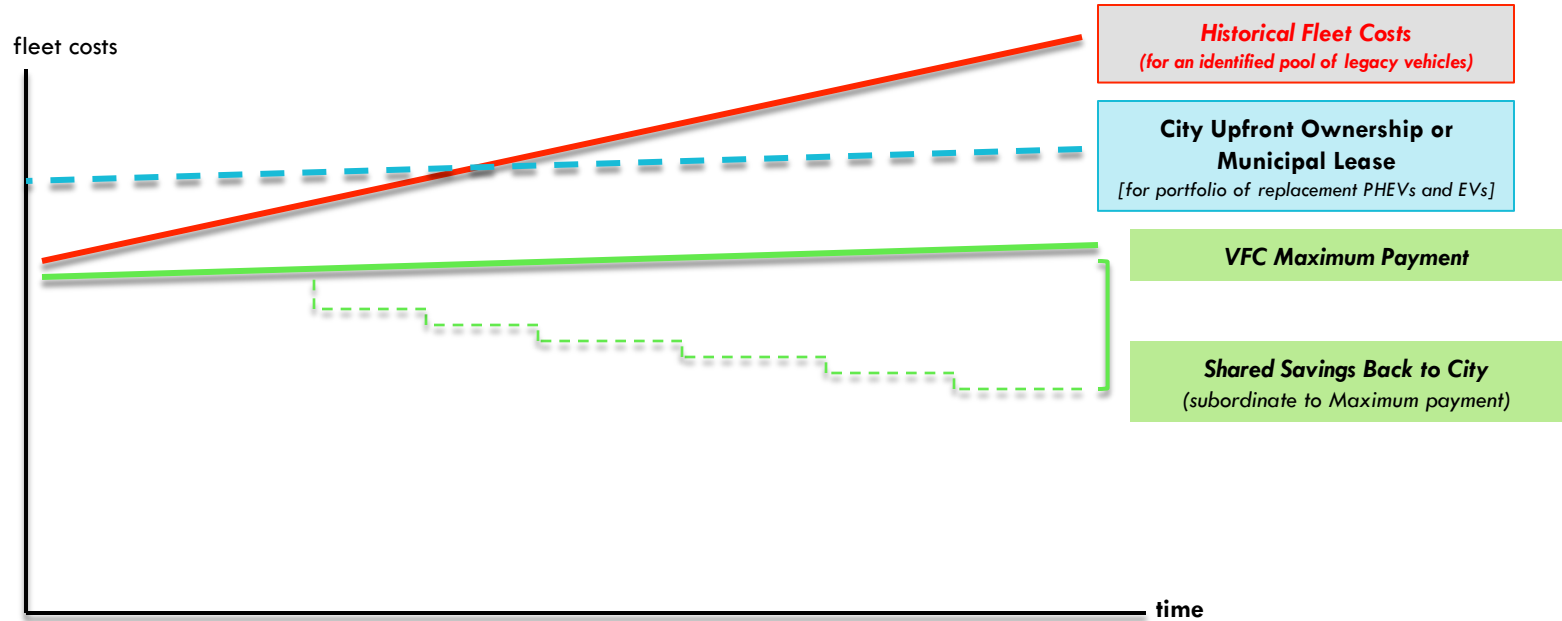
- VFC invests in holistically transforming the total cost of ownership (TCO) of an inefficiently run fleet into a smaller “right-sized” fleet with higher utilization and lower TCO



