Optimal Charging: Fleet Electrification
In conjunction with Optimal Charging: Leaders or Followers
23-24 March 2026 | IET London: Savoy Place
https://leadersorfollowers-thenextone.com/fleet/

23 March

In Partnership with First Bus: Visit to First Bus Westbourne Park Garage
For pre-bookings only

13.00 – 13.15	Sign and Registration
13.15 – 13.30	Presentation on the First Bus Westbourne Park Electrification Project – Highlighting the innovations including gantry charging and shared infrastructure opportunities
13.30 – 14.15	Walking tour of the facility and infrastructure
14.15 – 14.45	Summary/Open discussion back in meeting room

24 March

7.00 – 8.00	Exhibitor/Sponsor Setup
8.00 – 9.00	Registration & Networking refreshments
9.05 - 9.15	Organiser and Chair Welcome
	Event Chair: **Faizan Ahmad, Decarbonisation Programme Director, First Bus**
09:05 – 09:50	**Panel 1 - The New Economics of Fleet Electrification**

2024–25 saw 20% increase in depot power costs, driving fleets to shift to renewables and battery buffering. The government's £70m Zero Emission Road Freight trials now show clearly where eHGV works economically. Local authorities are accelerating depot upgrades through ZEBRA 2, unlocking hub co-location with waste fleets, buses, and logistics.

Topics

1. Business model innovation for eHGV, eLCV and bus electrification
2. ROI: fleet-side flexibility revenue, tariff optimisation, and uptime gains
3. Aligning strategy with new freight corridors and multi-MW depot funding

4. Economics of transitioning from HVO/hydrogen pilots to mainstream electrification
5. Cross-sector lessons: bus/coach depots as charging anchors
6. Directing investment and subsidies toward hard-to-electrify routes rather than early wins

Panelists:
Michelle Gardner, Deputy Director – Policy, Logistics UK
Chris Welch, Managing Director, Welch Group
Mike Nakrani, CEO, VEV
Olly Craughan, Head of Sustainability, DPD UK

09:50 – 10:30 **Session 2 - Total Fleet Optimisation – Beyond TCO**

Fleet operators already know their TCO. The challenge now is how to maximise utilisation, energy efficiency, and resilience while maintaining service delivery.

Key Topics:

1. Extracting the final 3–5% of TCO optimisation through consolidation, network planning, energy and duty-cycle alignment.
2. Operational efficiency in mixed fleets (ICE, EV, HVO, hydrogen).
3. Real-world comparisons: lifecycle costs and uptime across vehicle types.
4. Fleet data integration—visibility across multiple energy types.
5. Utilisation, charging scheduling, and route optimisation for HGV/MCV/LCV fleets.
6. Financing and ownership structures for mixed-fuel fleets.

Panelists:
Judy O'Keefe, Director - Fleet Management, Openreach
Duncan Webb, Fleet Director, The AA
Jamie Sands, Head of Solutions, Welch Group

10:30 – 10:50 **Keynote – British Antarctic Survey**

Keynote Address: “Leaders’ Response to Climate Change: A Call for Action from the Polar Regions” **by Dr. Beatrix Schlarb-Ridley, Director of Innovations and Impact, British Antarctic Survey**

10:50 – 11:30 **Interactive Roundtables**

OPTIMAL CHARGING
FLEET ELECTRIFICATION

Helping fleets understand where to start profitably and how to electrify beyond low hanging fruit.

Format: Small-group discussions led by technical and operational experts.

11:30 – 11:50 **Coffee + Networking**

11:50 – 12:50 **Session 3 - HGV Charging Corridors and Shared Hubs**

National momentum — how corridor and hub developments open up new opportunities.

Discussion Points:

1. EV Freight Corridor update and opportunities for logistics firms.
2. Shared vs. dedicated HGV hubs — business models and case studies.
3. Depot vs. en-route charging: hybrid infrastructure strategies.
4. Virtual depots and collaborative networks.
5. Interoperability, roaming, and smart scheduling for freight.

