

# Fleet electrification for small and medium businesses: outlook, barriers and solutions

## SMEs are at risk of being left behind in the EV transition

The research underpinning this project was commissioned by UK Power Networks. The aim was to develop a better understanding of the mobility characteristics of their small-to-medium business customers, and develop solutions to support fleet electrification.

## Over 80 key stakeholders engaged

An extensive programme of desk research and stakeholder engagement informed the study. A first of its kind segmentation of the SME market split businesses into 7 segments, supporting scenario analysis of EV uptake and review of the barriers and solutions.

### There are 2.3 million SMEs in the UKPN area

**Construction** is the largest business sector

**95%** of SMEs have **0-4** employees

SMEs operate **2 million** vehicles, of which **3%** are electric

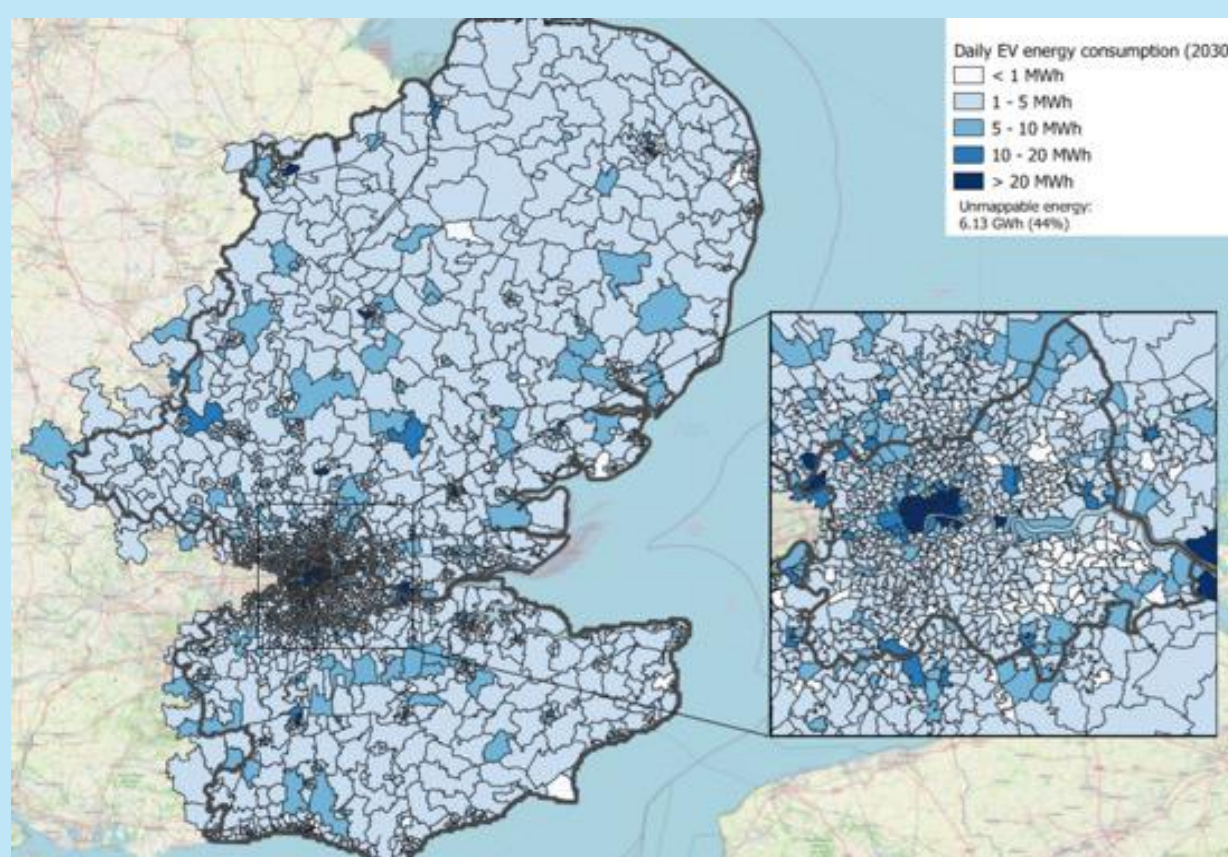
**66%** of SMEs do not operate a vehicle for business purposes

**Vans** are the most common vehicle type

**Domestic** is the most common primary parking location

### 77% of SMEs surveyed plan to transition their fleet to 100% electric by 2030

Over 35% of energy demand will come from rapid charging events in 2030



## Progress is limited by a range of barriers



**High upfront cost**  
of EVs and infrastructure



**Infrastructure availability**  
concerns



**Low awareness**  
of tech and process

## How can UK Power Networks help SMEs?

Develop new network solutions and promote existing services

Support awareness raising and education on EV topics (e.g. case studies)

Collaboration to support innovation, promote deployment and share learnings

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