What is your role?

- Fleet: 16%
- Utility: 4%
- Infrastructure: 6%
- OEM: 23%
- Industry Organization: 15%
- Government: 2%
- Other: 35%

Why are you here?

- To learn – already doing a deployment project: 68%
- Our project is waiting for a truck and/or infrastructure: 5%
- Deciding how to deploy electric trucks: 22%
- Not sure electric trucks are for us: 5%
- Skeptical – here to convince our management not to do it: 0%
Who has the bigger challenge ahead of them?

a. Fleets 27%
b. Utilities 50%
c. Manufacturers 23%

What is the biggest need for scaling?

a. Incentives for trucks or charging 41%
b. Regulatory mandates 13%
c. National charging network 41%
d. Supply side incentives 6%