Fleet Offering

Don't just electrify your fleet, optimize it with Lynkwell's comprehensive portfolio of solutions.

Lynkwell

Don't Just Electrify Your Fleet, Optimize It

With years of experience across all aspects of the EV charging value chain, Lynkwell brings proven solutions to today's most innovative fleet electrification solutions.

>99.99% Software uptime
with Industry-leading
remote monitoring and
diagnostic service included

Savings on CapEx and OpEx
through industry-leading energy
management

US-based full-service EPC
Design and execution of your
fleet project through a
single partner

The Lynkwell Difference

Complete Visibility & Control
Software suite purpose-built for fleets

- Real-time uptime, usage, and reliability on a network, location, and station level
- Metrics dashboard displays health of entire fleet operation
- Vehicle energy tracking with autocharge vehicle recognition
- Advanced station, session, and communication logs for root cause analysis
- Easy workflows for deploying and managing hundreds of chargers and infrastructure across multiple sites

Intuitive Energy Management
Recognize operational and financial benefits without additional overhead

- Adaptive load management reduces the amount of CapEX required to electrify your fleet
- Optimize the charging of your fleet resulting in the lowest OpEX possible
- Minimize costly utility demand charges while making sure your fleet is still ready for routes
- Proven integration with alternative energy sources and storage to power fleets of all types

![Lynkwell]

Tailored Flexibility
Partner with Lynkwell to create a solution that meets your specific needs

- Access hardware, software, and services or combine for a full deployment solution
- Be empowered to self-manage your own fleet or have the Lynkwell team manage it for you
- Always get the right hardware for each project with our curated catalog of over 500 products
- Most business model options of any full deployment provider

Comprehensive Support
Single point of full accountability across the entire EV charging experience

- 24/7 US-based support team
- Remote monitoring, diagnostics, alerts, and issue resolution
- Automatic over the air (OTA) software updates
- Warranty support available across entire hardware catalog by an A-rated insurance company

Beyond the CapEX and OpEX benefits that come from optimized energy management, explore Lynkwell's flexible business model options to reduce the upfront financial responsibility of electrifying your fleet, including fleet-as-a-service.

Trusted Experience
Complete spectrum of expert O&M services from planning through optimization

- Behind the fence and public site design
- Energy requirement analysis and procurement
- Installation, commissioning, and provisioning
- Post-installation maintenance

Multifaceted Monetization
Full project evaluation from incentives to post-installation operational efficiencies and drive ROI

- Access catalog of pre-approved products for prominent programs, in-house funding experts and bulk site incentive finder
- Capitalize on utility rate negotiation
- Seamlessly designate chargers as public or private to enable revenue generation when not charging fleet vehicles
- Automated Low Carbon Fuel Standard (LCFS) carbon credit reporting

Lynkwell™

Electrification is the Smart Business Move

Reduce Total Cost of Ownership (TCO)
Studies conclude that TCO can be reduced by over 30%, resulting from reduced cost per mile from going from gas to electric and lower vehicle maintenance expenses.

Future-Proof Your Fleet
Many states impose strict emission regulations and are requiring certain fleets convert to EV by a specific date. Act with purpose to ensure you are getting ahead of the trend.

Demonstrate Commitment to Sustainability
Take real action towards sustainability goals by cutting emissions, and elevate your brand position with environmentally conscious customers.

Enhance Operational Efficiency
Switching to an electric fleet optimizes energy management to reduce operational costs.

Create A New Revenue Stream
EV chargers that supply energy to both the fleet and the public can create additional revenue through charging fees.

Lower Fuel Costs
Transitioning to EVs cuts fleet fuel costs by 68%. Efficient energy management maximizes these savings.

Attract And Retain The Best Talent
EV's offer unique benefits for drivers, such as a smoother ride that reduces fatigue, and decreased exposure to emissions. Responsive acceleration and advanced safety features improve driving experience.

Cox Automotive Report: " Fleet owners operating both electric vehicles (EVs) and their traditional, fuel-burning counterparts have higher levels of satisfaction with their EVs. The Future of Fleets: Path to EV Adoption suggests that, compared to vehicles powered by internal-combustion engines (ICE), EVs bring higher scores among fleet owners in key metrics such as 'overall satisfaction', 'cost of ownership' and 'vehicle usage and capabilities.' "

Lynkwell™

Diverse Public and Private Applications

The Power to Thrive in Your Industry

Discover fleet charging opportunities that meet the needs of your organization

Delivery & Logistics

Optimize logistics with fully integrated EV solutions.

