Results+
Client Success Spotlight

Pharmaceutical Provider Charted Its Path to Full Fleet Electrification

FLEET PROFILE

Fleet Size **1,500**
Industry **Pharmaceutical**

Vehicle Type **Sedan, SUV**

OPPORTUNITY

Slash emissions with vehicle electrification

A leading biotechnology provider set a corporate goal to slash emissions throughout its operations. Part of that initiative, through its involvement in the EV100 initiative, is to convert its sales fleet of more than 1,300 vehicles to an EV or plug-in hybrid by 2030, translating to an ambitious move toward vehicle electrification.

STRATEGY

Formulated a fleet replacement strategy that fueled electrification goals

It has already made enormous strides toward its company-wide objective, implementing electrification and solar energy onsite with electric buses, solar-powered charging stations and green-certified buildings on campus.

For its field fleet, it transitioned in the short-term to hybrids, plug-ins, and full-electric models. To make this changeover feasible, it is working with Wheels and other sustainability partners to build a complete end-to-end solution that includes fit analyses, remote- and home-charging technology and infrastructure, and more.

RESULTS+

A win-win for the fleet and the environment

Moving forward, this company will move even further into full electrification. But even now, its progress has been dramatic. A decade ago, the fleet was just 13% hybrids. Today that figure stands at 56%, with a combination of hybrid, plug-in hybrid electric (PHEV) and full battery-electric (BEV) vehicles.

Since January of 2010, the fleet's fuel economy leapt 31%, from 22 to 29 MPG. That transformation drove a **reduction of nearly 50%** in CO2 emissions — a savings **equivalent to planting over 30,000 trees**.

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