



**Fleet manager: Referee, coach  
or captain?**

**Solution(s) for you**

Seppe Vernaeve

+32 468 53 15 56

[seppe.vernaeve@mobilityplus.be](mailto:seppe.vernaeve@mobilityplus.be)

# Agenda

01 | **Fleet manager: referee, coach or captain?**

02 | **Fleet managers no longer manage vehicles**

03 | **The hidden chaos of electrification**

04 | **Electrification does not automatically reduce costs**

05 | **MobilityPlus = Operational Backbone**

06 | **Final Message**

# Fleet manager: referee, coach or captain?

Electrification is no longer just about vehicles.  
It's about control, costs and employee experience



## End-to-End Solutions

From hardware to operations — everything managed by one partner.



## Full Peace of Mind

We manage the operations so you can focus on your core business.



## SLA Guarantees

Guaranteed uptime and response times through service contracts.



## Scalable Infrastructure

From a single charger to enterprise networks — we grow with you.



## Data-Driven Insights

Real-time reporting for cost control and compliance management.



## Future-Proof Platform

Open standards (OCPP/OCPI) and vendor-neutral architecture.

MobilityPlus combines technology, service and expertise to make EV charging simple, scalable and reliable.

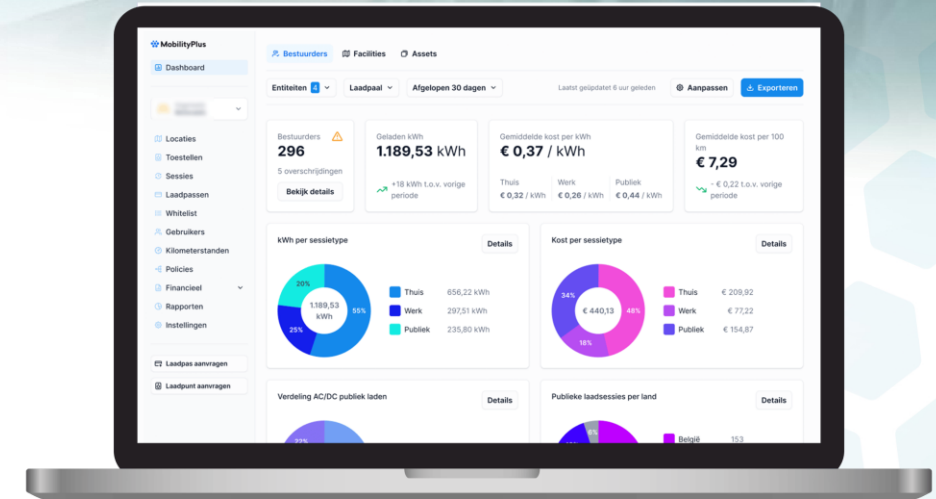
# Fleet managers no longer manage vehicles

Everybody expects fleet to solve it all



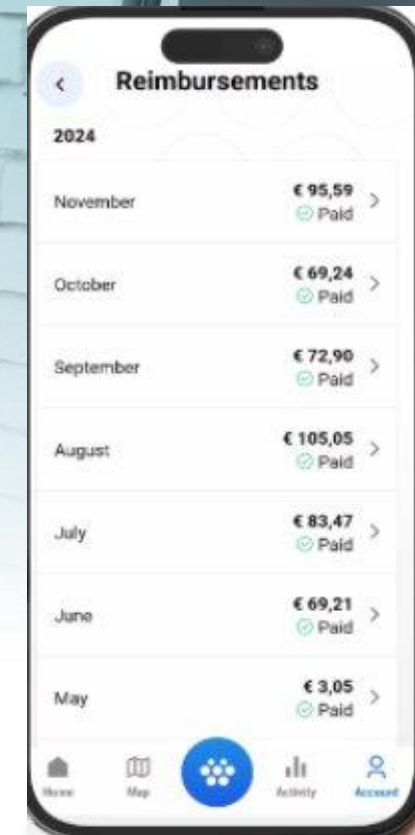
# The hidden chaos of electrification

- **Multiple suppliers and disconnected systems**
- **Broken** charging stations and driver **frustration**
- Home charging reimbursement **discussions**
- **No visibility** on public charging costs
- **Support questions** end up with fleet
- Excel reporting and **manual follow-up**



