



MAKE MY DAY

The Smart Solution for EV Fleets

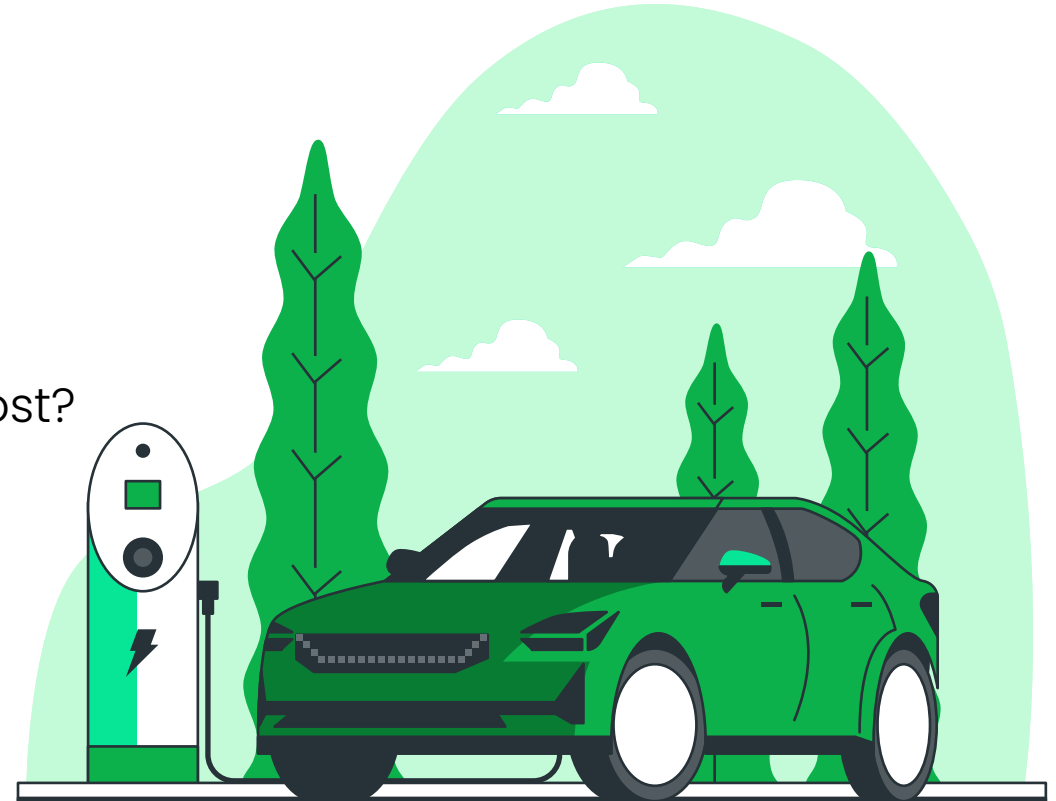
Let's Start →

THE NEED



Charging is the main barrier to the adoption of EVs

- Where can I find charging stations?
- When is the best time to charge?
- Which charging stations have the minimum cost?
- What is the real range of the EV?
- How can I minimize the time of charging?





Fleets problems when shifting to EVs



Range Anxiety – which makes a problem in long-distance/multi-stop driving



Operational challenges– operating an EV fleet or mixing EV/ice fleet is much more complicated



Charging challenge– when and where to charge each EV and how to optimize the charging time.





Make My Day Solutions



Range calculation & and battery prediction - A decision-making algorithm based on AI and Machine Learning which help fleets to optimize the EV fleet operation

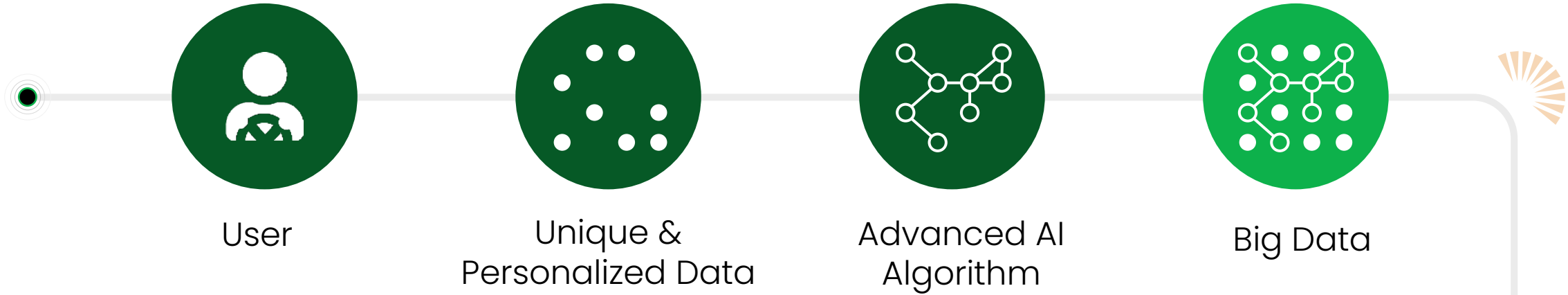
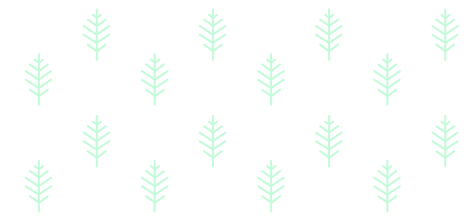


Charging route optimization & Stress-Free EV - Smart EV Charging SaaS & API services for Fleets and EV drivers which help them to save time and money



THE TECHNOLOGY

Data + Algorithm = AI





EV Fleet Calculator / Planner for the fleet manager

designed to help fleet managers assess the feasibility and potential benefits of transitioning their fleets to EV

