

A close-up photograph of a person's hand plugging a black charging cable into a vehicle's charging port. The background is a bright, sunny outdoor scene.

Results+

Powering 97% of a U.S. Fleet to EVs in Just Four Months

An All- Electric Fleet to Meet Sustainability Goals

A leading global biopharmaceutical company, focused on advancing care in oncology, rare diseases, and neuroscience, identified a powerful opportunity to align its operational footprint with its sustainability values. With a strong commitment to reducing carbon emissions and delivering sustainable healthcare solutions, the organization set a bold target: transition its entire U.S. fleet to electric vehicles (EVs) in just four months.

This ambitious initiative was driven by global sustainability priorities and strong executive sponsorship. However, the path to fleet-wide electrification came with significant challenges—limited vehicle availability, the need to manage driver readiness, and the logistics of installing home charging infrastructure—all of which required rapid but strategic execution.

Executing a Rapid Fleet Electrification

In partnership with Wheels, the fleet team developed and executed a comprehensive electrification roadmap designed to meet the aggressive timeline. A single EV manufacturer was selected for its ability to meet demanding delivery requirements. A robust communication and training plan was rolled out to

prepare drivers for the transition, including guidance on EV usage, charging logistics, and home installation support.

Wheels led the effort to coordinate driver communications, assess charging readiness, and ensure home charging stations were in place. Weekly progress checkpoints and executive alignment kept the initiative on track while reinforcing the company's environmental goals.

A Nearly Fully Electrified Fleet in Four Months

Within the four-month period, the company successfully electrified 97% of its U.S. fleet, with the remainder consisting of hybrid vehicles. Every participating driver was equipped with home charging, enabling a smooth and productive transition. The success extended to the company's Canadian fleet as well, which reached full EV adoption.

Despite initial driver hesitations, the combination of decisive leadership, strategic planning, and sustained support from Wheels enabled a rapid and effective transformation. This case sets a high benchmark for rapid and effective EV adoption, offering a replicable model for organizations across the healthcare sector and beyond.

PROJECT SERVICES: Electric vehicles

FLEET SIZE: 343

VEHICLE TYPE: Sedans and SUVs

INDUSTRY: Healthcare Pharmaceutical

Savings/Improvements:

97%

of U.S. fleet transitioned to EVs in just four months

100%

of drivers equipped with home charging