

Sawatch Labs

Advanced analytics to unlock your fleet's potential.



About Sawatch Labs

Optimized fleet electrification using real-time driving data.



In 2022 alone, we've analyzed

- 71,000 vehicles
- 359,000,000 miles driven

Identifying

- \$295,000,000 in savings and
- 2,500,000 tons of GHG emissions reductions

Sawatch Platform

Planning

- Assess EV suitability, analyzing daily operations
- Calculate daily charging demand curves for each facility

Monitoring

- Track EV driving and charging
- Identify modifications to increase savings

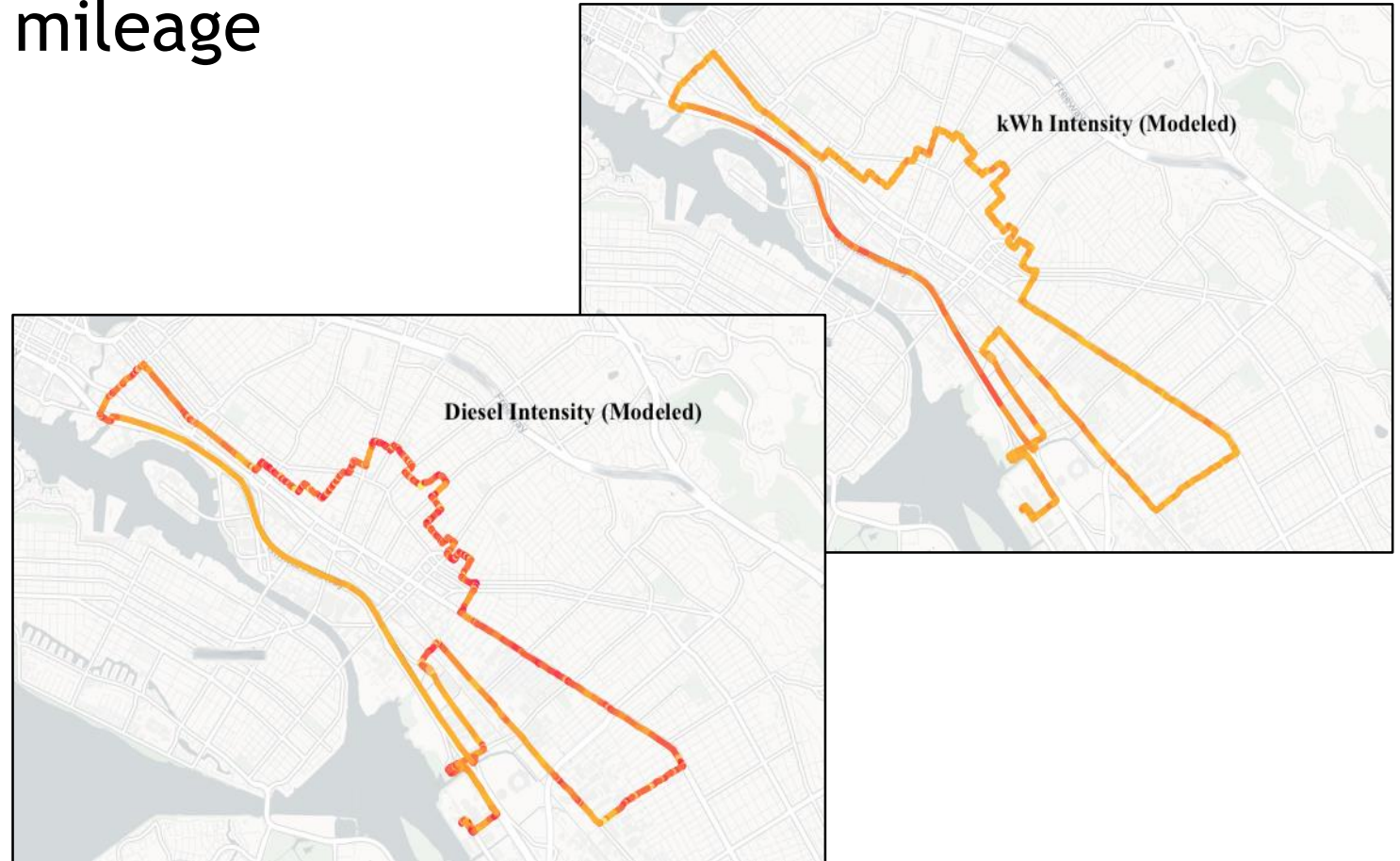
Reporting

- Provide monthly reporting on operations, GHG emissions, and air quality pollutants for all fuel types
- Calculate savings compared to the Business-as-Usual scenario

Electrify with Confidence

Look beyond routes and mileage

- Speed
- Idling
- Auxiliary demands
- Dwell times and locations
- Geography
- Temps



This same methodology can be applied to other alternative fuels

Plan: Daily Energy Needs Per Vehicle



Estimated Operational Metrics in a Sea-Electric Hino 195

These metrics estimate what the usage numbers would be if the miles driven by your 2018 ISUZU NPR/ NPR-HD/ NPR-XD had been driven in a Sea-Electric Hino 195.