<https://nfa.makemydayapp.com/>



EV Fleet Analyzer



Make My Day

Germany

Select Prices

Gasoline (P. / L.): € 1.76

Diesel (P. / L.): € 1.74

LPG (P. / L.): € 1.07

Public Electricity (P. / KWH): € 0.375

Home Electricity (P. / KWH): € 0.492

Commercial Electricity (P. / KWH): € 0.425

Minimum State Of Battery: 15 %

Maximum Public Charging Level: 80 %

Select a File

fleet_driving_log.csv
2.9 MB, 28160 rows

CALCULATE

Data											
	Plate #	Vehicle ID	Model	Fuel Type	KM / L.	Driving Days	AVG. Daily (KM)	Min. Daily (KM)	Max. Daily (KM)	Total KM	Total Fuel Cost
<input checked="" type="checkbox"/>	31218601		KIA STINGER - 2019	Gasoline	10.7	115	252.29	99.35	481.14	29014	€ 4,772
<input checked="" type="checkbox"/>	27995902		Hyundai Grand Santafe - 2018	Gasoline	10.5	145	228.64	94.08	586.86	33152	€ 5,557
<input checked="" type="checkbox"/>	25454902		Volkswagen Jetta - 2018	Gasoline	12.5	145	208.45	161.51	379.70	30226	€ 4,256
<input checked="" type="checkbox"/>	26098702		Hyundai H1 - 2020	Gasoline	10.6	145	203.47	103.99	502.22	29503	€ 4,899
<input checked="" type="checkbox"/>	25479102		KIA SORENTO - 2018	Gasoline	10.6	145	201.73	115.86	565.50	29251	€ 4,857
<input checked="" type="checkbox"/>	30872801		KIA Grand Carnival - 2017	Gasoline	10.47	115	186.97	143.80	468.38	21501	€ 3,614
<input checked="" type="checkbox"/>	30945901		Mitsubishi PAJERO - 2021	Gasoline	9.5	115	186.63	173.83	347.67	21463	€ 3,976
<input checked="" type="checkbox"/>	3435289		TOYOTA HIACE - 2019	Gasoline	9.8	115	173.38	122.64	245.28	19939	€ 3,581

NEXT STEP **Maximum Days: 145**

Naive										Make My Day				
Electric Vehicle Choice	Rides below range	Rides above range	Number Of Public Charging	Depot Charging cost	Public Charging Cost	Total Expenses	Fuel to Electric Saving	Total Public Charging time	CO2 Savings	Depot Charging cost (MMD)	Public Charging Cost (MMD)	Total Expenses (MMD)	Saving Money Using (MMD)	Total Public Charging time (MMD)
- 250 KM	40	75	120	€ 1,361	€ 1,901	€ 3,262	€ 1,510	7,680 minutes	3437.96 kg	€ 2,199	€ 888	€ 3,086	€ 1,686	3,575 minutes
- 250 KM	100	45	95	€ 2,136	€ 1,505	€ 3,641	€ 1,916	6,080 minutes	4064.02 kg	€ 2,374	€ 1,131	€ 3,504	€ 2,053	4,560 minutes
- 250 KM	60	85	95	€ 1,984	€ 1,505	€ 3,489	€ 766	6,080 minutes	2645.98 kg	€ 3,068	€ 238	€ 3,306	€ 950	925 minutes
- 250 KM	80	65	80	€ 2,085	€ 1,268	€ 3,353	€ 1,546	5,120 minutes	3555.73 kg	€ 2,596	€ 579	€ 3,175	€ 1,724	2,300 minutes
- 250 KM	110	35	55	€ 2,383	€ 871	€ 3,255	€ 1,602	3,520 minutes	3525.36 kg	€ 2,671	€ 490	€ 3,160	€ 1,696	1,965 minutes
- 250 KM	80	35	40	€ 1,798	€ 634	€ 2,432	€ 1,183	2,560 minutes	2649.25 kg	€ 2,157	€ 189	€ 2,346	€ 1,268	740 minutes
- 250 KM	110	5	5	€ 2,296	€ 79	€ 2,376	€ 1,601	320 minutes	3125.98 kg	€ 2,291	€ 66	€ 2,357	€ 1,620	265 minutes
- 250 KM	110	5	5	€ 2,124	€ 79	€ 2,203	€ 1,378	320 minutes	2756.25 kg	€ 2,175	€ 16	€ 2,191	€ 1,390	65 minutes
Total Co2 Savings: 25,761 kg										Total Savings using MMD: € 12,387				

Robust Fleet Electrification Tool

All in one tool to calculate, and manage the smooth transition of your fleet from ICE to EV, including:

- Accessing and analyzing historic telematics data to optimize fleet transition and ongoing management
- Automatically calculate the cost and predict the financial impact of switching to EV
- Leverage AI & ML MMD special algorithm to plan and predict fleet TCO .
- Track reduction of CO² emission



EV Fleet Analyzer(2)



Make My Day <<

- Users Management
- EV Models Management**
- Charging Stations Management
- Sites Management
- CRM / ERP / FMS Connection
- Vehicles & Route Data

EV Models Management (864 Models)

[+ Add Model](#) | [Export List](#)

Vehicle Data		Energy Data	Operational Data
RELEVANT	MODEL NAME	MAX PAYLOAD	MODEL PRICE
<input type="checkbox"/>			
<input checked="" type="checkbox"/>	Volvo eFH 6 batteries January 2023 43	44.000 kg	€ 249.421
<input checked="" type="checkbox"/>	Volvo eFH 5 batteries January 2023 43	44.000 kg	€ 231.281
<input checked="" type="checkbox"/>	Volvo eFH 4 batteries January 2023 43	44.000 kg	€ 213.141
<input checked="" type="checkbox"/>	Mercedes eActros 600 January 2023 43	42.000 kg	€ 177.769

Make My Day <<

- Users Management
- EV Models Management
- Charging Stations Management
- Sites Management
- CRM / ERP / FMS Connection
- Vehicles & Route Data**
- Results Overview
- Heatmaps -

Vehicles & Route Data

* File already exists.

