

B2B Customer Journey & Training - NewMotion

Place and Date

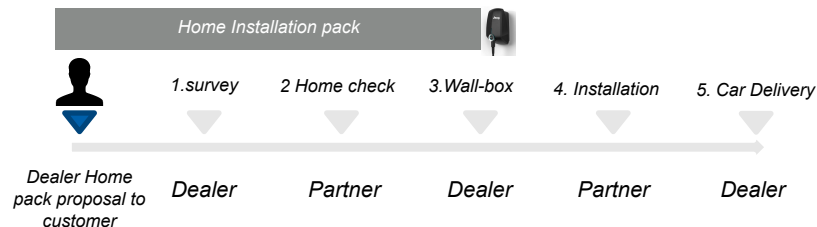
- B2C and B2B Process Application
- B2B Customer Journey and Process
- Why NewMotion?
- Charging solutions
 - Business Charging Solutions – Charging @work
 - Business Hub
 - Home Charging Solutions – Employees Charging @home
- Wider Shell Group Offering – Battery Storage and Solar Panels
- Focus on: Public Charging
 - NewMotion Charging Network
- Focus on: Partner Portal



Client shows an interest in charging infrastructure support and asks for recommendations from the Dealer

Single wallbox request

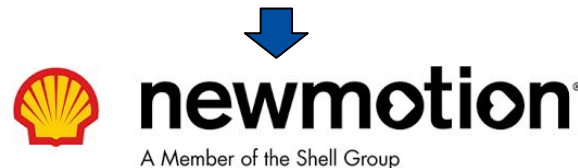
Same process as for B2C with branded wallbox distributed as MOPAR accessories



B2B Infrastructure request

FCA has partnered with NewMotion for all requirements over and above 1 single wallbox for business charging requirements

The B2B process requires a more consultative customer journey. This requires advice on number of charge points needed, a custom approach, multi-hardware proposals, all with a suitable online portal to manage charging infrastructure and EV fleet charging optimally.



Process overview in the next slides

B2B Customer Journey

The NewMotion roadmap to a successful business EV charging infrastructure

B2B Customer Journey – Roadmap

NewMotion takes care of the entire process end-to-end. Here is a snapshot into the customer journey:

Roadmap

Setting up an EV infrastructure



Client
Interest



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- NewMotion, as FCA's preferred partner for Business Customers, offers fully integrated modular charging solutions perfectly tailored to our clients needs;
- Thanks to this partnership FCA's Business Customers have access to:
 - a. A full suite of charging solutions in terms of hardware, smart services, installation and service excellence to fulfill all needs from SME companies to large corporations
 - b. **Special discounts on infrastructure (charge points for workplaces and employee homes)**
 - c. An EV fleet conversion starter pack for a ready-to-use solution in terms of charging
 - d. Partner's competence, professionalism and deep knowledge about everything concerning EV charging infrastructures – with more than 10 years of experience

B2B Customer Journey

Client
Interest

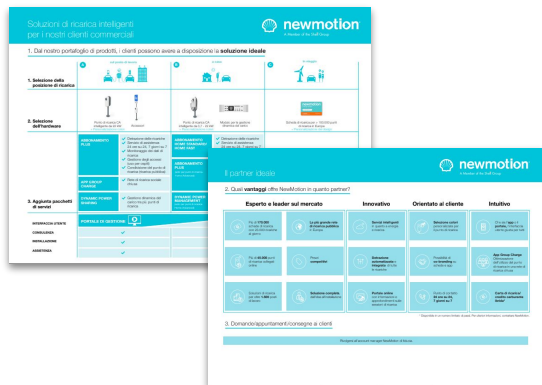
Lead



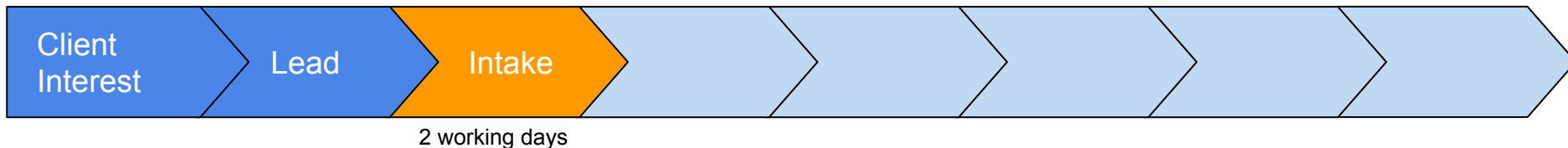
Dealer discusses a business customer's EV charging needs and introduces NewMotion solutions...

