



Managing the future of an **evolving fleet**

bp Fleet Solutions



Introduction

In 2023, battery electric vehicles (EVs) made up **16% of new car registrations**, up from 1% in 2018.¹ This significant increase has been driven in large part by the fleet sector, with the Society of Motor Manufacturers and Traders (SMMT) data showing that EV deliveries to fleets increased by 36.8% for the nine months to the end of September, compared to the same period in 2023, and accounted for **75.9% of all EVs sold in the UK**.²

This progress comes amid a backdrop of ambitious government targets for the reduction of emissions from transport. The Labour government has reinstated the ban on the sale of new petrol and diesel cars, which had been previously announced and then rolled back to 2035.³

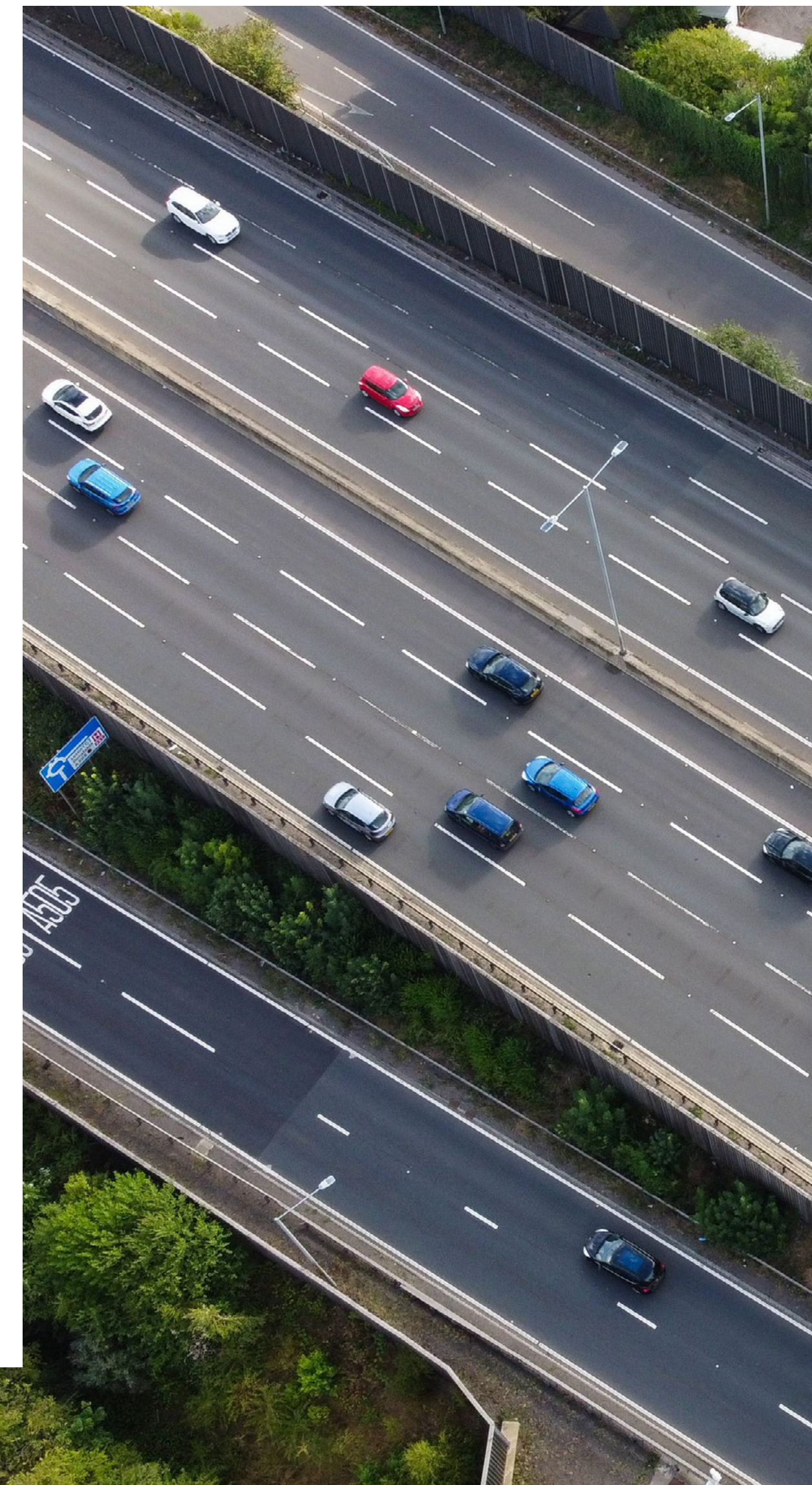
So, while the majority of fleets may currently be made up of primarily petrol and diesel vehicles, it is clear that fleets are adopting EVs with enthusiasm, and bp's Energy Outlook shows that they are the future of passenger mobility. The transition is well underway, and by 2050 EVs will likely account for the vast majority of passenger cars in developed economies. Light commercial vehicles will likely follow a similar pathway, particularly for last mile delivery fleets where battery range is a less pressing issue.

A combination of depot charging and rapid on-the-go charging means that any operator can start integrating electric light and medium duty vehicles into their fleet now.

