

Results+

Leading the Charge Toward a Fully Electric Fleet

As the Canadian arm of a global biopharma giant, this organization has emerged as a national leader in fleet sustainability, charging ahead with a bold global mission: to be 100% electric by the end of 2025 and carbon negative across its entire value chain by 2030. With a fleet of 400 vehicles – mostly SUVs powering the sales force – the company has embraced this challenge with strategic precision and unwavering commitment.

A Bold Vision for Sustainability

The journey began in 2022 with a phased transition from internal combustion engine (ICE) vehicles to hybrids. Rather than stopping at hybrids, they made the bold decision to leap directly into battery electric vehicles (BEVs).

This transformation wasn't without its challenges. Charging access quickly emerged as a top concern, especially for drivers living in condominiums or areas with limited infrastructure. To address this, the organization deployed a Driver Assessment Survey to pinpoint employees best suited for EVs. Partnering with Wheels, the fleet team tackled installation hurdles head-on, even enabling some charger setups in multi-unit dwellings. This proactive approach underscored the company's unwavering commitment to its sustainability goals and its readiness to innovate.

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PROJECT SERVICES

Environmental & Social Responsibility, Operational Efficiency

FLEET SIZE

393

VEHICLE TYPE

SUVs

INDUSTRY

Healthcare

SECTION TITLE

68.4%

of fleet is electric – national sustainability leader in Canada

43.3%

CO₂ emissions cut

32.7%

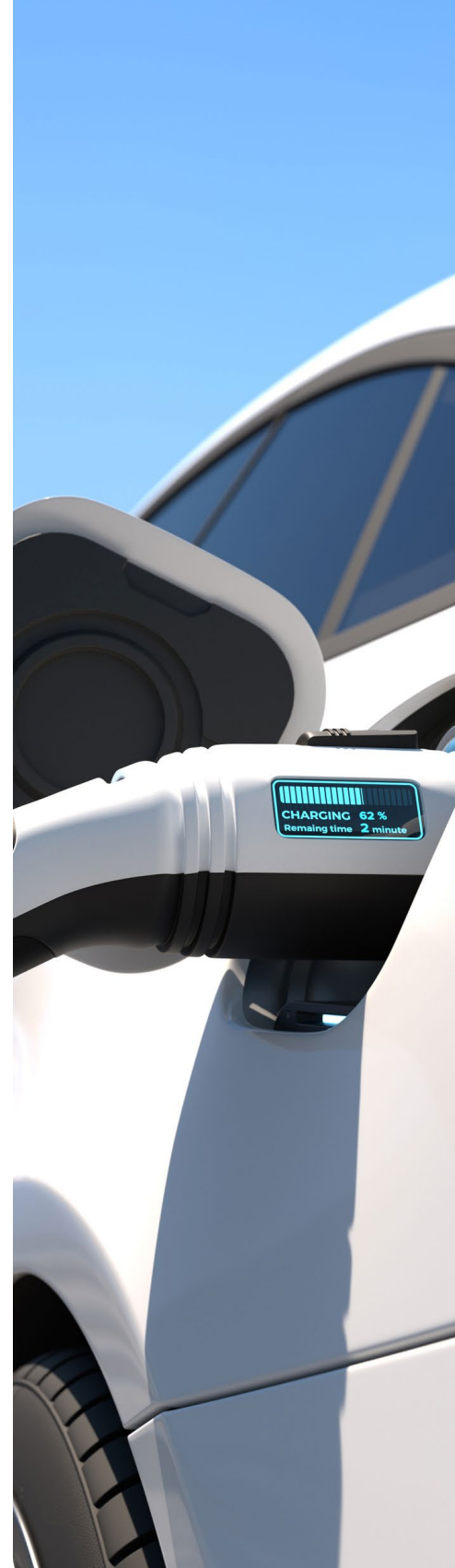
Fuel economy surged

Reimbursement was another challenge that they met head-on. A national survey of electricity costs led to a smart, tiered model ranging from \$50 to \$80 per month based on location. While some drivers voiced concerns, the program continues to evolve, benchmarking against peers to stay fair and competitive.

Leading by Example

The impact is undeniable. The company has cut **CO₂ emissions by 43.3%**, dropping from 1,135 to just 644 metric tons. Fuel economy has surged **32.7%**, improving from 4.9 to 3.3 litres per 100 km. With **5% of the fleet still hybrid/gas** the company is accelerating toward full electrification at an impressive pace. These results aren't just numbers; they're proof of what happens when success is powered by strong leadership, cross-functional teamwork, and a fearless approach to innovation. The company has shown what's possible when sustainability is treated as a non-negotiable priority.

With its aggressive goals, open communication, and sharp strategy, this client is not only meeting its mandate – it's redefining what's possible for pharma fleets nationwide.



Together Let's Go Far.

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