

# DOCKET

09-ALT-1

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RECD. OCT 23 2009



## Transforming fleet vehicles to 100% electric



**Complete systems designed  
exclusively for fleets**



## The Technology



Advanced  
Electric Drive  
System

100 Mile  
Range

100 mph  
Top Speed

Augmented  
Safety  
Systems

Fast and Easy  
Installation



## Provides the full solution



Featuring AC drive, lithium-ion technology  
And a hyper-efficient electric vehicle transmission

1



Includes Gropoint wireless telemetry, designed for  
electric vehicles

2



Chargepoint® ready for 120V and 240V charging

3



## Engineering

1. OEM-grade, CMM metrology, 1/58,000" accuracy
2. Design and engineer drive train, power systems, wiring harnesses, battery storage, management and safety systems
  - Virtual Integration: Define performance metrics
  - System Installation and Testing:
    - Failure calculations, stress analyses, static/dynamic load testing





## Technology Reliability

- Major components developed with Tier 1 OEM suppliers
- Engineering team combines 21 years experience at Ballard and Ford
- 15,000 Valence batteries on the road today with up to 11 years reliable performance
- Vehicles do not require EPA or CARB certification



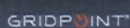
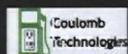
## Safety

Safety Considerations	Solutions
Steering and Brakes	Independent, electric
Curb Weight	150 lbs more
Weight Distribution	Unaltered
Center of Gravity	Improved
Original safety systems	Unchanged, unaltered
REV safety systems	Crush-resistant skid plate, inertia switches, safety disconnects, emergency response training manual provided



## Operating Lease-to-own Program

### Bundled lease price includes:



- High-performance REV PACK for new and existing fleet vehicles
- Unlimited customer support
- System and maintenance upgrades
- Unlimited network access to Chargepoints® everywhere
- Refuel with 100% low-impact, renewable electricity
- GPS-based, vehicle reporting system and monthly network access
- 5-year full warranty protection option



## Case Study: City of Inglewood

Dept:	Parking Enforcement
Vehicle Type:	Honda Civic CNG
Annual Miles:	11,000
Monthly Fuel & Maint Costs	\$708
Cost Per Mile today	\$0.77
CPM 5 yrs	\$1.11

Dept:	Parking Enforcement
Vehicle Type:	REV 300 ACX
Annual Miles:	11,000
Monthly Lease Payment	\$699
Cost Per Mile today	\$0.76
CPM 5 yrs	\$0.76

X	Eliminates tailpipe emissions?	✓
X	Levels operating costs?	✓
X	Saves money?	✓
X	Increases usable vehicle life?	✓





## Availability



Model	Range	Available
All-electric SUV	Up to 100 miles	Now



All-electric Ranger pickup	Up to 100 miles	Q3 2010
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All-electric Full size pickup	120 miles	Q4 2010
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Rapid Electric Vehicles, copyright 2009

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## Bulk Purchase Program

- Led by Rick Longobart - City of Inglewood
  - Putting together a bulk order for municipal fleets in the State of California. City of Inglewood is committed for 21 units and is encouraging other fleets (<http://www.rapidelectricvehicles.com/Documents/REV2009AltCarEspoPRfinal.IG.pdf>).
  - Program's Objectives:
    - An order of up to **100** all-electric light-duty fleet vehicles
    - Seek funding assistance from the state to reduce the acquisition costs for municipalities
    - Reduce production costs through Economies of Scales
    - Improve Air Quality in California
    - Create jobs in the region through regional installations



## Funding Request From CEC

- As part of our pre-production program, we are requesting 30% funding for a \$4.8 million project including **100** all-electric light-duty fleet vehicles.
- This funding will be approximately \$ 1.5 million.



### Safe.

All original safety systems maintained

### Reliable.

Using tier 1 OEM components

### Proven.

Market-leading technology ready for production



Thanks!

[www.rapidelectricvehicles.com](http://www.rapidelectricvehicles.com)

Ask us for more information.