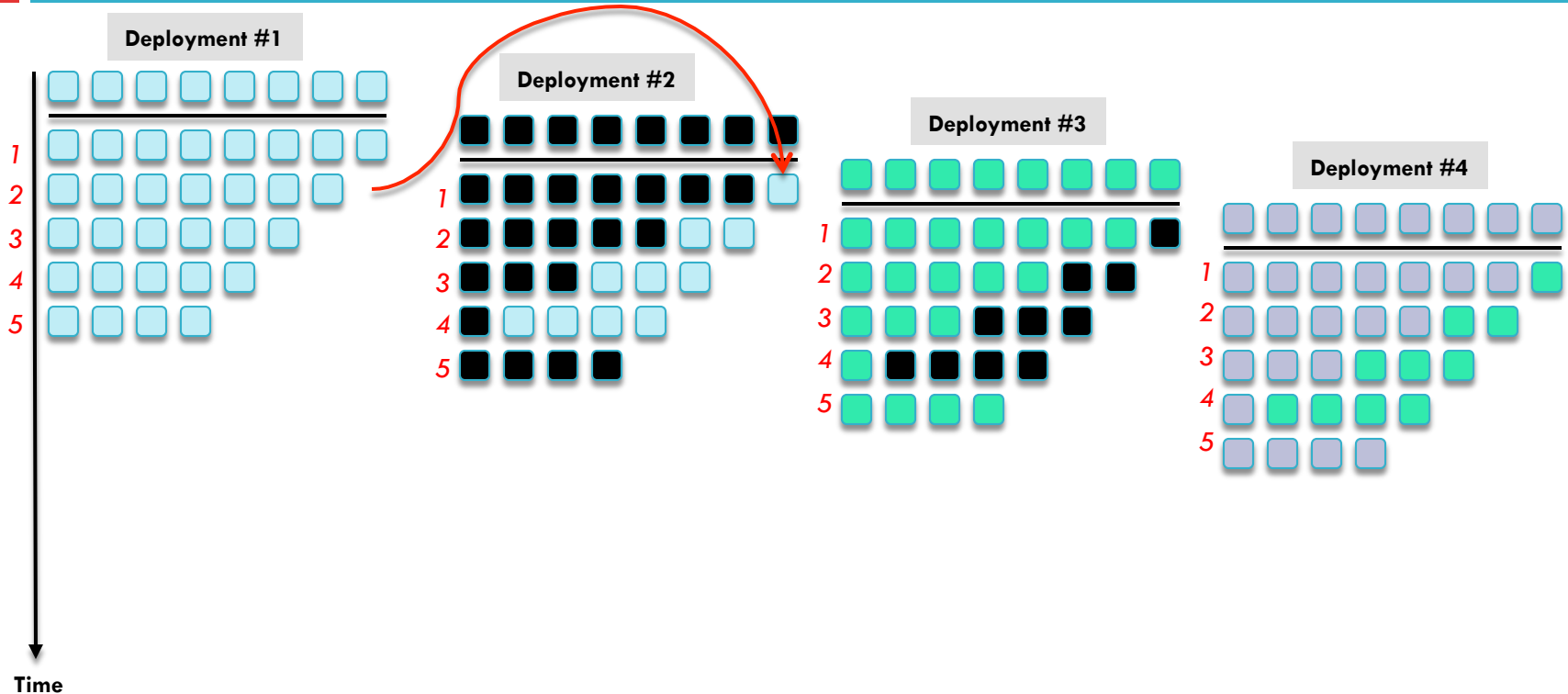
Innovative Solution Partner



Savings Waterfall



Utilization + Shared Savings Model



Equity, Asset & Technology Partner

Vision Fleet Capital, LLC

- Fully-funded, private equity fund focused on optimally replacing inefficient, legacy gasoline vehicles with EVs and PHEVs, analytics and capital

- **Investing Equity Risk Capital Alongside The City**
- **Ownership of Vehicles and Intelligent Asset Deployment to Drive Savings**
- **Assist Municipal Customer in Negotiation with Dealers and Manufacturers**
- **Technology Implementation**
- **Dashboard and Fleet Monitoring**
- **Increased Utilization**
- **Flexibility**
- **Innovative solutions**



Rana S. Mookherjee
Vision Fleet Capital, LLC
rana@vfleetcap.com
415.298.8900 mobile