Fleet Properties

Average Maintenance Cost / KM €

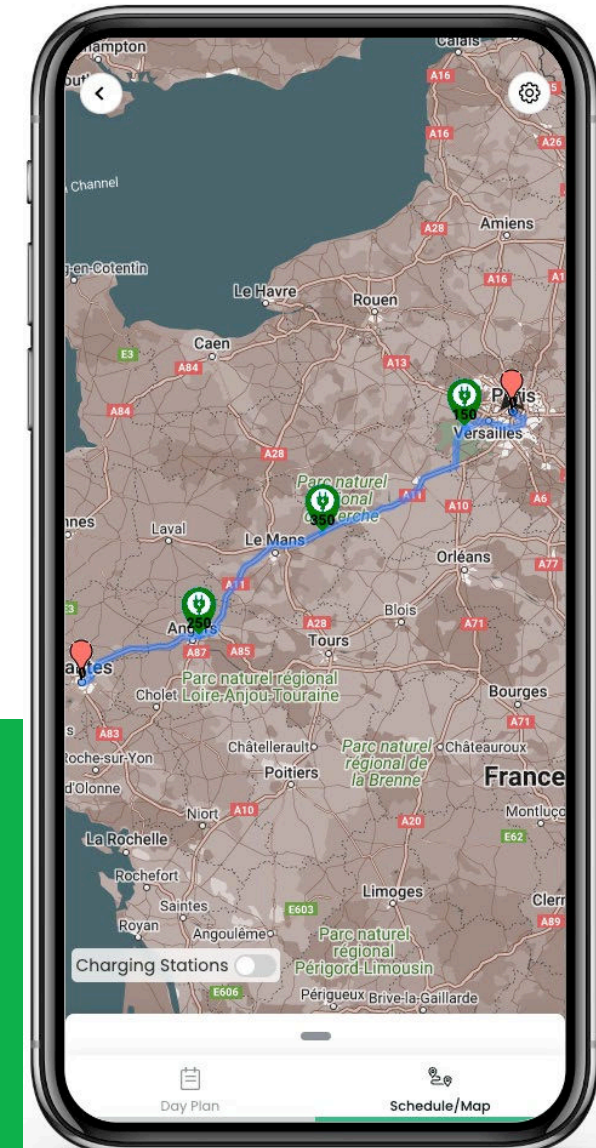
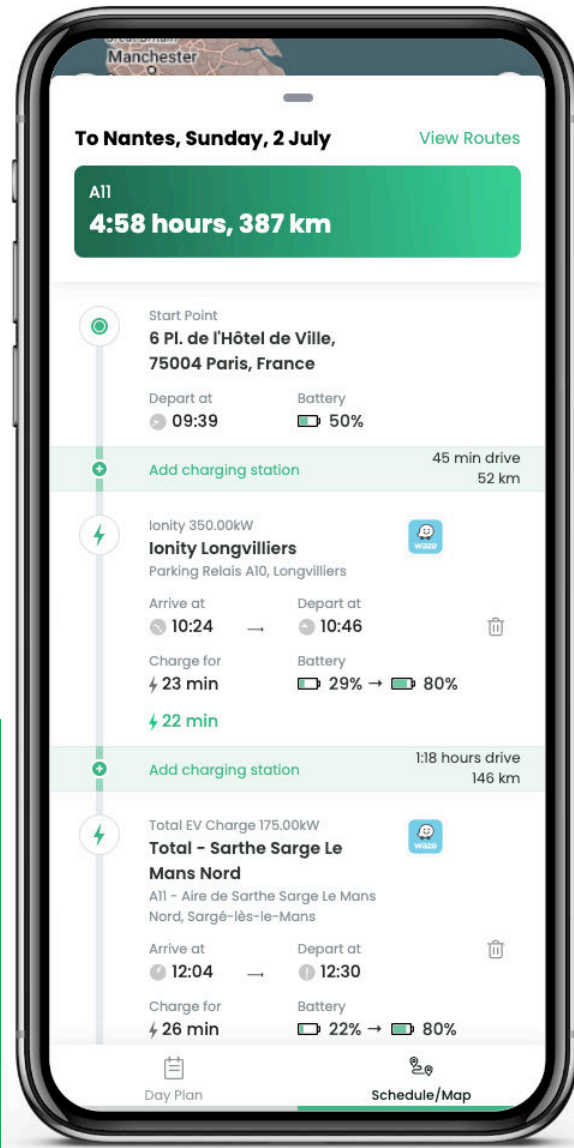
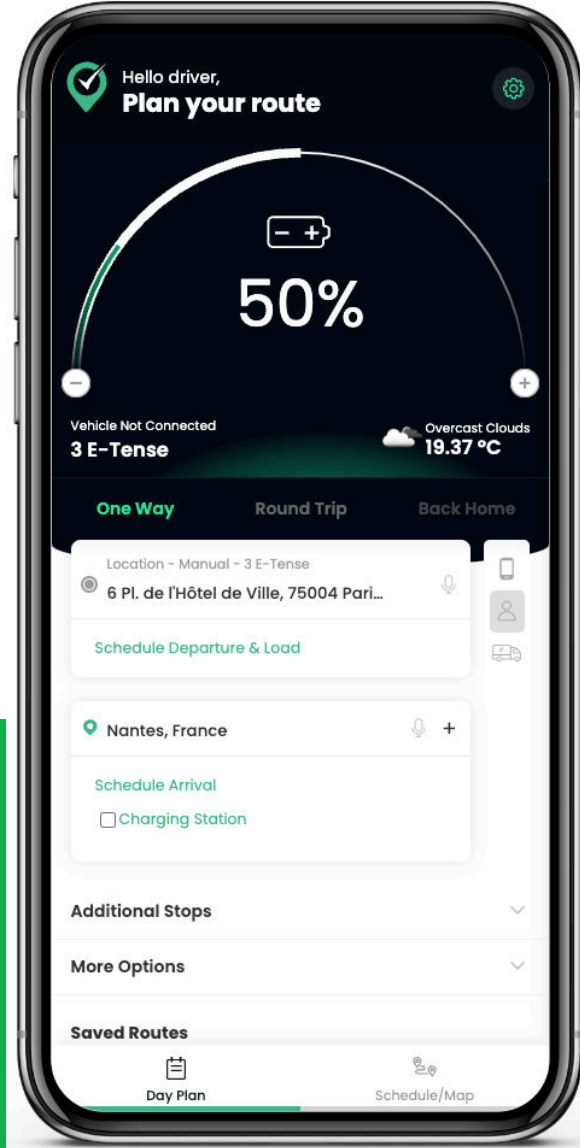
Default Fuel Consumption km / L.