...and passes the lead to NewMotion via the portal

Support tool: NewMotion "Fact Sheet"



Tool: NewMotion Partner Portal

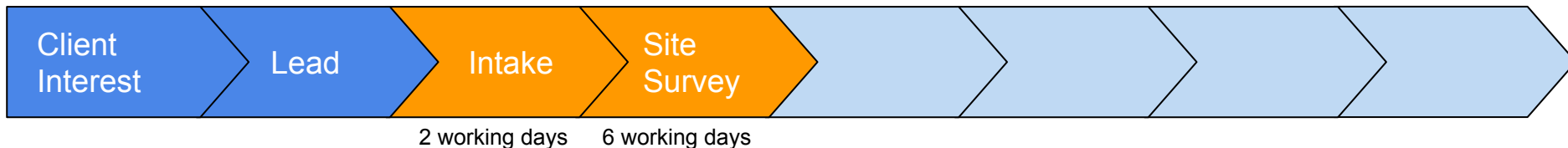


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- Within 2 working days of receiving the request from FCA, NewMotion will be in touch with the end customer to confirm the charging needs, discuss the customer's site-specific situation and check some technical requirements, as well as providing some initial advice on the best solution.
- For the majority of B2B installations, a physical site survey by a NewMotion installation partner is required in order to provide the best advice and to quote for the work effectively. Virtual site surveys may be possible in some cases.
- If required, NewMotion will advise on ways to prepare for the site survey.

B2B Customer Journey

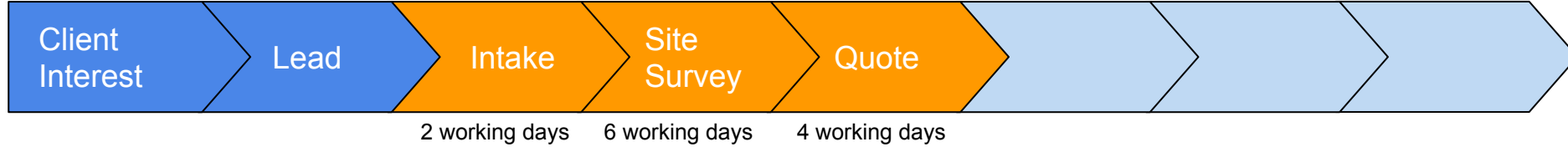


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- Where a physical site survey is required, NewMotion will be in touch with the customer by phone within 6 working days of the Intake discussion to agree on a survey date. This will be arranged in line with the customer's availability.
- The site survey should take 1-2 hours and will allow for NewMotion and the Installation Partner to check on some technical specifications, distances between charge point locations and distribution boards, and will allow for NewMotion to draw up an appropriate quote.