VMT	GHG Reduction	Operational Cost Difference*	TCO* (Lifetime)	TCO** (%)
5,070	99%	▼ More than -\$21,000	▼ More than -\$21,000	▼ -27%

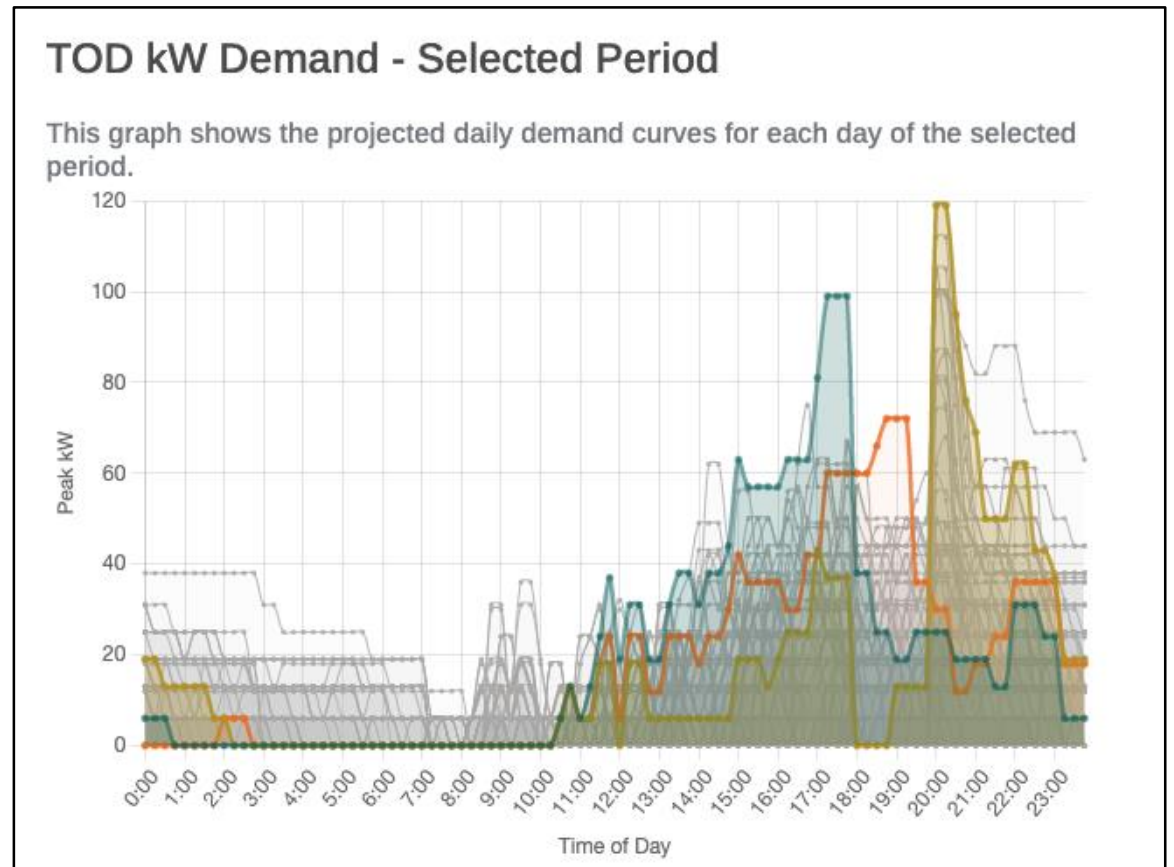
* Total Cost of Ownership (TCO) Change and Operational Savings reflect the financial savings over the lifetime of the vehicle.