Years of Operation

2023 — 2024 — 2025 — 2026 — 2027

Total Vehicles to Replace

Expected Annual Growth in Routes %



- EV routing and charging optimization, solving **"Range Anxiety"**
 - Guiding a full route of the day, including charging places and stops according to the tasks,
 - Optimize DEPO's charging
 - Monitoring battery status and over heat in real-time.

The EV fleet management system provides real-time monitoring of various aspects of the vehicles, including their location, battery levels, and charging status.

Additionally, it allows fleet managers to assign drivers to specific vehicles & optimize the charging in the depot and outside the depot.

Make My Day

Route Planner

Plan a route between 2 (or more) points, and dispatch it to a driver.

Paris, France
Paris, France
Start Point

14:38 80%

1:26 Hours

LIDL - La Madeleine-de-Nonancourt
14 Rue de Saint-André, La Madeleine-de-Nonancourt
Lidl : 150 Kw

16:04 31% 24 mins 80% 15 mins 65%

1:14 Hours

Total - Relais la Dentelle d'Alençon
A28 - Aire de la Dentelle d'Alençon, Valframbert
Total EV Charge : 175 Kw

THE POSITIVE ROI OFFERING FOR FLEETS



\$40+
monthly ROI
per vehicle –
Regular Fleets

\$200+
monthly ROI
per vehicle –
Commercial
Fleets

Around 50%
saving on
**direct
charging
costs**

Around 50%
saving on the
**driver's
time**

Additional
savings with
**fleet global
charging
planning and
infrastructure**

Saving in time
and money
can be **easily
measured**
by the
application



LET US MAKE YOUR DAY



Make My Day

THANK YOU



makemydayapp.com



214.764.1299



timk@makemydayapp.com

The Leading End-to-end EV Charging & Energy Management Solution



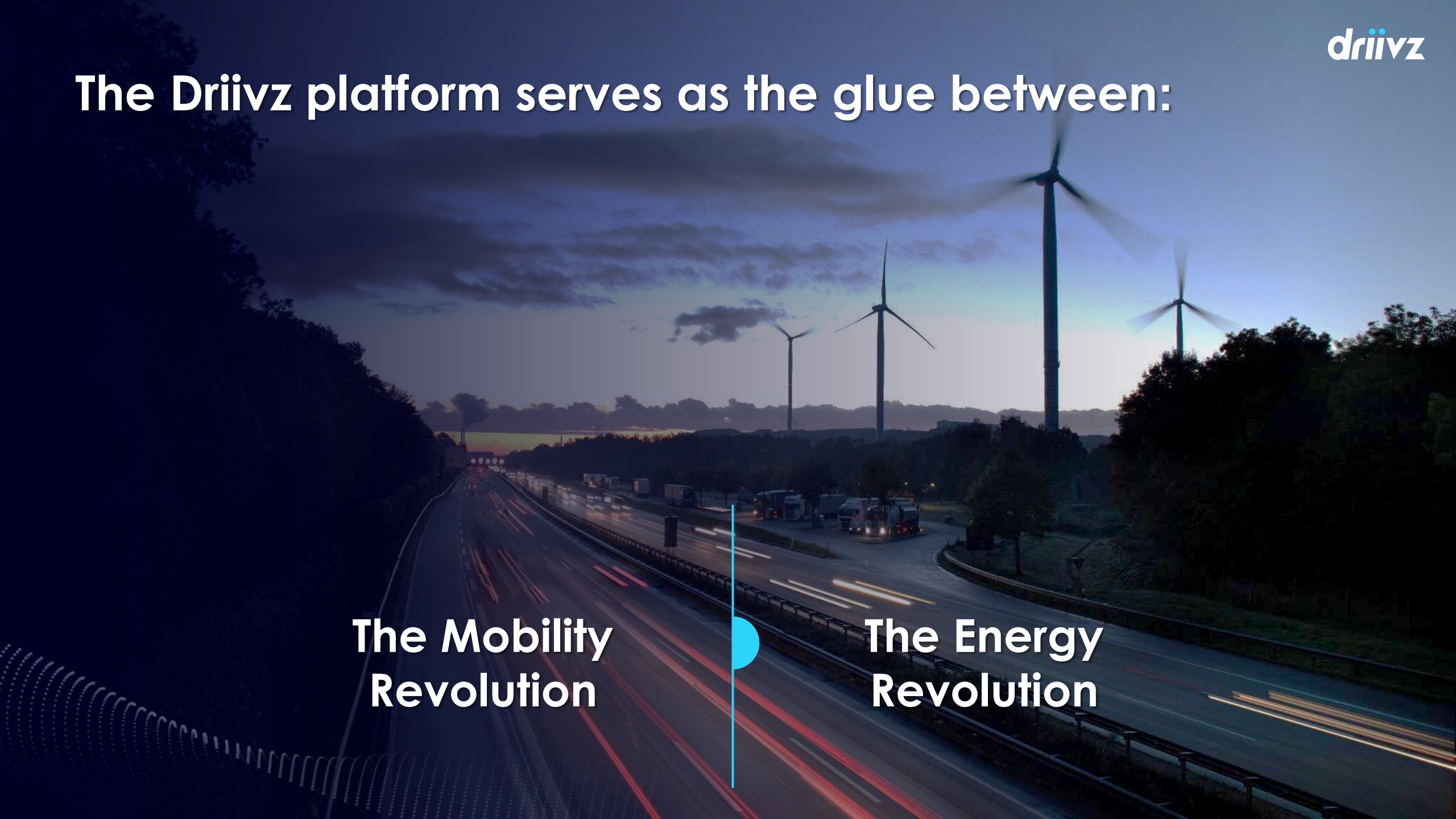
*Startups Leading the Charge
Toward the Future*