B2B Customer Journey

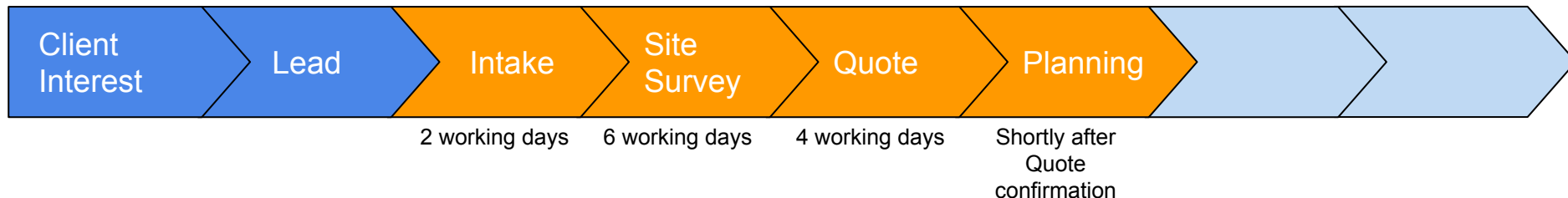


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- Within 4 working days of the site survey reception:
 - ✓ NewMotion will send a tailored quotation directly to the Customer for review
 - ✓ The quote is based on information gathered during the site survey (if one was required) and is completely bespoke to the needs of that customer
- The Customer can then review the quote and consult with NewMotion to clarify any specific queries. Once happy with the quote, the Customer approves it which then results in:
 - ✓ Your local NewMotion local Account Managers picking up the order on Salesforce (CRM-System)
 - ✓ NewMotion submitting the final budgeted cost to the Customer's contact responsible for purchasing

B2B Customer Journey

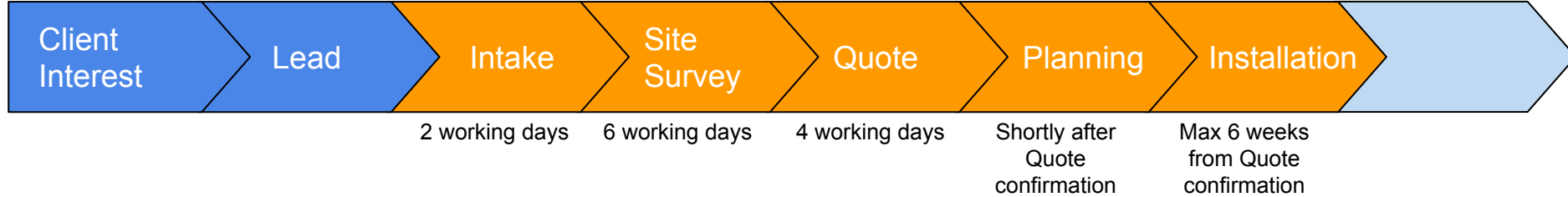


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- Once the order has been accepted and confirmed, the installation scheduling procedure begins. The local NewMotion Operation Team/Project Manager will contact the Customer's Facility Manager to plan the installation dates.
Please note: Typical business installations take 1-2 full days.
- NewMotion will ensure all logistics are setup for a successful installation. This includes: ordering and delivering charge points, full installation and commissioning.

B2B Customer Journey

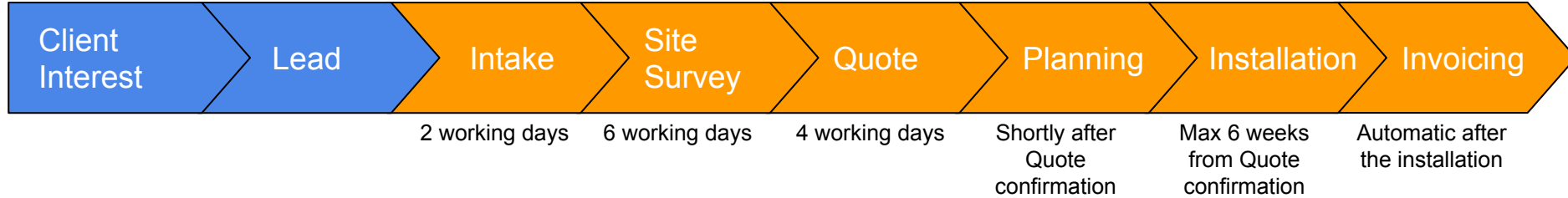


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- Once the planning and scheduling has taken place, the local NewMotion Installation Partner is notified and the installation is planned on a date available within a **6 week** period.
- The Customer is then able to **activate** their charge points and set up their NewMotion backoffice account to manage their infrastructure.

B2B Customer Journey



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- NewMotion can proceed to invoice the customer. Regular payment terms and conditions apply.

General Manager Olivier

The General Manager of a medium/large company is the decision maker for fleets. He wants to understand the impact of the introduction of EVs into fleets in terms of economics and sustainable policies (CSR). This is also becoming more and more relevant for investors.