Company Vehicles

Upgrade your responsiveness with reliable charging systems.

Retail Shipping

Create infrastructure that supports drivers and customers.

Utilities

Provide next-level service with streamlined EV charging.

Municipalities

Scale your EV charging to the needs of your community.

Rentals

Maintain a fully-charged fleet of rental EVs that draw new customers.

Emergency Response

Provide critical response vehicles with reliable charging solutions..

Construction

Get the power you need on the job site with integrated EV charging.

Airport Shuttles

Keep airport operations running efficiently with EV charging.
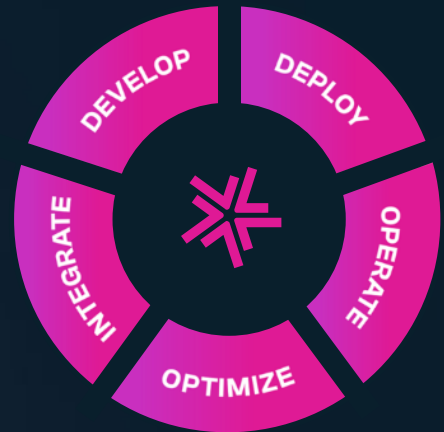
Ride Share

Empower and manage take home fleet vehicles with RFID capability.

And More

Lynkwell™

Full Accountability Across the Value Chain

Lynkwell provides the most comprehensive full deployment suite of solutions to provide fleet operators with a single point of accountability and support for the entire project from solution design through post-installation fleet optimization. Our network of certified installers & partners are powered by our 100% US-based support team to provide unbeatable service through the USA and Canada.

DEVELOP · DEPLOY · OPERATE · OPTIMIZE · INTEGRATE

Discover the Right Offering for your Fleet

Fleet Core™
Intuitive solution for fleets that prefer to manage their own operations

- Utilize Lynkwell's industry-leading Vialynk™ in-house network
- Access all critical visibility and reporting through Lynkwell's site host portal

Fleet Commodore™
Advanced analytics, control, and additional oversight for fleets that require additional complexity

- Dedicated network just for your fleet
- White-labeled mobile app allowing your drivers to access depot chargers that are semi-private
- Active station performance monitoring and diagnosis
- Remote troubleshooting and root cause analysis
- Access Lynkwell Command™, our proprietary business intelligence (BI) tool
- Create custom email alerts for disconnects, faults, limit exceptions, and more

Lynkwell Concierge™
Access additional support from the Lynkwell experts

- Have Lynkwell manage your EV chargers
- Create custom programming
- Leverage additional add-ons
- Access a dedicated technical liaison

Reliable Interconnectivity

The Lynkwell platform supports integration with third-party systems via an API and can communicate with every EV chargers in the business that use open communications protocol OCPP.

EV infrastructure Management System

OCPP Chargers

ViaLynk™ Site Host Manager

ViaLynk™ Network Manager

ViaLynk™ Driver App

Suite of Fleet Management Products

ViaLynk™ Site Host Manager
Access core functionality for fleet metrics and operations

- Fleet operation dashboard
- Real-time station level charging updates
- Real-time location level power usage
- Exportable energy usage reports
- Sessions log
- Simplified payment options to streamline billing
- Establish custom driver groups with tailored charging parameters

ViaLynk™ Network Manager
Advanced fleet network customization, analytics, and control

- Charger uptime and reliability metrics on a network, location, and station level
- Advanced in-depth station and communication logs for rapid root cause analysis
- Metrics dashboard to see the health of your fleet network

- Easy workflows for deploying hundreds of chargers across multiple sites

ViaLynk™ Driver App
Highly-rated and preferred by driver, our app makes charging simple and easy