Eran Rozenfeld
VP North America, Driivz
September, 2023

The Driivz platform serves as the glue between:

**The Mobility
Revolution**

**The Energy
Revolution**



DRIIVZ VISION

driivz

Recharge the planet for generations to come By driving the transformation of EVs into **'battery storage on wheels'**



DRIVZ AT A GLANCE

- The operating system for global EV charging
- Modular end-to-end architecture
- Future proof platform in a world of disruption and change
- Designed for large scale EV charging network operators
- Significantly reduce operational costs and increase customer satisfaction

 **x10,000s**
managed plugs

 **x100,000s**
roamed plugs

 Used by over
1M+ drivers

 **x100s millions**
transactions

 **~1,000** different
charger types

 **30 countries**
worldwide

Major EV charging networks such as:






Pure energy from Statkraft






DRIVING CHANGE













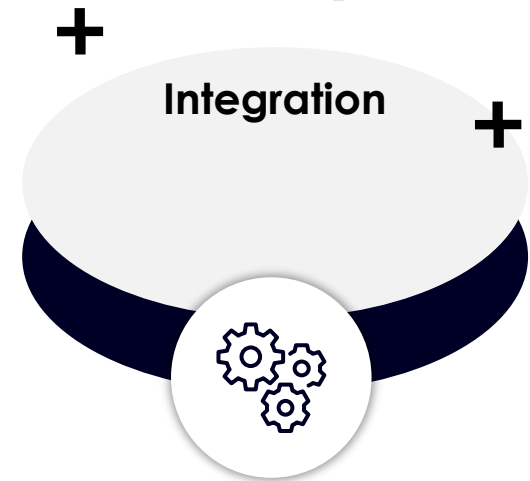
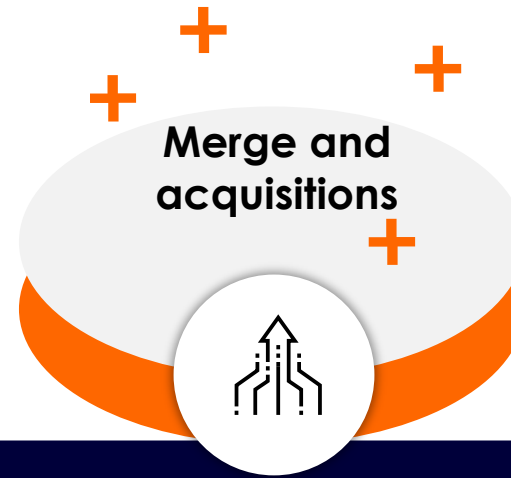
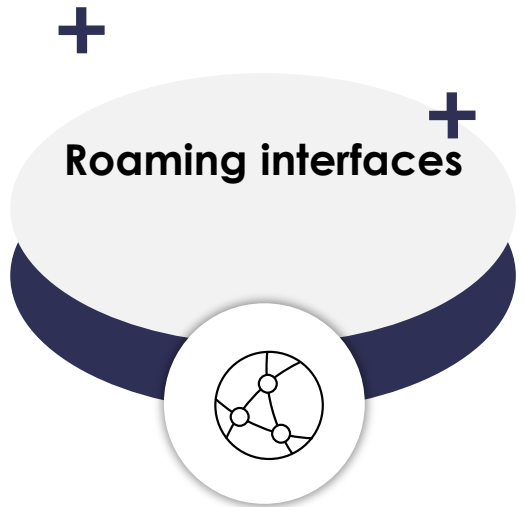
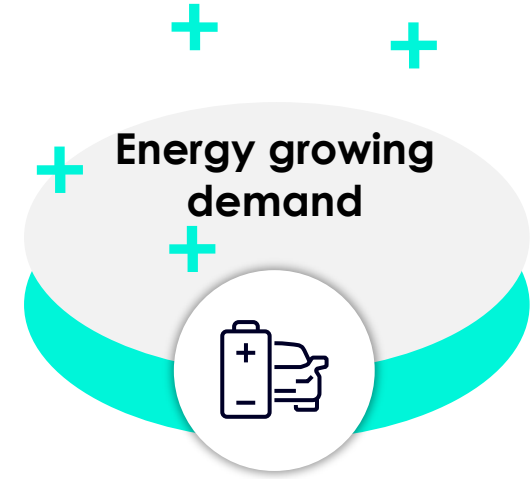
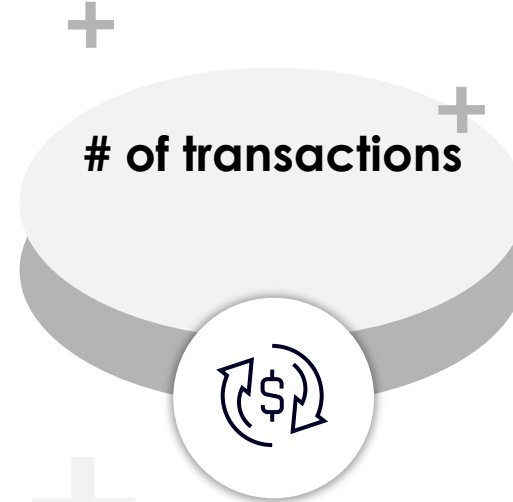
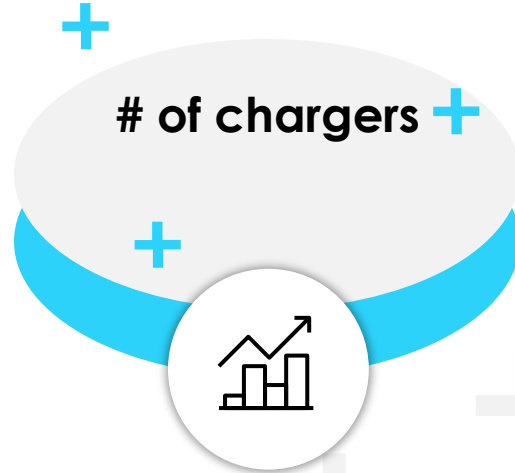
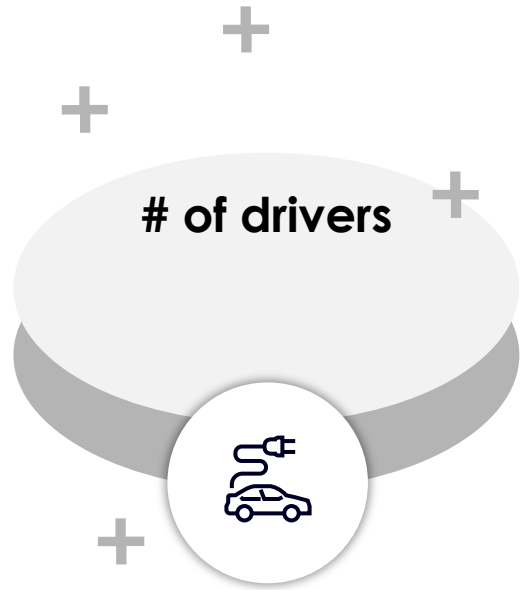