Presently he is the one able to strategically drive forward the transition from Diesel cars to PHEV and BEV.



NewMotion Added value:

1. NewMotion provides consultancy on the EV industry and on how to optimise EV charging strategies (EV transition, types of charge points, charging times on different vehicle types etc.)
2. Experience in advising on individual needs per location to analyse the infrastructure needed today and for the future (n. sites, n. xEV cars) based on information collected and possibly through a site survey
3. Provide technically precise and commercially viable offer for a full service solution (advising on the integration of the charging infrastructure into the building/employee home)
4. Provide software to monitor, collect and analyze the data on the charging behaviours at work, home or on public infrastructure

Industry Consultancy

Management
Software

Cost/TCM
Optimization

Fleet Manager Claudio

The Fleet Manager of a medium/large company is a key influencer within a company, being in charge of the Fleet management (LCVs and Commercial).

Presently he is the one in charge of the transition from Diesel cars (most frequent fuel in company fleets) to PHEV and BEV.



NewMotion Added value:

1. NewMotion can provide consultancy on the EV industry and on how to optimise EV charging strategies (EV transition, types of charge points, charging times on different vehicle types etc.)
2. Analyze customer mobility necessities and subsequent infrastructure needed (n. sites, n. cars to recharge) based on information gathered at intake and possibly through a site survey
3. Provide software to manage the charging stations installed at work and home, the driver's charge card and employee reimbursements
4. Provide solutions for infrastructure optimization and TCM reduction

Industry Consultancy

Management
Software

Cost/TCM
Optimization

Employee Valentina

The User Chooser of a company is the employee who can choose a company car and is an important referent involved in the transition to electrification.

Presently he is pressed/forced to choose a PHEV (later on will be a BEV) and needs to understand how to recharge to be effectively sustainable in the easiest way.



NewMotion Added value:

1. Hardware and software solutions specific for home charging needs with specialist advice and support from NewMotion experts;
2. Smart services to enable straightforward management of employee automatic reimbursement/credit invoicing of the energy used at home for EV charging;
3. Provision of an app to find public charge points on NewMotion's European roaming network, see availability and prices;
4. Company charging card with access both on Shell gas stations and NewMotion charge points

Technical Expertise

Home and Public
Charging Solution

Driver Mario

The Driver of a company is the final user for the xEV vehicles. He must be sure that he can complete the daily mission and his feedback and driver behaviour can influence the decision taker

Presently he is pressed/forced to choose a BEV and needs to understand how and where to recharge to maintain the same efficiency and speed.



NewMotion Added value:

1. Hardware and software solutions specific for home charging needs with specialist advice and support from NewMotion experts;
2. Smart services to enable straightforward management of employee automatic reimbursement/credit invoicing of the energy used at home for EV charging;
3. Provision of an app to find public charge points on NewMotion's European roaming network, see availability and prices;
4. Company charging card with access both on Shell forecourt fast charging and NewMotion charge points

Technical Expertise

Home and Public
Charging Solution

Why NewMotion?

Snapshot into why NewMotion were selected as the partner of choice.

Why NewMotion?



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2009

NewMotion was founded



2013

Introduction of charge card and network



2017

Joined forces with Shell



Professional



Tailored



Smart



Efficient



Sustainable

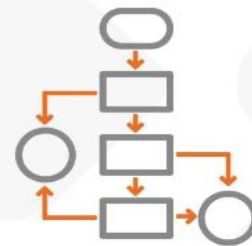
- Largest public roaming network in Europe (more than 142.000 charge points)
- Industry leading on innovative solutions for TCO reduction (i.e. Vehicle to Grid)
- Pan-European full service provision & VAT compliance in 15 countries
- 360° Full-Service Provision Across Multiple Markets
- Customer Care Support in 7 local languages
- Access to Ionity network and Shell Recharge



Hardware, Services & Payments



Installation & Customer Care



Process Automation & Integration

Installation Capabilities & Scalability

- NewMotion has been installing charge points in Europe for 10 years with experience
- Installations process is realized in collaboration with strictly selected Partner to guarantee high quality