- Drivers can find nearby stations while monitoring availability in real-time
- Contactless or remote payment options
- Transaction history to track energy usage and cost
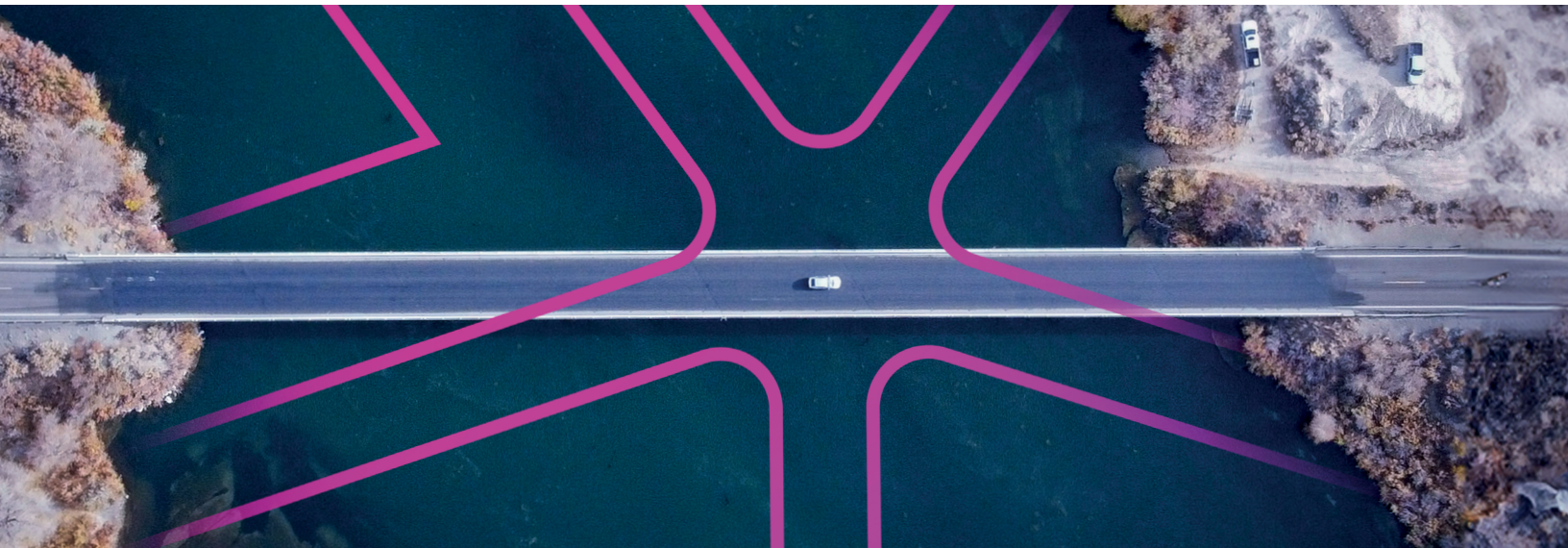- Receive alerts about charging status
- Remote vehicle start

Lynkwell Command™
Turn data into power with custom integrations, visualizations, and operations

- API to sync all charging data in real time with other operating systems
- Get a custom business intelligence dashboard to sync real-time data with our pre-built metrics templates