●● The Role of Smart Energy Management

WE FACE EXPONENTIAL GROWTH

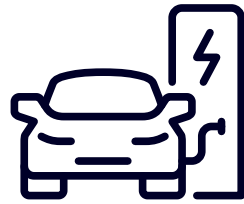


Growth

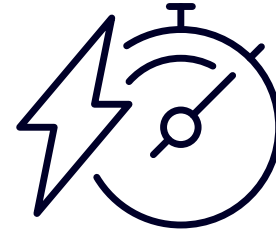
● ● HOW CAN THE GRID COPE WITH THE EXPONENTIAL GROWTH OF EVS?



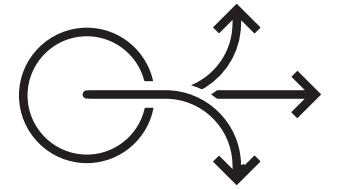
Site level power limitations



Vehicle-to-grid opportunities (V2G)

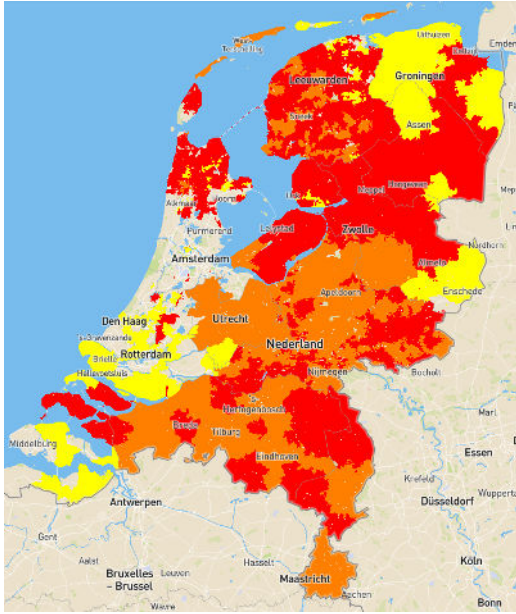


Spot pricing / Time of Use (TOU)



