



Motiv Power Systems

Founded in 2009, Motiv Power Systems has been at the forefront of commercial vehicle electrification for nearly a decade. Motiv works closely with established vehicle builders who seamlessly build buses and trucks on top of its electrified chassis, to offer its customers a mature and proven product. Motiv offers a family of Electric Powered Intelligent Chassis (EPIC) built on Ford chassis platforms.

Mobility Services

- Electric Powered Intelligent Chassis
- Electric bus and trucks
- Vehicle telematics

Website

- <https://www.motivps.com/>

Contact

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References

- Bimbo Bakeries
- Twin Rivers School District, CA
- AmeriPride Services Inc. / Aramark, CA

Experience



Motiv has taken a customer-centric approach to bring their electric vehicle technology to market by partnering with industry-leading original equipment manufacturers and vehicle body builders to leverage their decades of experience, product reliability and after-sales service networks.

Aramark placed its first order of Motiv electric vehicles in 2014 and currently operates 31 Motiv electric vehicles deployed in five locations across California: Vernon, Fresno, Bakersfield, Merced, and Stockton. Aramark has placed an additional order of 50 electric trucks to be deployed in 2021.

As an electric chassis manufacturer, Motiv has provided over 20 electric chassis for use in school buses, shuttle buses, and specialty applications. The majority of these are operating in California, with many operating in disadvantaged communities.

Service

Motiv provides a fully electric commercial chassis, which can be used to manufacture fully electric buses and trucks. Motiv's approach has been to work with industry leading body manufacturers to bring electric versions of their popular vehicle models to market. More importantly, Motiv is not electrifying already-built vehicles in their plant or garage, after they have left the builder's plant. Instead, Motiv electrifies the Ford chassis upfront, after which it runs down the assembly line of leading body manufacturers alongside gas or diesel equivalents, leveraging their partners' robust manufacturing and Quality Assurance processes.

Equity



As a vehicle technology provider, Motiv has limited impact on how the vehicle fleet operators engage with the communities. Motiv is happy to support the fleet operator in engaging with local communities. Vehicles provided by Motiv are ADA Compliant.

Financial

Cost

Motiv's margins are razor thin on these products and it is unable to provide cost share on the equipment. However, since Motiv has successfully deployed electric vehicles for 5-7 years in California, Motiv can provide complimentary consultancy in:

- Route planning: reviewing current routes, vehicle mileage and stop times to determine the route schedule to make electric vehicles a good fit
- Charge Station: selecting the right Electric Vehicle Supply Equipment (EVSE)
- Charging Infrastructure planning: reviewing depots' available power and match them with power needs to support electric vehicles
- Charging Infrastructure execution: coordinating with power utility to upgrade depot's electric infrastructure as needed
- Low Carbon Fuel Standard (LCFS): helping fleets secure LCFS credits

Pricing

Motiv-powered electric vehicles are competitively priced to ensure maximal upfront and long-term value. Operating a Motiv-powered vehicle can save a fleet up to 85% on their operations and maintenance costs compared to gas vehicles, as well as eliminate tailpipe emissions, making them an ideal choice for underserved communities.

Financial Sustainability

Motiv-powered vehicles have a 10 year lifetime under normal operating conditions, and fleets can expect to see a payback period of 3 years or less when operating Motiv vehicles in California. Motiv provides free Total Cost of Ownership calculations for any partner interested in acquiring an electric vehicle fleet.

Data



solution who handles all requirements.

Motiv vehicles have an onboard diagnostic computer, which gathers vehicle-specific data for customer support and diagnostics purposes. This information is not shared with customers, nor with any other party outside of Motiv, and is stored securely. Should customers have specific data gathering needs, Motiv can provide a third-party telematics data privacy, sharing, and management