Key Fleet Software Features

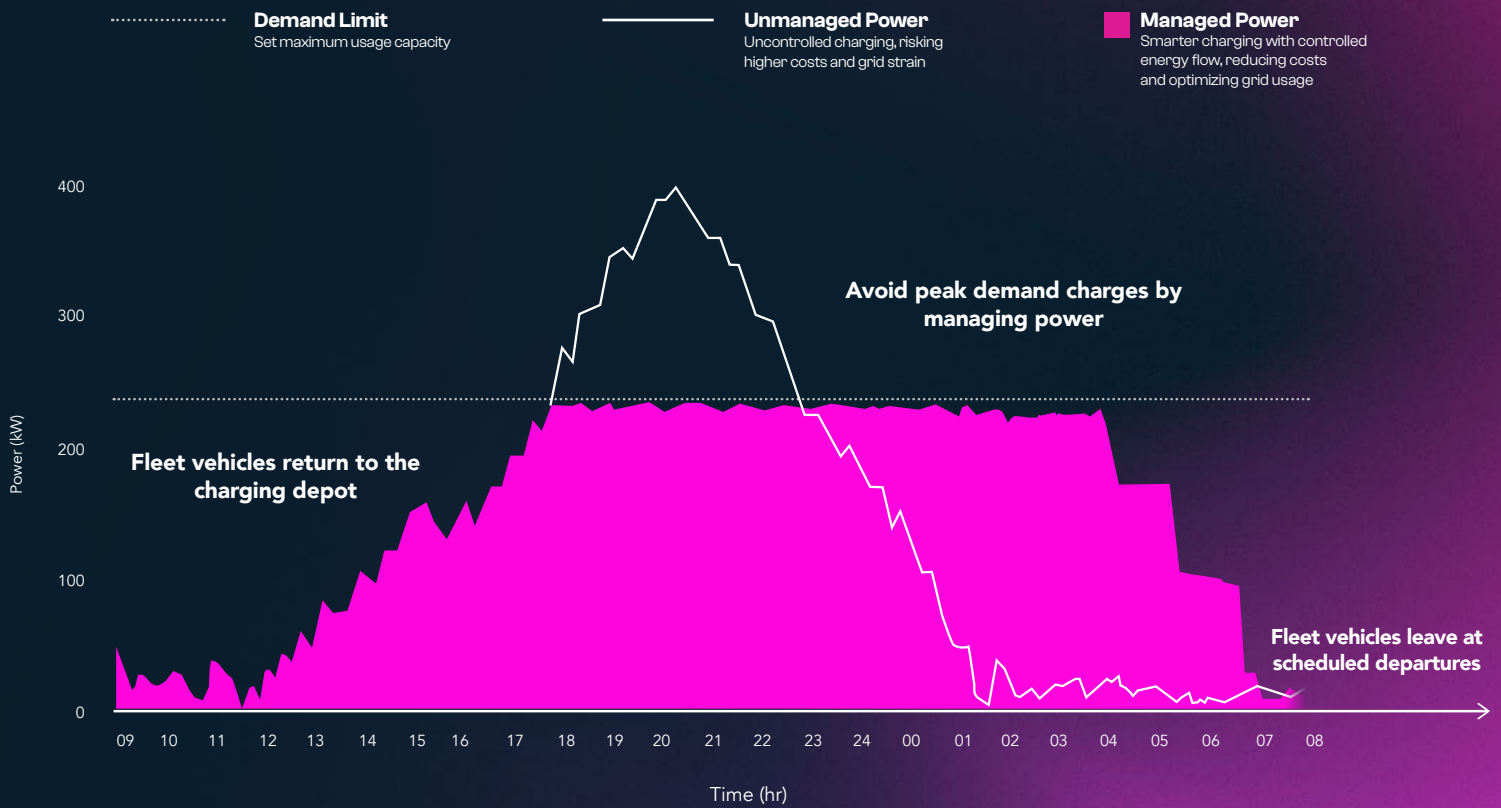|	
RFID	Convenient and secure payments with the tap of a card
Autocharge	Start a charge automatically once the cable is plugged into the vehicle
Adaptive Load Management	Automatic modification of energy supplied across diverse chargers and vehicles
Redundant Mobile Connectivity	Access to multiple options to limit or eliminate downtime
Automatic Fault Detection	Proactive monitoring, alerts, and diagnostics of faulted chargers
Time of Use Optimization	Set parameters to leverage preferential charge times
Plug & Charge	Automatic vehicle and payment recognition when the vehicle is connected to the charger (available for select hardware)
Firmware & Configuration	Real-world interoperability testing, remote updates, and simple configuration
Super SIM	Charger connects to strongest signal and redirects to next available tower if the original network is disrupted

Save Money with Energy Management

Balance power and performance with advanced capabilities

- Reduce energy consumption and avoid demand charges by maintaining charging station energy limits, and optimizing local load management settings

- Demand-response events addressed through the OpenADR integration

- Vehicle energy tracking with autocharge vehicle recognition
  - Sync autocharge enabled vehicles to allow your drivers to plug in and walk away
  - See energy usage on a per-vehicle basis to get insight into high-usage vehicles and maintenance patterns

- Set and forget peak demand avoidance
  - Set recurring static demand rates
  - See energy usage on a per-charger basis to ensure they are adhering to those rates

Demand Limit
Set maximum usage capacity

Unmanaged Power
Uncontrolled charging, risking higher costs and grid strain

Managed Power
Smarter charging with controlled energy flow, reducing costs and optimizing grid usage