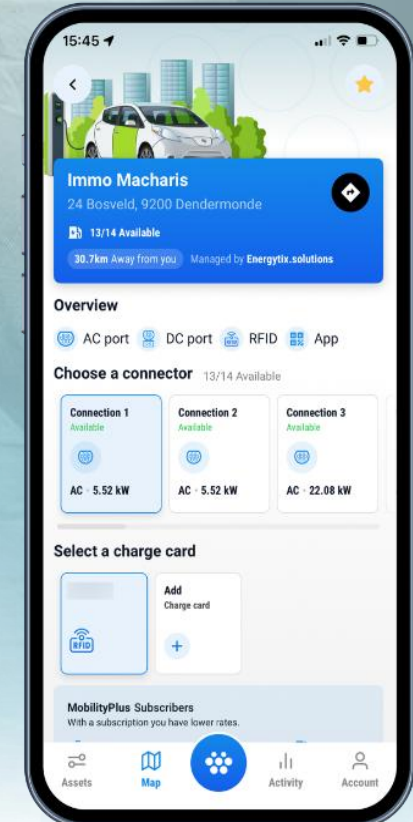
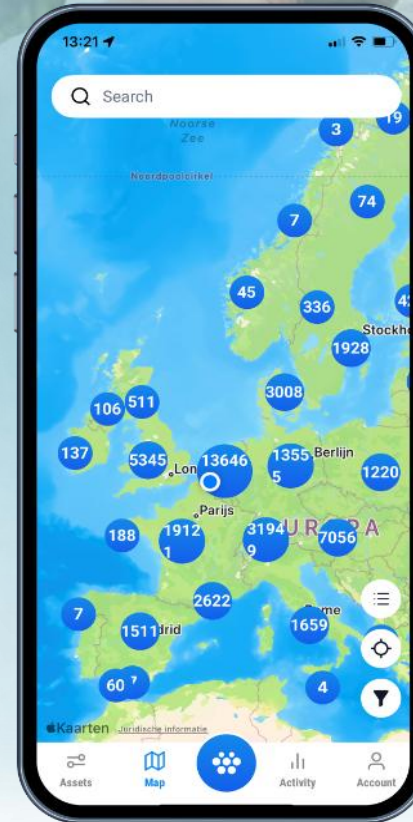
# Electrification does not automatically reduce costs

- **Uncontrolled** public charging
- **Inefficient** home charging
- **Peak usage** and **hidden energy costs**
- **No grip** on reimbursements



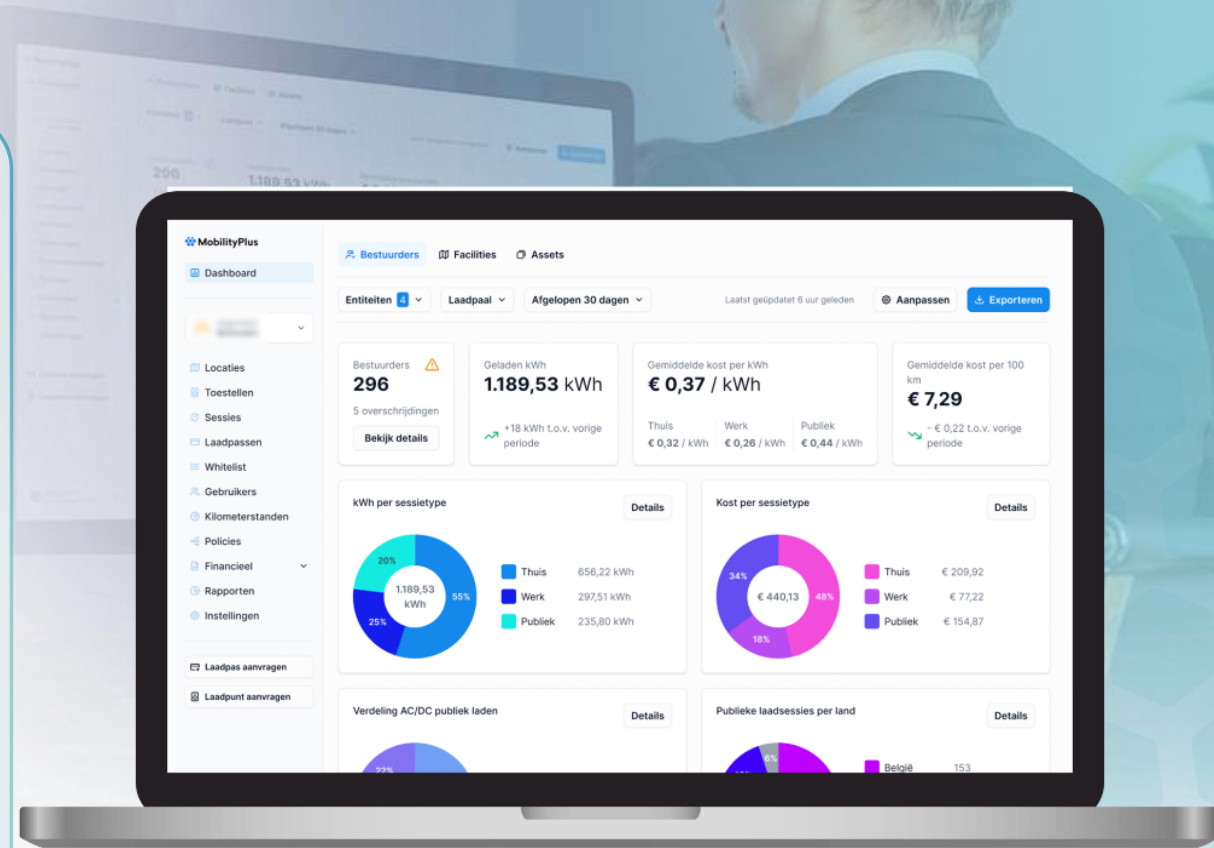
# Employee experience drives adoption

- Employees want **ease and simplicity**
- No discussions about **reimbursements**
- No complex apps or processes
- **Full transparency** on charging sessions
- Reliable **support** and **fast assistance**
- A strong **EV policy** is also an HR strategy