Installation Partners specifically selected and trained by NewMotion in the following activities of:

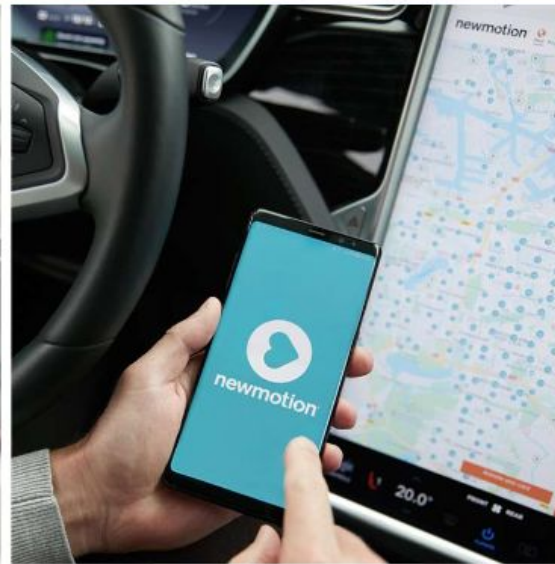
- On-site survey
- Infrastructure planning and positioning, with future-proofing in mind
- Order planning
- Installation Handover

Infrastructure sizing and positioning

NewMotion's carefully chosen installation partners will

- Envisage with the Customer the ideal solution for today and tomorrow, and build this into the survey and quote
- Carry out a physical site survey in most cases to bring a technical expert on site to gather specific information
- Consult between NewMotion Solution Engineering Team and Partner Installers to discuss, check and validate best options
- Reflect this expertise within the quote shared with the Customer, with every opportunity for discussion and review

Expertise: Where do EV drivers charge?



at home **40%**



at work **40%**



on the go **20%**

Business Charging Solutions

Comprehensive overview of business charge points and services.

Business charge points & services

Taking in consideration different charging behaviours and scenarios, NewMotion offers complete and tailored charging solutions to fulfill all needs from SME companies to large corporations. This includes:

- 360° charging solutions for home, work and on-the-go
- Extensive NewMotion public roaming network
- Additional services to manage and optimise charging infrastructure
- A dedicated customer care service in 7 local languages available 24/7



Business line
@Office
Company



Home
charger
@home
Employee



Installation at
customer
location



Business hub



Charge card/app
branded **or** Shell
Hybrid Fuel Card



Customer care

	Charge @Workplace	Charge @Home for employees
Hardware	Business line Pro and lite up to 22kW	Home Advanced 2.1
Installation	Custom installation quote managed by NM	Home Standard Package
Internet connection	Yes via mobile network	Yes via mobile network
Customer support	Yes	Yes
Subscription	Yes	Yes
Guest access	100 per CP	100 per CP
Dynamic Power Solutions	Yes	Yes, Dynamic Power Management
Auto-reimbursement	Yes	Yes
Backoffice	Business Hub for Fleet manager	MyNewMotion for Employees
Public charging	NewMotion Network access control for Fleet Manager	NewMotion Network access Free card for personal use Card from Company for business use

B2B Charging Solutions

Business solutions - @workplace

NewMotion's business charging offering provides access to the most advanced features. The solution is flexible and suits charging needs today and ensures straightforward scalability thanks to the Master/Slave architecture and expansion possibilities.



Advanced features:

- Ease of further expansion of infrastructure with future cost consideration
- Always connected for automatic firmware updates
- Financial Services (Automatic reimbursement and Guest usage)
- Dynamic Power Sharing