** TCO Change takes into account the purchase price of the recommended vehicle, Operational Savings does not.

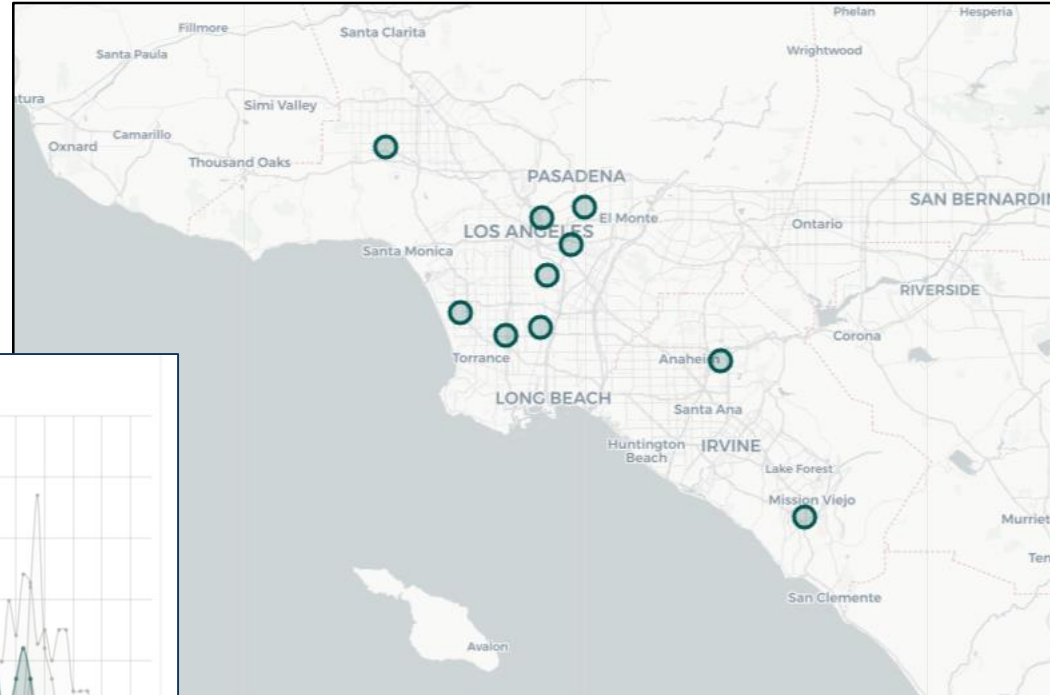
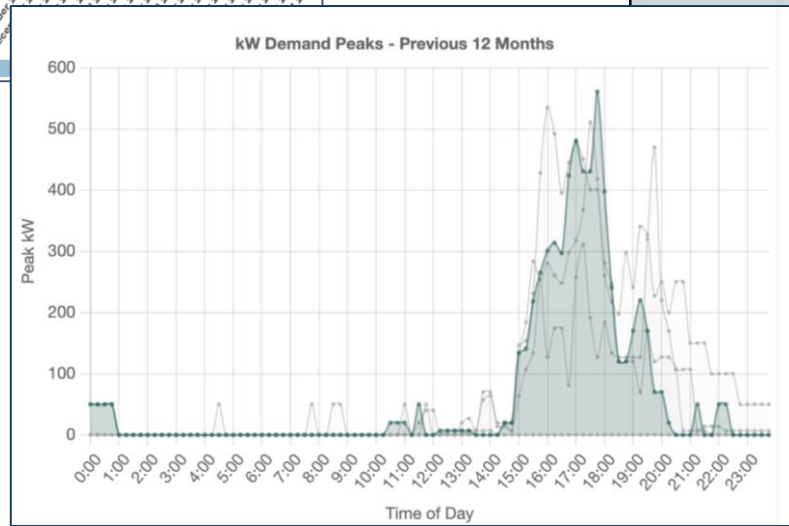
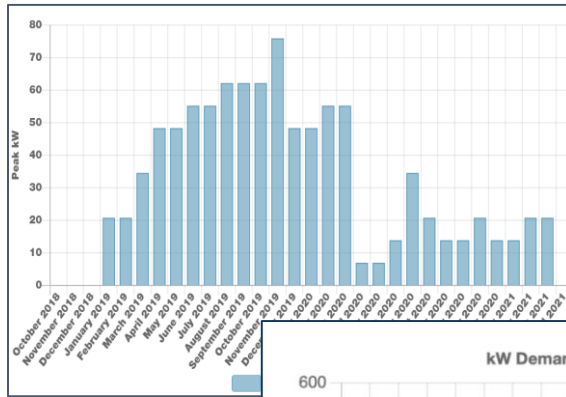
- Economic savings
- Operational impacts
- Charge time and cost
- Fuel savings
- Emissions reductions
- Dynamic model selection
- Scenarios

Plan: Projected Demand Per Site

- Monthly and daily demands
- Unmanaged and managed scenarios
- Growth projections 5%-100%



Plan: Charging Infrastructure Needs – Today and Future



View projected energy demands for all facilities

Monitoring: Today's Telematics Support EV

- ✓ Real-time Location
- ✓ Safety metrics
- ✓ Vehicle faults
- ✓ Notifications
- ✓ Reports
- ✓ Geofencing
- ✓ Integrations



Apply analytics to telemetry to increase efficiency and savings

Monitoring: Are My EVs Meeting Goals?