Avoid peak demand charges by managing power

Fleet vehicles return to the charging depot

Fleet vehicles leave at scheduled departures

Power (kW)

Time (hr)

Lynkwell™

Lynkwell's Software Solution Ecosystem

Manage your revenue

- Payment Terminal Local Integration
- Payment Terminal Cloud Integration
- Monthly Subscription Payments
- Driver Discount Groups
- PCI-Compliant Revenue Management
- Advanced Pricing and Tariffs
- Payment Acceptance for all Major Credit Cards

Manage your network

- Private Location Charging
- Partner and Utility Management
- Depot Partner Management
- Global Real-Time Search
- Detailed Reports and Analytics
- Bulk Charging Station and License Uploads
- Detailed Driver and Subscription Management
- Driver RFID Management
- Vehicle Tag Management

Manage your integrations

- OCPP 1.6 and 2.0.1 Certified
- OCPI Network Roaming
- Hardware Agnostic Platform
- AutoCharge Support
- Hubject Roaming Integration
- ChargeHub Roaming Integration
- Lynkwell Command (TM) Integrations with Internal Operating Systems
- Integrate with Telematics

Manage your performance

- State-of-the-Art Charging Diagnostic Console
- Station, Location, and Network-Wide Uptime Reporting
- Advanced OCPP Command Console
- Over-the-Air Firmware Updates
- Network Agnostic SIM Provider
- Real Time SIM Communication Logs
- Real Time Charging Station Event Log
- Remote Monitoring and Alerts
- 100% AWS CIS Compliant Security
- OCPP Security Profile Support
- Interoperability Test Environment

Manage your enterprise

- Robust REST API
- Self-Service API Key Management
- Developer Documentation Portal
- Advanced BI Tool Integration
- White-Labeled Charging Network
- White-Labeled Mobile App
- Customizable Email Communication
- Industry Leading Security
- Internet-Scale Infrastructure
- OCPP Security Profile Support
- Dynamic Load Balancing

Business Models for Every Need

Access a comprehensive set of business model options to find the best solution to meet your goals.

Customer Owned
Full ownership options include the choice of Lynkwell managing the site or owners self-managing via Lynkwell software.

Fleet as a Service
Take advantage of an operational expenditure model with no upfront investment.

No Cost Amenity
Partner with our trusted providers to become a charging destination at no cost.

Shared Ownership
Engage with distributed ownership and profit-sharing structures that adapt to your business needs.

Network as a Service
Leverage Lynkwell's leading network capabilities under our house brand or customize them to fit your identity.

Fleet EV charging can potentially take advantage of incentives depending on whether the chargers are available, either full time or part time, to the public. Talk to the Lynkwell team about available incentive programs and how they relate to the different business models.

Discover Lynkwell X-Change™

Lynkwell X-Change is the most comprehensive suite of energy management solutions, combining Lynkwell's proprietary offerings with curated partners from around the world. It is the single source for all energy stakeholders.

- Partnerships with leading OEM's, networks, utilities, trade groups, and more
- Alternative energy sources to power any project
- Proven clean energy expertise within and beyond EV charging

Lynkwell™

The Lynkwell Difference

Thousands
of chargers across the US, Canada & Guam

24/7
USA-based site host and driver support

100%
co-located, USA-based hardware, software and service teams

>$50M
captured from utility/ incentive programs

About Lynkwell

Lynkwell is a leading energy infrastructure development company focused on connecting renewable generation, battery storage, utilities, and microgrids with next-generation fueling technologies. Ranked as one of the fastest-growing private companies in the United States for the last three years, Lynkwell's leadership is bolstered by its top 10 nationwide cloud-based EV charging software platform which hosts dozens of EV charging networks and manages 10,000 assets. With a curated catalog of more than 500 products from leading global OEMs plus its own XLynk™ charger, Lynkwell's unique combination of full deployment solutions and energy integrations gives all clean energy stakeholders the power to thrive. Since 2016, the company has been instrumental in establishing private and public charging solutions and supporting infrastructure to empower America's growing clean energy revolution.

All USA-Based Team

Lynkwell's co-located hardware manufacturing, operations, software, support, and service team are proudly based in the U.S. Build America, Buy America (BABA) compliant options available.

lynkwell.com

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