



# Connected Operations



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The future of  
commercial fleets  
is **electric**.

40%

ELECTRIC MDV & HDV  
SALES IN USA BY 2035<sup>1</sup>

500k

CHARGING STATIONS  
PLANNED ACROSS USA<sup>2</sup>

50%

U.S. VEHICLE SALES TO  
BE EVs BY 2030<sup>3</sup>

<sup>1</sup>Advanced Clean Trucks - CARB ACT

<sup>2</sup>Biden Plans for Charging Station Every 50 Miles

<sup>3</sup>Biden Signs Order Aiming Half New Vehicles to be Electric 2030

# Common issues faced during fleet electrification



## AMBIGUITY

Navigating unfamiliar EV-specific nuances and workflows



## SILOED TEAMS

Disparate platforms to manage mixed fuel fleet limit data visibility



## CHANGE MANAGEMENT

Adjusting daily operations to ensure smooth transition

# Building a Connected Operation

## ITS NOT SIMPLE

Managing large, diverse fleets has never been easy.

EVs bring new systems and add levels of complexity.



# Technology Mapping

Start by listing all the tools that vehicles, drivers, or fleet managers interact with.

- **Involve stakeholders** from teams throughout your organization.
- Design an **architectural diagram** illustrating how your existing systems interact with each.
- **Find the bottlenecks** in your workflow



# Building for the Long Term

- **Invest in your end-users.** If it isn't easy, they won't use it the way you intended.
- **Be a minimalist!** The most successful organizations obsess over ways to consolidate their tech stack.
- **Future proof** your fleet by asking
  - What technology will we need in 10 years?
  - Do our current systems fit those goals?
- **Automate everywhere** possible. Look for ways to eliminate manual processes.





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