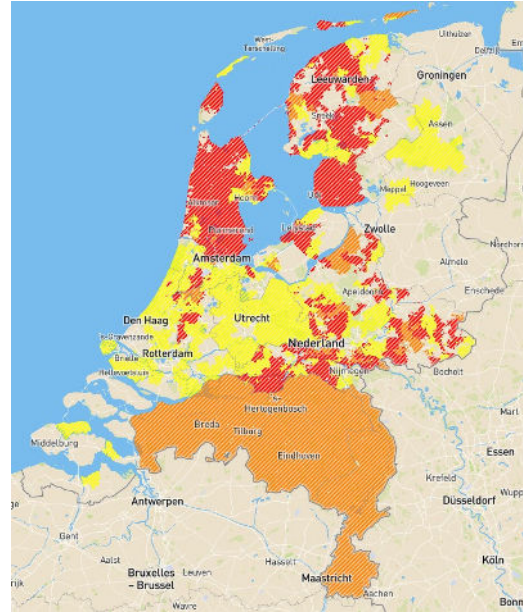
The flexibility markets

NETHERLAND GRID IS PUSHED TO ITS LIMIT



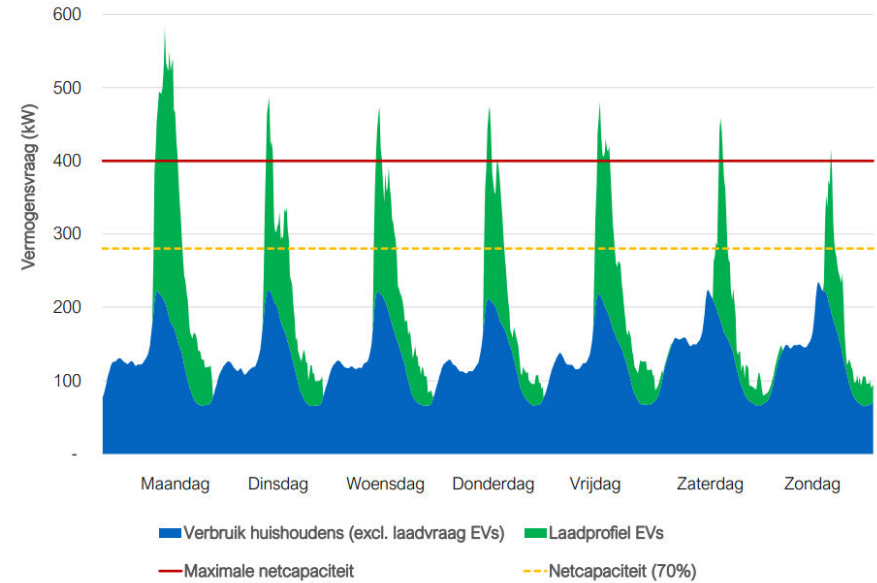
High Voltage congestion

Red: structural congestion, new requests for transport are refused



High Voltage consumption of renewables

Red: too much energy is generated and cannot be used

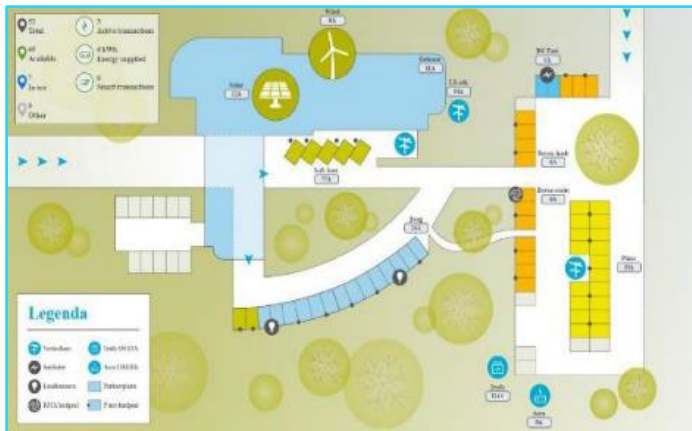


EV charging causes peak demand on Low Voltage grid

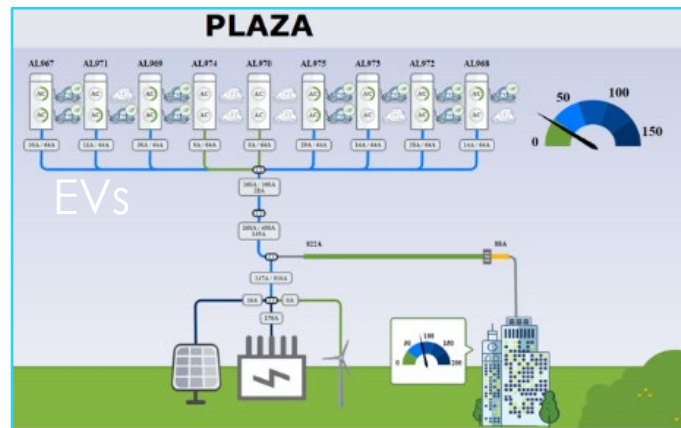
Switching the capacity demand to off-peak hours can solve this problem

DEALING WITH LIMITATIONS AND COSTS AT SITE LEVELS

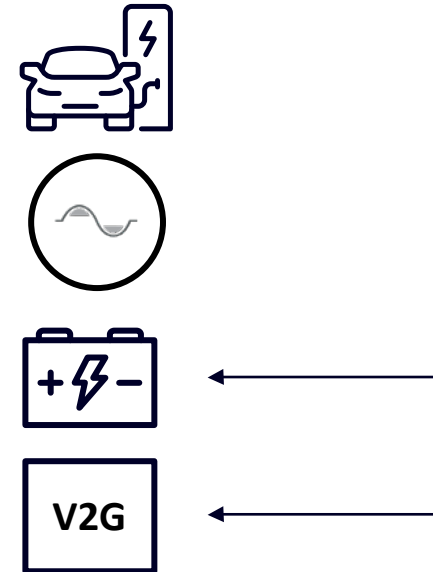
Campus/Smart city



Parking lot



EVs



DEALING WITH LIMITATIONS AND COSTS AT SITE LEVELS

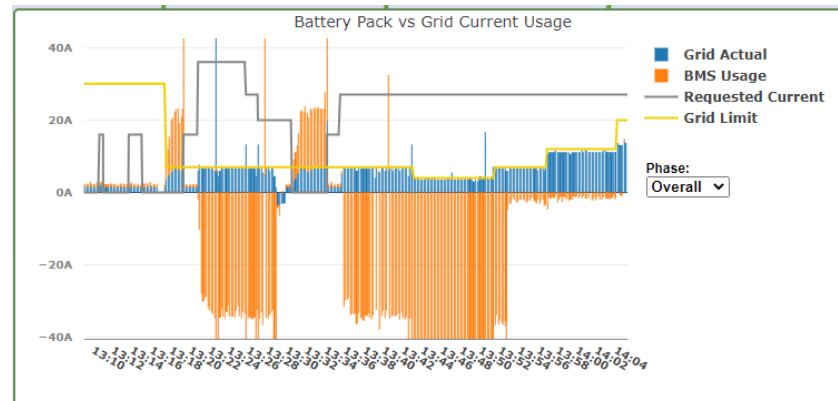
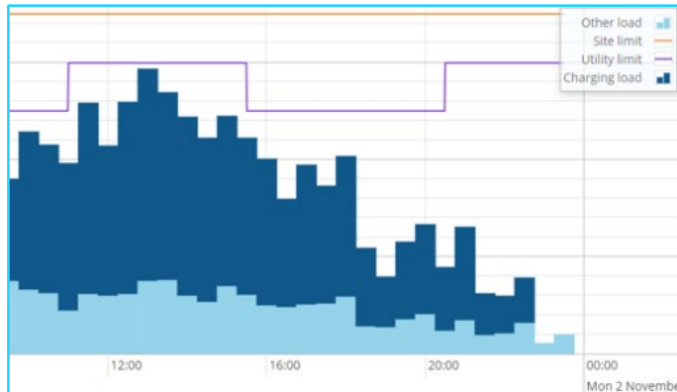
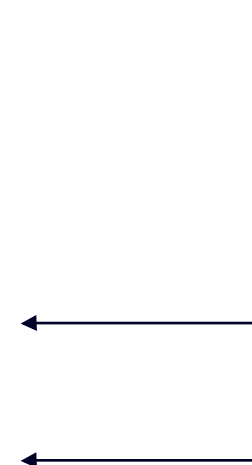
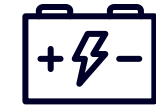
Campus/Smart city



