The Fleets for the Future (F4F) project, funded in March 2016 by the U.S. Department of Energy (U.S. DOE) Clean Cities Program, sought to achieve nationwide economies of scale for alternative fuel vehicles (AFVs) through aggregated procurement initiatives. F4F strives to accomplish these economies of scale through a coordinated strategy designed to increase knowledge, lower the transaction costs of procurement, achieve better pricing, and address potential challenges arising from large-scale procurement initiatives, thereby increasing the deployment of alternative fuel vehicles in public and private sector fleets. The Metropolitan Kansas City pilot program was able to successfully demonstrate the F4F’s overall goal through its regional-based programs:

- The integration of AFV options into the metro vehicle bid for public and nonprofit organizations.
- The consumer EV group purchase program.

The end results showcased successful integration of AFV options in an already established vehicle bid process; documented cost savings through administrative and transactional procurement efficiencies; increased knowledge of AFV technologies and procurement options; discounted pricing to local governments and regional consumers; and, ultimately, increased AFV deployment.

This Evaluation Report will provide program details of the KC pilot project that includes: approaches taken, key programmatic components evaluated, findings that include successes, barriers, lessons learned and conclusions. The Executive Summary will capture the highlights of the pilot programs and key evaluative findings.

Metropolitan Kansas City Regional Cooperative Procurement AFV Pilot Program

The F4F Kansas City pilot project was able to join an established metropolitan collaborative vehicle procurement process in the summer of 2016, with the overall goal to introduce alternative fuel vehicles options to the public and nonprofit sector. F4F representatives were involved in the planning and implementation of the metro vehicle bid process. The final results of the metro vehicle bid process are: 44 vehicle builds in eight classes and multiple AFV options were received on 35 of the 44 vehicle builds. All in all, 13 dealerships secured contracts with Johnson County, Kansas, that included multiple AFV models in all eight classes of vehicles.

The key evaluative findings include:

- The involvement of the Fleets for the Future team provided significant value to the metro Kansas City vehicle bid process.
- The project team successfully integrated AFV options into an established metro vehicle bid process, which should be sustainable through subsequent bid processes.
- The project achieved higher visibility for AFV options to public jurisdictions — fleet managers, procurement staff, etc.
- The project achieved higher levels of awareness and AFV knowledge on the part of fleet managers, as well as dealership sales and service staff.
Consumer EV group purchase program

The F4F-involved EV group purchase programs that were hosted in the greater Kansas City region in 2016-2017 had two target audiences: Round 1) residents in Kansas City, Missouri; and Round 2) University of Missouri – Kansas City affiliated individuals — faculty, staff, students and alumni. Round 1 was originally designed to be a limited six-week campaign but was further expanded to include the Kansas City Power & Light (KCP&L) service territory with a time extension of a total of six months — through June 2017. Round 2 was announced in April 2017 and the offer was valid through June 2017.

The F4F project team’s efforts to test the consumer group purchase model succeeded with many lessons learned to pass on to other regions. The EV market growth during the group buy campaign of 87 percent is notable. Key elements of success include:

- The involvement of the Fleets for the Future team provided significant value.
- The project team successfully executed the consumer group purchase program model with the assistance of key partners.
- A thoughtful marketing plan is needed to reach the ready-to-buy market.
- The EV group buy campaigns achieved higher levels of public awareness and EV knowledge.

Impact of KC pilot project

The Kansas City pilot project was launched early in the Fleets for the Future initiative — within the first six months of the two-year grant period. The KC project assisted the national team in providing several possible procurement aggregation options for the other participating regions to consider. The strategies deployed, the materials developed, partnerships formed and lessons learned have greatly informed the F4F program and has served as a strong foundation for the overall success of the initiative.