

Fleet electrification for small and medium businesses: outlook, barriers and solutions

SMEs are at risk of being left behind in the EV transition

The research underpinning this project was commissioned by UK Power Networks. The aim was to develop a better understanding of the mobility characteristics of their small-to-medium business customers, and develop solutions to support fleet electrification.

Over 80 key stakeholders engaged

An extensive programme of desk research and stakeholder engagement informed the study.

A first of its kind segmentation of the SME market split businesses into 7 segments, supporting scenario analysis of EV uptake and review of the barriers and solutions.

There are 2.3 million SMEs in the UKPN area

Construction is the largest business sector

95% of SMEs have **0-4** employees

SMEs operate **2 million** vehicles, of which **3%** are electric

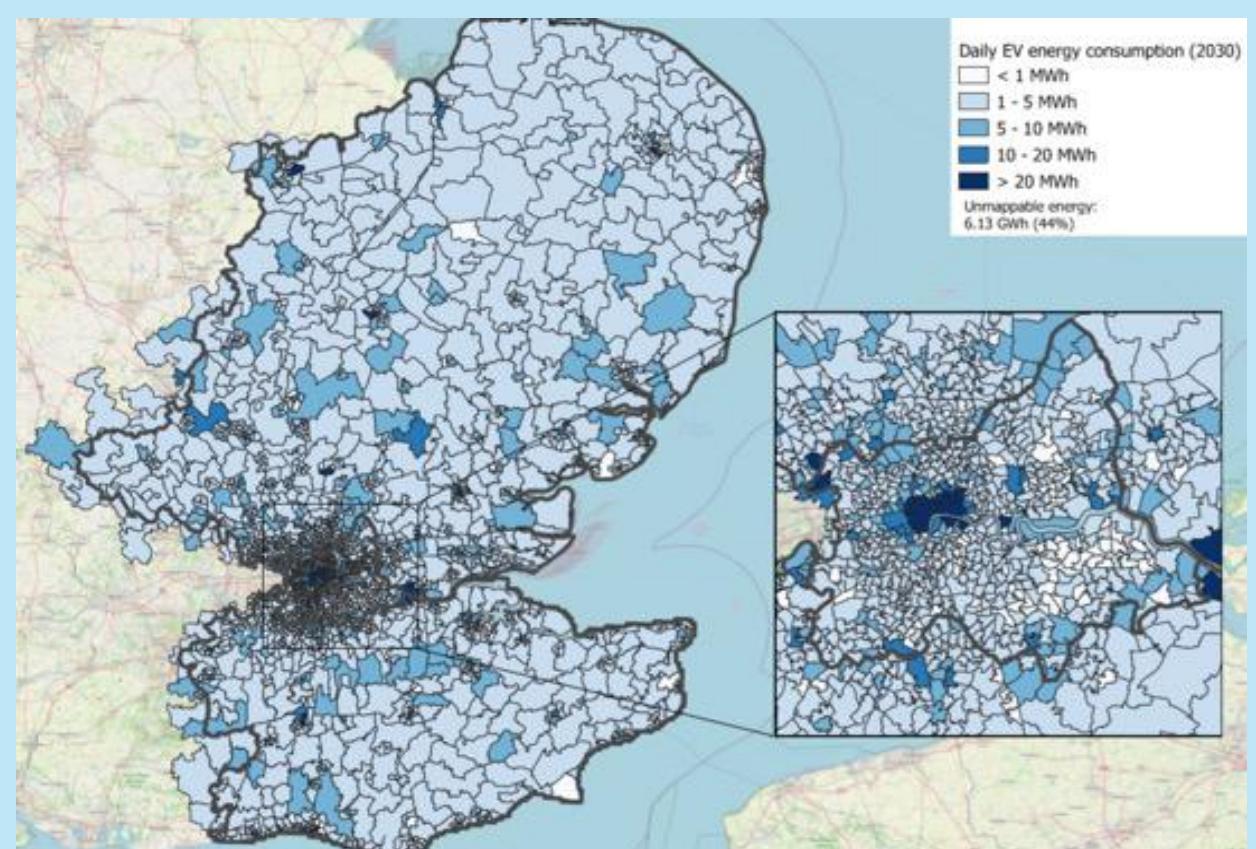
66% of SMEs do not operate a vehicle for business purposes

Vans are the most common vehicle type

Domestic is the most common primary parking location

77% of SMEs surveyed plan to transition their fleet to 100% electric by 2030

Over 35% of energy demand will come from rapid charging events in 2030



Progress is limited by a range of barriers



High upfront cost of EVs and infrastructure



Infrastructure availability concerns



Low awareness of tech and process

How can UK Power Networks help SMEs?

Develop new network solutions and promote existing services

Support awareness raising and education on EV topics (e.g. case studies)

Collaboration to support innovation, promote deployment and share learnings

Thomas Nokes¹, Katie Millard¹, Harry Scammell¹, Cameron Scott²

¹Ricardo, tom.nokes@ricardo.com ²UK Power Networks, cameron.scott@ukpowernetworks.co.uk