Parking lot

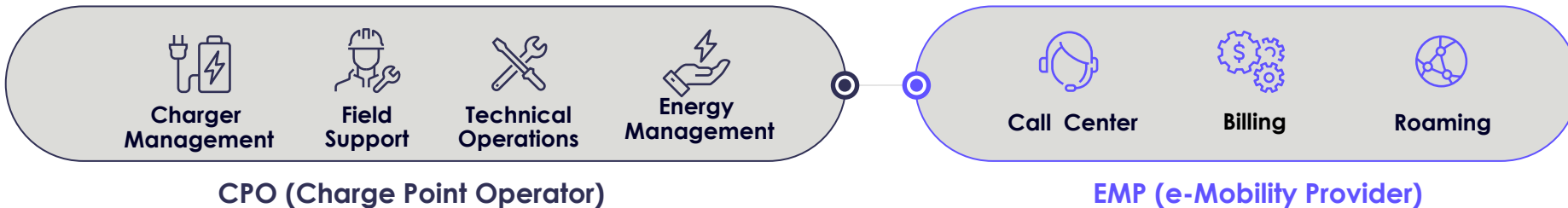


EVs



COMPLEXITY OF THE EV CHARGING ECOSYSTEM

Operations



Vertical business solutions



Drivers' charging experience



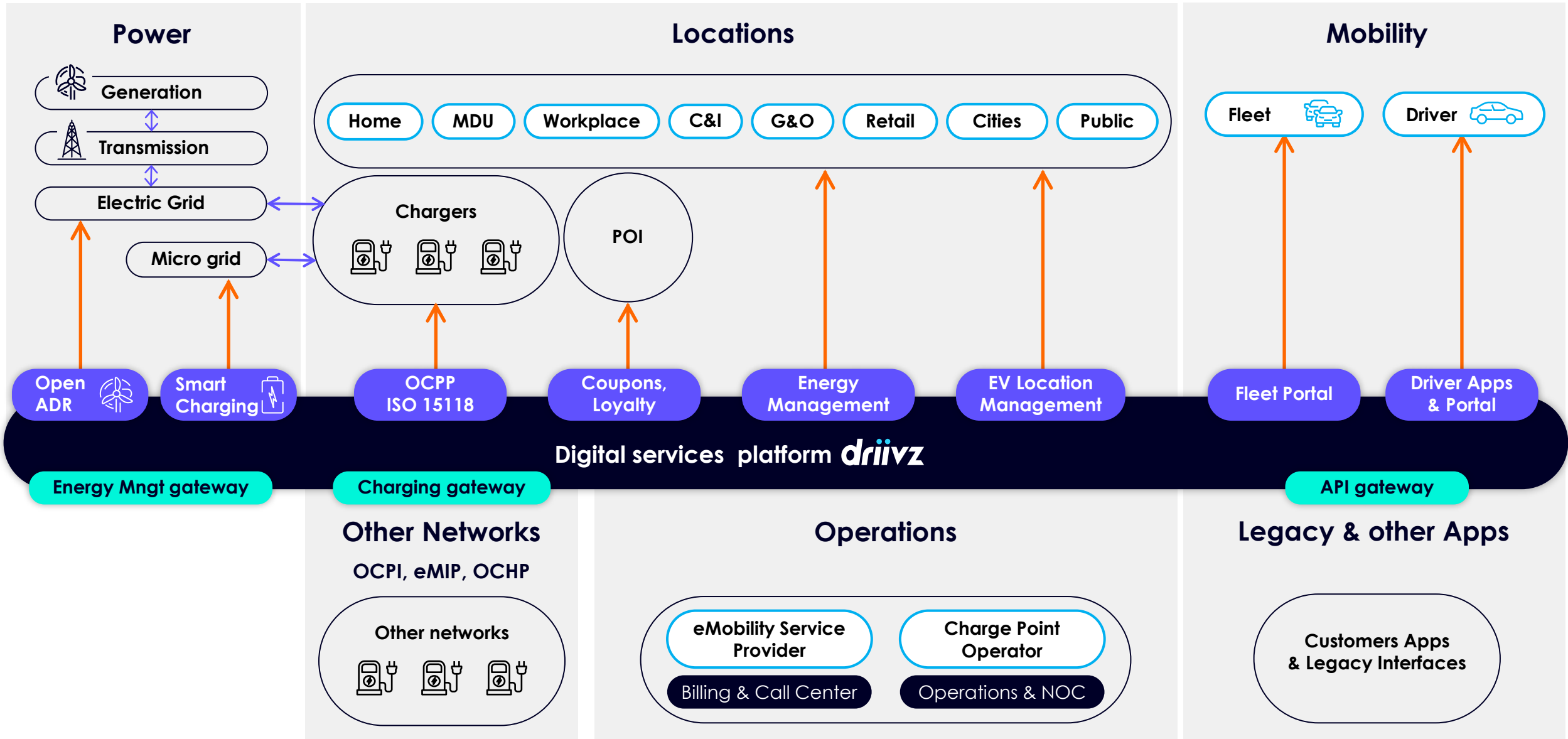
EV energy management



Assets



THE ROLE OF A DIGITAL SERVICES PLATFORM



Thank You !

Eran Rozenfeld
VP North America

516-760-1585
Eran.Rozenfeld@driivz.com

