

# Previous Program Overview

- 115 On-Site Refueling Stations
  - 24/7 Access with Card Reader
  - 1 Year Fixed Fuel Contract
- 527 Light Duty Bi-Fuel Propane Vehicles
- 19 Heavy Duty Dedicated CNG Vehicles
- 2 Heavy Duty Blended Fuel Diesel/Propane Vehicles



# What's New?

- Fuel Savings
- Over 70 Trained Technicians
- Over 2000 Trained Operators
- 56 Additional Bi-Fuel Vehicles Deployed
- Automated Refueling Alerts
- Vehicle Performance Reporting Program



# Path to Success

- Research and Outreach
- Plan
- Support
- Awareness
- Clear Specifications
- Implementation

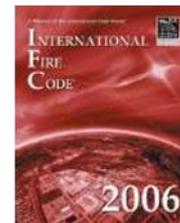
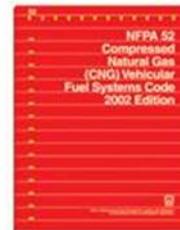
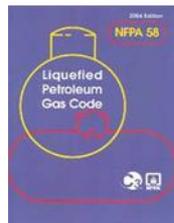


# Research and Outreach

- Infrastructure; CNG and Propane
- Fleet Technologies; OEM and Aftermarket
- Case Studies; NREL, PERC, NPGA, NGV America
- Funding Opportunities; CMAQ, EPA, DOE, Clean Cities
- State and Federal Incentives and Credits
- Public/Private Partnership Opportunities
- Program Management and Sustainability

# Develop a Plan

- Minimize Operational Impact
- Identify and Accommodate Business Requirements
- Facility Upgrades
- Training and Safety Requirements



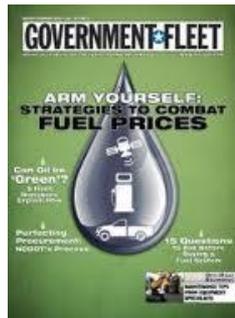
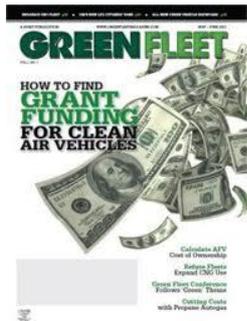
# Solicit Support

- Identify Champions
- Finance and Analytical Support; CFO and Controllers
- Seek Approval and Support from Administration



# Generate Awareness

- Agency Wide Announcement
- Full Disclosure and Transparency
- Publications; Articles and Newsletters
- Expectations and Goals



# Clear Specifications

- Fleet, Operational, Business Requirements
- Warranty, Service, and Support
- End User and Technician Training
- Diagnostic Software and Speciality Tools
- Preventative Maintenance Parts Inventory
- Pre-Qualifications and Quality Requirements
- Performance Bond
- Accountability; Liquidated Damages



# Implementation

- Minimize Opportunity for Failure
- Begin with Champions
- Assess Pilot Rollout; Success and Failures
- Identify Appropriate Performance Metrics
- Perform Necessary Changes and Proceed with Rollout
- Transparency of Results; Good and Bad
- Insist on Accountability
- Share Recognition

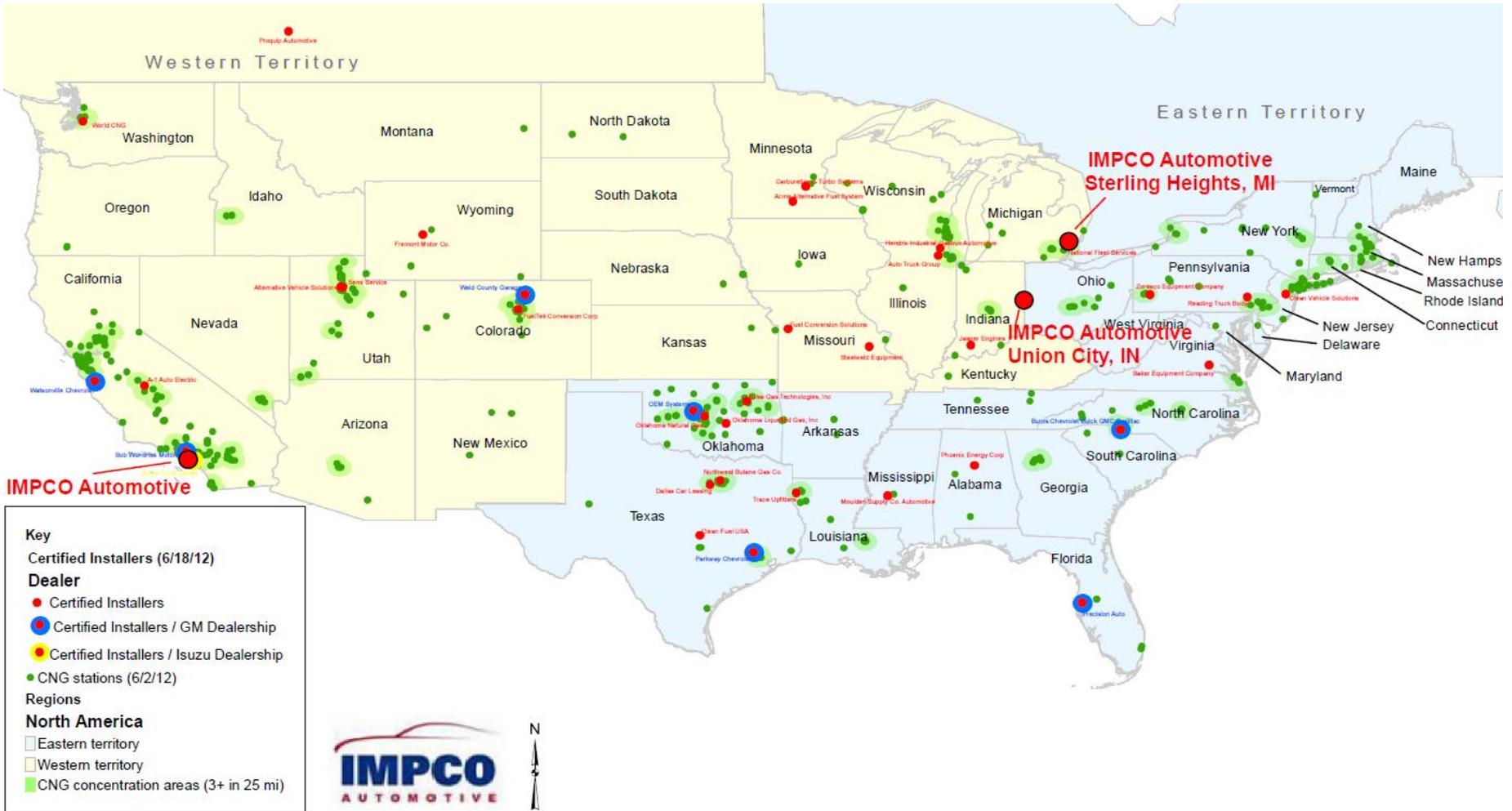


**MotorWeek**  
Television's Original Automotive Magazine

# Also New...

- Expansion of CNG Infrastructure (Over 100 Sites)
- Memorandum of Understanding (13 Participating States)
- OEM Programs; GM and Isuzu
- Outreach and Awareness





# Questions?

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