

National Clean Fleets Partnership
Initial (First) Interview questions
March 30, 2012

Initial Interview Questions

1. Besides (fill in the blank) coalition, which other coalitions do you pay dues/have worked with?
2. What are your preferred methods for interacting with Clean Cities coordinators? (Local contact versus National contact?)
3. Where is your organization headquartered and where do you operate? (what regions in the US and Internationally)
4. Total number of fleet vehicles (conventional fuels and alternative fuels combined)
5. Breakdown of each type of fleet vehicles – light/med/heavy; gas/diesel/alt fuel-technology
6. **FLEET STRATEGY** Recap what's in profile about their current fleet strategy. "Here's what we know, is it correct?"
 - a. QUESTION What's your top priority relative to your fleet?
 - i. Are there any company wide goals or directives related to fleet vehicles like reducing emissions, fuel efficiency, reducing fleet size, right sizing?
 - ii. What is your current fleet strategy related to alternative fuels?
 - b. What do you hope to accomplish for your fleet in this coming year?
 - c. What do you intend to do differently? What is your direction for this coming year in terms of your fleet strategy?
7. Are you interested in learning about funding opportunities for alternative fuel vehicles and/or infrastructure? If so, which states are of interest or would all (local and federal level) apply to your organization? Who would be the main point of contact to receive this information?
8. Do you receive Clean Cities Now? MotorWeek announcement? Webinar announcements?
9. Providing baseline data – can they do so via zip codes or other?
10. Are they interested in hearing about particular projects in specific parts of the country and/or fuel/technology specific?

INFRASTRUCTURE

- a. Do you use public or have private fueling infrastructure?
 - i. If private could you allow other fleets to use your infrastructure
 - b. What are your plans moving forward? Do you want to change from public vs. private fueling or vice versa? Do you want to build more infrastructure or upgrading existing infrastructure?
 - c. If they have or are considering EV's as part of their fleet, have smart charging strategies (when to charge to save the most \$\$ and at which of their locations) been/are being considered?
 - d. What are your challenges related to infrastructure? What would you like to do differently
 - e. Mention partner opportunity to identify infrastructure close to their garage sites.
2. Tell us about what alternative fuel technologies or fuel efficiency measures you've tried in the past and what's worked and what has not?
 - a. Note challenges as well as successes.

3. **OTHER TOPICS.** Based on what we already know and on information found in the profile, tailor these accordingly:
 - a. What type of idle reduction programs have you incorporated?
 - b. Do you provide driver training programs specific to fuel efficiency? And if yes, what kind (in person, online, etc) – what are the results of this (what type of information are you collecting and what type of follow-up are you doing)?
 - c. We assume you are always looking to do better with route planning -what routing software are you using and does it provide feedback to help increase efficiency? If your software could do one more thing for you what would it be? What type of information do you currently receive from your GPS devices?
4. Do you do gather any data that allows you to analyze drive cycles? Have you done any analysis to match the vehicles with your drive cycles?
5. What actual or perceived challenges have you had with alternative fuels?
6. The NCFP projects underway are
 - a. Hot Spot analysis - garage data and we can identify stations that are nearby – garage/station analysis, is something like this of interest to you?
 - b. With garage data we can identify infrastructure close to you. Interested?
7. What can this partnership do for you? How can we help you?
 - a. If we could help bring other partners together, what collaboration projects would you be interested in doing, infrastructure, drive cycle data analysis to help identify proper vehicles, build a larger propane engine

Events Preferences and Interest

The Clean Cities program has recently received a request from the White House regarding additional National Clean Fleets Partnership events and outreach. We have been informed there may be as many as 10 additional events leading up to November. These events would be similar to President Obama's recent visit to the UPS facility in Las Vegas, as highlighted on Clean Cities TV (www.youtube.com/cleancities.tv).

1. Would your organization be willing to participate in these events?
2. What geographic areas would make the most sense (e.g. Cities where you are deploying AFVs)?
3. What areas / organizations would you be hesitant to participate?
4. Would any of the locations you noted previously be candidates to either host an event and/or suitable for a facility tour?
5. Would you be willing to provide AFVs to showcase during the event?
6. Who would be the appropriate POC for communication regarding these events?
7. Who would be the point of contact for something like this? Yourself, your PR department, other?
8. In addition to these high level events, locally coalitions organize a variety of outreach events during the year. If a coalition was interested in securing a FedEx vehicle and/or representative to be at the local event, how could they go about doing this? Local representative or national representative, such as yourself? Is this even a possibility? Trying to help manage coordinators/coalitions expectations.