Opening Insight Adress (10mins): "Scaling electric road freight: What the evidence shows"

By David Cebon, Professor of Mechanical Engineering, Cambridge University and a Fellow of the Royal Academy of Engineering

Industry perspective (4 mins): "What UK Hauliers Need from Charging Infrastructure"

By Chris Ashley, Senior Policy Lead, Road Haulage Association (RHA)

Panelists:
Lamech Solomon, Head of Decarbonisation policy, Logistics UK
Deborah Faithfull, Location Acquisition and Network Sales Manager UK, Milence
David Browne, Director, Corporate and Social Affairs, Maersk
Dr Russell Fowler, Acting Head of Connection Delivery, Strategic Charging Infrastructure, National Highways

12:50 – 13:30 **Powering Fleet Electrification: Grid Access, Depot Energy Strategy and Shared Charging**

In Partnership with: first bus

Sponsored by: VEV

- Securing grid connections for multi-MW fleet depots
- Scaling power from pilot projects to network-wide electrification
- Battery buffering, smart charging and on-site energy generation
- Shared charging infrastructure between fleets and public hubs
- Working with DNOs to reduce connection delays
- How power availability will shape fleet electrification timelines

Opening Case study: Logistics as an Energy Business: When Depots Become Power Assets

Faizan Ahmad, Decarbonisation Programme Director, First Bus

A transformation is underway in road freight, and the industry can no longer treat electrification as incremental change. Electric HGVs are redefining the boundaries: depots are now energy sites, charging dictates operations, and data is shifting from compliance reporting to real operational strategy. This case study explores what happens when logistics businesses must think and act like energy companies.

Panellists:
Adam Lakey, Key Account & Stakeholder Manager, Connections, **UK Power Networks**
Dr Russell Fowler, Acting Head of Connection Delivery, Strategic Charging Infrastructure, **National Highways**
Jonathan Guppy, Head of Sustainability, **South Central Ambulance Service NHS Foundation Trust**

13:30 – 14:20 **Lunch + Sponsor Demo Stage**

14:20 – 15:00 **Session 4 - Electrifying High-Demand & Specialist Fleets: Waste, Municipal, Construction & Utilities**

Discussion Points:

- High-load, stop–start duty cycles (waste, sweeper, utilities vans)
- Heavy payload electrification challenges (construction, highways, local authority)
- How to charge irregular schedules (night, split shifts, ad hoc routes)
- Managing depots with seasonal or unpredictable loads
- Learnings transferable to eHGV & bus operations
- Depot capacity planning for “multi-peak-day” fleets
- Case studies: waste + utilities + municipal cross-learning
- Financing for low-volume/high-cost specialist vehicles

- The economics and operational role of repowering buses and specialist vehicles (eg for buses it is £250K for repowered vs. £450K for new EV bus)
- Can shared mobility and municipal integration improve utilisation and reduce fleet capex?

Panelists:
Jim Gregory, Strategic Fleet Manager, Defra Group Fleet Services
Edward Yendluri, Contracts Manager (Operations), Environment, Climate, Public Protection Waste and Cleansing, **Westminster City Council**
Robert Schopen, Partnerships Manager, **Co Wheels**

15:00 – 15:30 **Fireside Chat - From Business Case to Deployment: Financing Fleet Electrification**

Electrification is moving from strategy to implementation. For many fleets, the challenge is no longer whether electrification is viable, but how to turn early business cases into scalable deployment across multiple depots, vehicle classes and operational environments.

This discussion explores how fleet operators and financing partners are working together to navigate the transition from planning to delivery — aligning infrastructure investment, vehicle procurement and operational risk.

Discussion topics:

1. Turning electrification strategies into operational deployment across multiple sites
2. Managing infrastructure rollout alongside vehicle procurement and operational planning
3. Coordinating OEMs, energy partners and DNOs during early electrification stages
4. Structuring investment decisions while technology, tariffs and grid access continue to evolve
5. Financing models that support scalable electrification across mixed-fuel fleets
6. Managing capital risk while preserving operational resilience
7. Lessons from early-stage deployment and preparing fleets for large-scale electrification

Speakers:

Adam Purshall, Fleet, Program & Systems Director, Menzies Distribution Solutions
Mark McLoughlin, Country Commercial Manager UK&I Energy Transition, De Lage Landen

15.40	**Chair Closing address**
15.40 – 17.00	**Joint Content at Leaders or Followers programme and** Networking refreshments.

End of Day