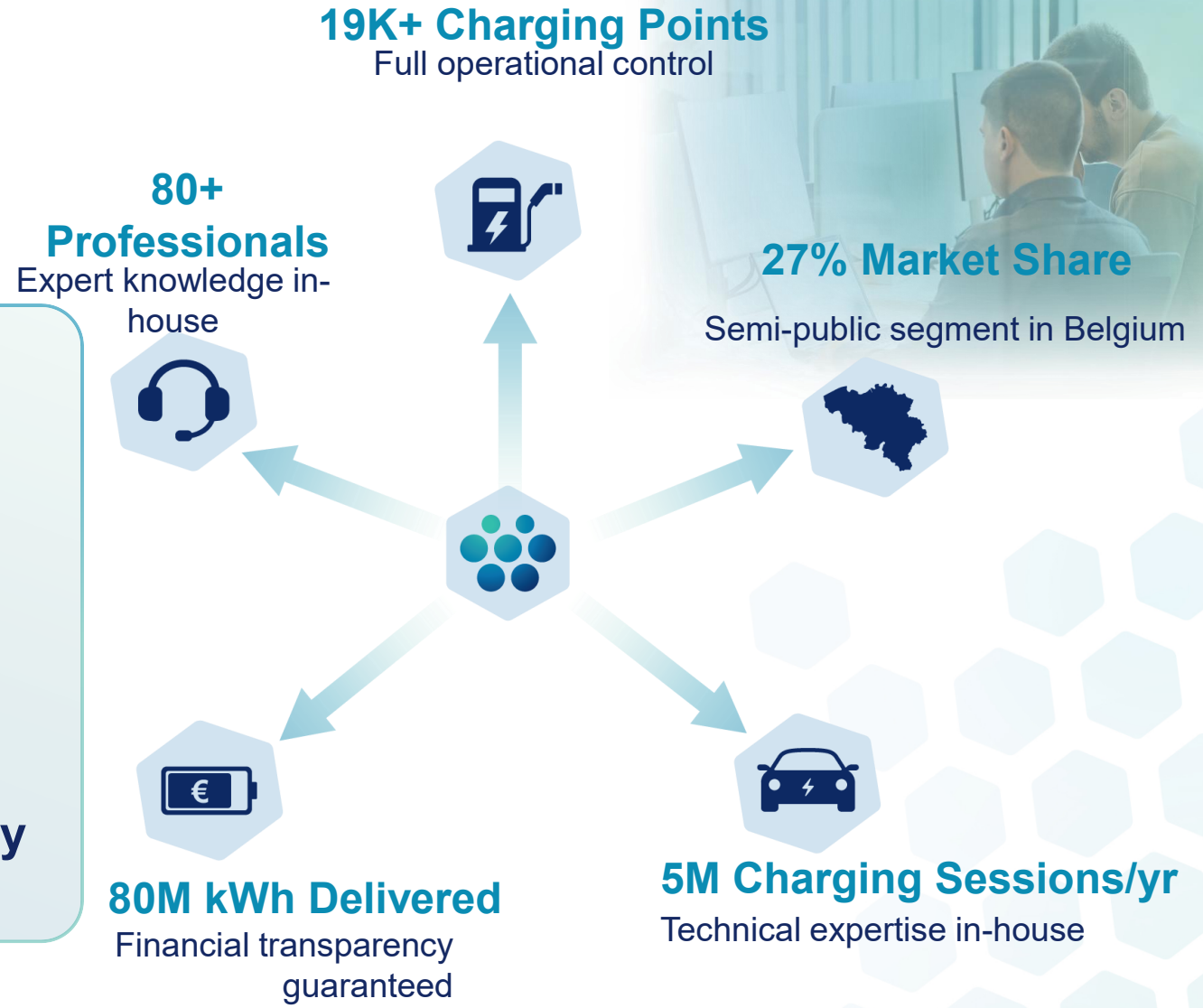
# When does electrification become complex?

- **10 EVs** = operationally manageable
- **100 EVs** = governance required
- **500 EVs** = managing an energy ecosystem
- What works today does not automatically **scale tomorrow**
- Tomorrow's challenge is **maintaining control**



# What companies are really looking for

- ✓ Ownership
- ✓ Operational continuity
- ✓ Cost control
- ✓ Employee adoption
- ✓ Scalability
- ✓ One partner taking responsibility



## Why control matters more than ever

- **More EVs** = more internal pressure
- **CSRD and ESG reporting** requirements
- **Increasingly complex** energy market
- **Grid congestion** and **peak load** challenges
- Electrification without strategy creates **hidden costs**



# MobilityPlus = Operational Backbone



One centralized platform



One operational partner



End-to-end support



Complete charging and energy visibility



Smart charging and reimbursement management



Operational peace of mind for fleet, HR and finance



## Final message

Electrification rarely fails because of technology.  
It fails because of **operational complexity**.

The companies that win the EV transition are not the ones with the most charging stations... but the ones with the **most control**.