However, in the short to medium term future, we know that many fleets are likely to be made up of primarily petrol and diesel vehicles, with the share of EVs growing steadily. This means that fleet operators will continue to need to manage this mix, ensuring their drivers can easily access both rapid EV charging and traditional fuels. This added layer of complexity could add significantly to the “admin burden” faced by fleet managers, as they may need to monitor spending on both traditional fuel and charging, deal with two different sets of invoices, and ensure drivers have the right fuel card for the vehicle they're driving on any particular day.

bp has the tools to support fleets of all shapes and sizes, whether they are a mix of EVs and conventional vehicles, transitioning at pace to EVs, or sticking with conventional vehicles for now. We know that maintaining control over fuelling and expenditure is of vital importance, and bp's Fuel and Charge card provides the fuel you need, when and where you need it, with one single card.

¹ [Link](#) ² [Link](#) ³ [Link](#)





Share the solution – bp Fuel & Charge offering

Maximum convenience with the bp network

For fleets that are hesitant about switching to EVs, range anxiety is often one of the reasons they cite for their reluctance. However, range anxiety is a thing of the past with bp Fuel & Charge, which gives fleets access to one of the biggest EV charging networks in the UK. **This includes 7,000 bp pulse charge points, with around 30 EV Hubs and over 200 bp fuel forecourts equipped with EV chargers.**

In addition to the bp pulse network, bp Fuel & Charge customers have access to a growing network of roaming partners, bringing the grand total to **~40,000 charge points across the UK, including around 65% of all those at motorway services.**

But that's only half the story. With many fleets comprised primarily of petrol and diesel vehicles, having access to a convenient network of forecourts is vital to keeping fleets moving. With the bp Fuel & Charge card, mixed fuel fleets have access to more than 1,200 bp filling stations and 2,200 partner sites – including Texaco, Gulf and Esso – in strategic locations across the UK.

Drivers can find the nearest available charger or station in real time with the bp Fuel & Charge app, to help them plan their journey and minimise downtime.

bp can support fleets regardless of whether they're made up of mostly conventionally fuelled vehicles, or EVs. bp's solutions can help control costs with best-in-class offers, simplified online fleet management tools and a single invoice that combines all charging, refuelling and on-road services, including tolls, parking and car washes into one statement. This enables fleet managers to easily track spending across different vehicles and fuel types.

The price of petrol and diesel is a key concern for many fleets, with unpredictable and fluctuating fuel prices causing real issues for fleet operators. However, through its Fuel & Charge card, bp provides a clear pricing structure tailored to customer's needs, enabling fleet managers to reduce their expenditure on fuel and make it easier to control their outgoings. With bp also offering a fixed price for EV charging, fleet managers will always pay the agreed amount whenever or wherever their drivers refuel or charge.

bp FleetExpert gives fleet managers immediate insight into fuel consumption and CO₂ emissions for further efficiencies, while customised reporting with the latest data enhances your decision-making. It also features a range of advanced security features, including spending parameters with instant notifications for card misuse. Fleet managers can also set individual driver PINs for each card and block stolen cards instantly, giving them complete control over spending.

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Using bp FleetExpert and the Carbon Management Portal (CMP), we can help businesses to estimate their vehicles' carbon emissions, giving them a better understanding of their fleet's energy use.

We'll also keep in touch to assess their future energy demands. We can then offer the right products and solutions that help operators to reduce carbon emissions related to their fleet's energy use, with a particular focus on cost.

And if fleet managers need to roll out their plans for lower carbon emissions and monitor performance, we can support them with all of that. In addition to helping managers take action to reduce emissions, we can also provide a convenient and reliable carbon credit service to help them contribute towards compensating for any remaining emissions.

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Where to start?

The rate of adoption of EVs will vary across the industry, and many fleets may remain primarily made up of petrol and diesel vehicles for several years to come.

There are, however, some key principles that all operators should bear in mind when they come to bring EVs into their fleet:

Align your organisation: All key stakeholders in your organisation need to be aligned on your plans to lower your fleet’s carbon footprint. Key fleet and infrastructure investment decisions are likely to be needed in the coming years, so having everyone ‘on the same page’ and aligned with the goals and objectives is necessary for making effective choices.

1

Data is key: The next step for fleet managers is to ensure they have an in-depth understanding of their fleet operations and their mobility patterns. Fleet managers need to understand driver behaviour, know the routes drivers take and their timings, and the infrastructure and fuels available on those routes.

2

Find the right energy partner: For many smaller fleets and logistics operators, the process of reducing tailpipe emissions presents a complex set of challenges. Financing, feasibility and logistics are just some of the potential barriers that businesses face in transitioning to lower tailpipe emissions fuels and vehicles, and these can be difficult to overcome for smaller businesses.

This is where partnerships can play a vital role. Operators may have a sense of where they want to get to with their fleets, and they will be aware of the fuel and vehicle options but may not be confident on which solution is right for them.

Partners can offer fleet managers a holistic view of the options available and help them to assess which is right for them, working together with them to identify the right places to start investing. Some partners can also offer innovative financing to support smaller businesses to start transitioning their fleets.

3



Find out more

bp is perfectly placed to help develop integrated solutions for fleet customers at any stage of their fuel transition journey.

Our experts are ready and waiting to review and work with you to develop tailor-made recommendations and solutions for your fleet.

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