



Lion Electric

Lion Electric is an innovative manufacturer of zero-emission vehicles. Lion was founded in 2008 and is headquartered in St. Jerome, Quebec, incorporated in Delaware and with offices throughout California. Lion stands out as a North American electric bus original equipment manufacturer leader, having deployed almost 400 electric school buses, with more than six million miles of service.

Mobility Services

- Electric school buses
- Electric paratransit shuttle buses
- Vehicle telematics
- Grants team

Website

- <https://thelionelectric.com/en>

Contact

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References

- Twin Rivers Unified School District, CA
- Washington Unified School District, CA
- Cajon Valley Unified School District, CA

Experience



Since 2016 Lion has deployed electric medium- and heavy-duty vehicles on the road. Lion's experience includes deployment of almost 400 electric vehicles throughout the United States and Canada. In California alone, there are over 100 Lion Electric school buses deployed in regions such as Sacramento, the greater Los Angeles Area, and San Diego County. As of 2018, Twin Rivers Unified School District in Sacramento has the largest electric school bus fleet in the United States, including 27 of its buses from Lion Electric.

Lion has extensive experience working with disadvantaged and low-income communities, and rural communities as well. Lion has a dedicated grants

team focused on helping communities identify, apply for, and win grants tailored to under-resourced communities to help them reduce the cost of beginning their transition to a zero-emission fleet. Lion has worked with disadvantaged communities in the Sacramento region, the greater Los Angeles area, and the Central Valley.

Service

Lion is prepared to supply its LionA and LionM electric vehicle platforms for residents of disadvantaged and low-income communities in California through the CMO program. Lion offers dedicated teams to assist applicants with a smooth, cost-efficient transition to electric. Specifically, Lion teams assist in identifying and deploying the required charging infrastructure network, training of drivers, mechanics, and technicians, and other steps in the electrification process.

- LionA is a Class 6 special needs mini school bus. The LionA is a medium-duty all-electric school bus that offers multiple configurations for both ambulatory and wheelchair passengers. The bus can include air conditioning and other options and comes in a 75-mile range option and a 150-mile range option. The LionA has a capacity of up to 36 passengers.
- LionM is a Class 6 paratransit mini shuttle bus. The LionM is a medium-duty all-electric shuttle bus that offers multiple configurations for both ambulatory and wheelchair passengers. The bus also comes with the ability to kneel and unfold a ramp to help wheelchair passengers board and exit the bus. The bus can include air conditioning and other options and comes in a 75-mile range option and a 150-mile range option. The LionM has a capacity of up to 31 passengers.



Lion has a Mobile Technical Support Team and end-user maintenance team that travels to customer sites to assist with service needs. The Mobile Team's headquarters is equipped to provide remote technical assistance, and Lion's electric vehicles are equipped with remote access and on-board components that allow for easily accessible troubleshooting and software update capabilities. Lion also provides the following

benefits to communities where CMO projects are underway: planting 100 trees when delivering a vehicle in each location where a bus is delivered.

Equity

Accessibility

Lion's vehicles provide ADA accessibility and are able to accommodate passengers in wheelchairs. Specifically, the LionA mini school bus is designed particularly for special needs students and can provide different configurations depending on the number of students in wheelchairs riding the bus. The LionM mini shuttle bus is a paratransit accessible vehicle including a ramp and kneeling ability that makes it easier for passengers in wheelchairs or with mobility challenges to board and exit the bus.

Financial



Cost

The CMO program offers 100% reimbursement of the cost of the LionA and LionM, as they are included in the California's Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP). The CMO program also offers plus-ups of up to \$20,000 for ADA equipment on these vehicles, and up to \$15,000 for vehicles with battery packs greater

than 110kWh.

Pricing

Pricing models are designed to efficiently manage demand and generate revenue while ensuring affordability in disadvantaged communities. Lion's Grants Team is dedicated to researching, identifying, applying for, and securing funding opportunities throughout the state. The assistance provided through Lion's Grants Team will help offset the costs for clients to purchase the LionA or LionM buses. Additionally, Lion engages and educates clients on the potential of generating additional income by registering their electric vehicle charging equipment to earn Low Carbon Fuel Standard credits.

Financial Sustainability

Lion will contribute to the sustainability of CMO projects over the minimum 4 years of project operation by assisting CMO awardees with their LionA and LionM service and maintenance needs. Although the initial up-front cost of electric vehicles may currently be more expensive than the initial upfront cost of comparable internal combustion vehicles, the long-term financial sustainability of the project will be able to off-set the short-term large capital investment.

The energy cost savings of operating electric buses are up to 60%-80% compared to a diesel bus. Maintenance costs are reduced by up to 60% since there is no exhaust, no DPF, no transmission, no oil, and fewer motor parts on an electric vehicle than on a diesel vehicle. Lion bus components require very little maintenance, thus reducing costs, as there are no fluids, fewer moving parts, and regenerative braking that reduces the number of times the brakes need to be replaced.

Data



Since Lion's electric vehicles are equipped with onboard telematics, Lion has policies and a strong company commitment to respecting data privacy. Telematics data is typically collected by the onboard telematics systems installed on the vehicles, and is transferred to safe data storage through protected software. Lion uses reliable and safe software to collect and store data and

aggregates data in a manner that protects the personally identifiable information that may be collected and shared with other organizations. Many grant agencies require regular reporting. Lion helps customers with data reporting and ensures the safety and privacy of the data that is collected and shared with this or any other purpose.