- Track savings and GHG emissions reductions
- Track charging by location and type
- Compare to the business-as-usual scenario
- Inform driver training to improve efficient use of vehicles

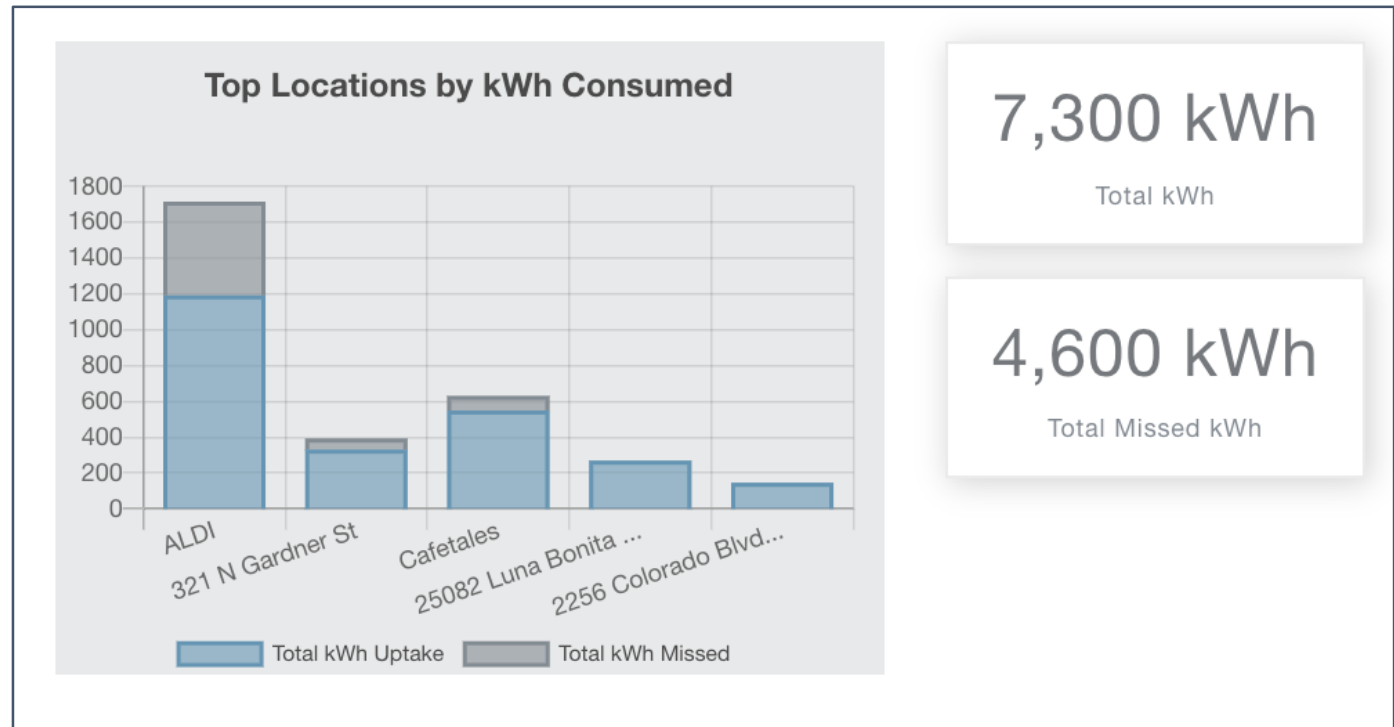


Report & Notify : Charging Activity

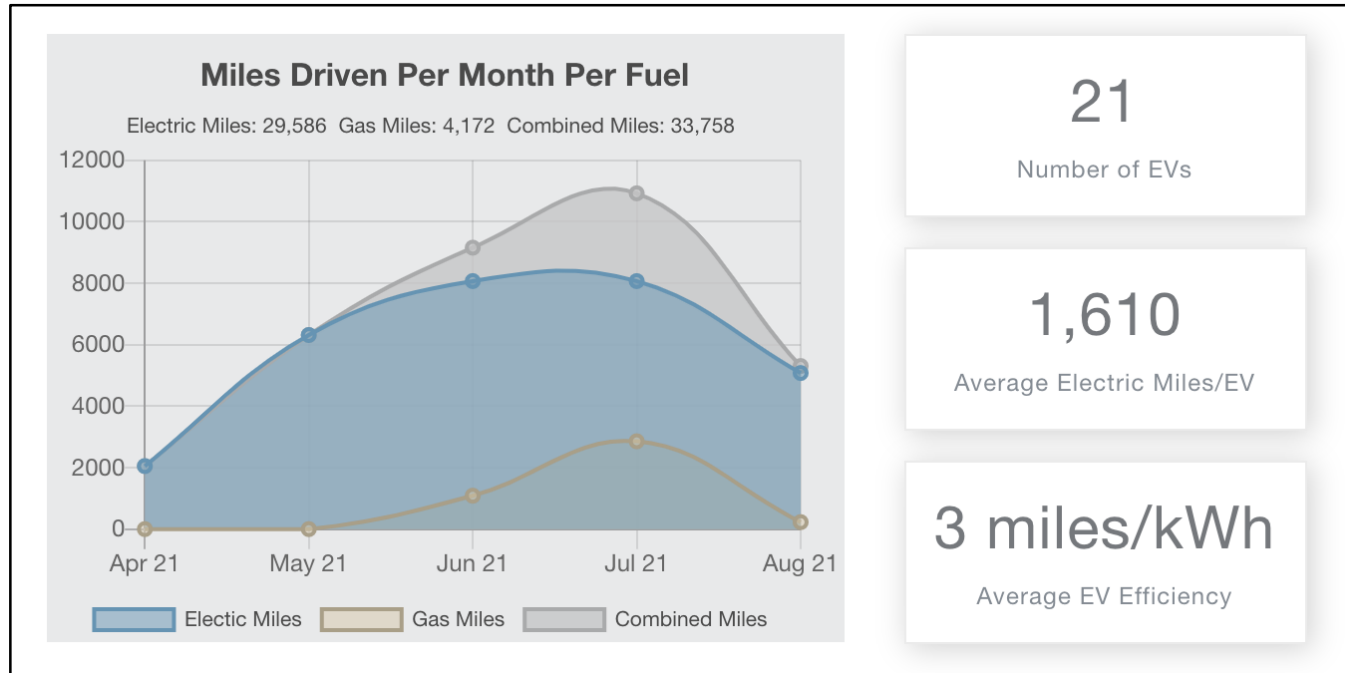


Track Charge Events

- ✓ Any Owner
- ✓ Any Type
- ✓ Any Location
- ✓ Any Time



Report & Notify : Fuel Consumption

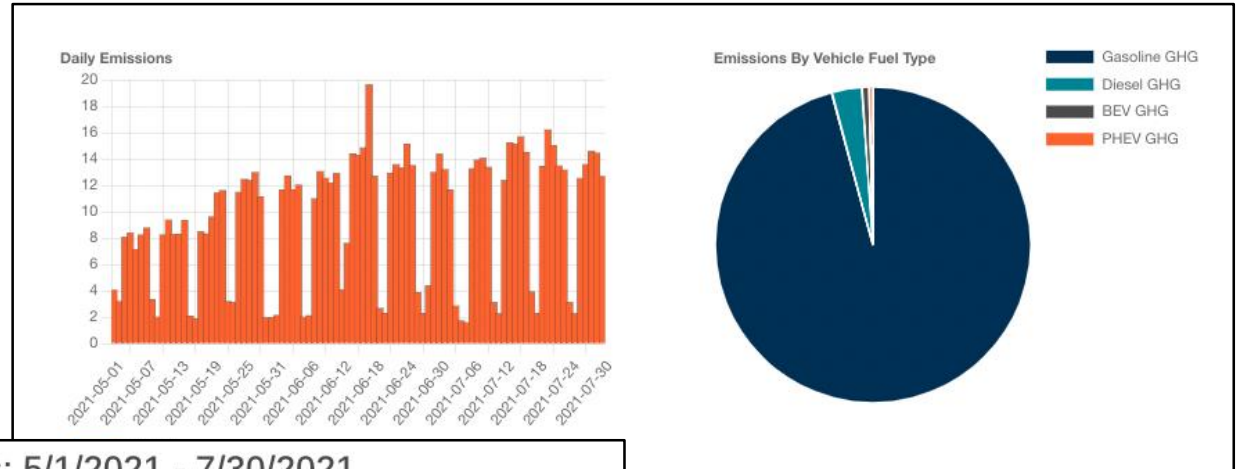


- Electric v Gas miles %
- Missed opportunity charging
- Feedback for improvement



GHG and Air Pollutants Reporting

- Calculate Business-as-Usual
- Identify opportunity
- Track and report progress



THANK
YOU.

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SAWATCH