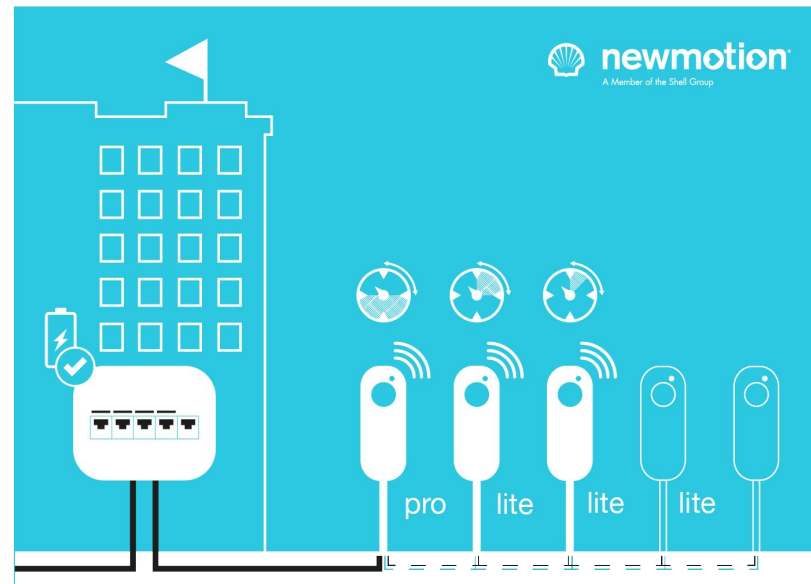
Features	Business Pro 2.1 (View)*	Business Lite 2.1 (View)*
Charging power	up to 22kW	up to 22kW
Socket (or 5m cable)*	T2	T2
LED state of charger	✓	✓
Plug & Charge	✓	✓
Authentication	✓	✓
Energy meter	✓	✓
DC leakage detector	✓	✓
Connection	2G Built-in modem	Ethernet through the Business Pro
Live status	✓	✓
Remote action	✓	✓
Online insight	✓	✓
Automatic reimbursement	✓	✓
Guest usage	✓	✓
Dynamic Power Solutions	✓	✓

Business line solutions - @workplace

Master/slave setup between our two business charge points

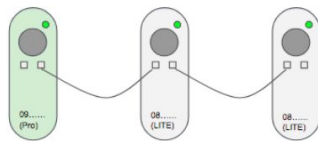
Business Pro: Charge your business like a pro. Master charge point in Dynamic Power Solutions configuration.

Business Lite: The smart and affordable charge point to extend your charge location. Compatible with Dynamic Power Solutions in combination with a Business Pro.

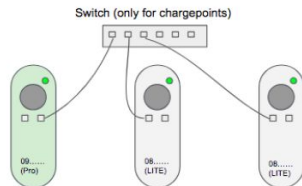


Start small, expand easily and cost-efficient

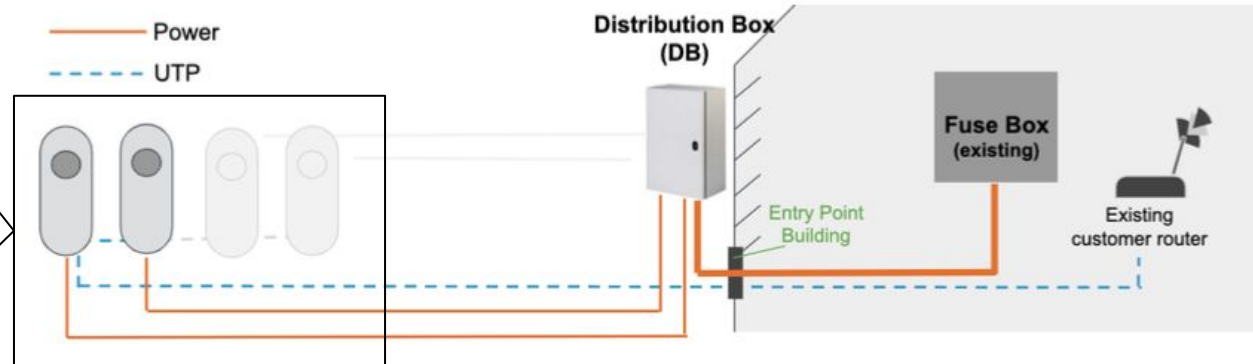
NewMotion's master/slave architecture gives the Client the opportunity to start with a limited investment on a small group of charging stations and then expand with minimum changes to the infrastructure. All the Client needs to start is one Business Pro and a couple of Business Lite units. NewMotion can make the necessary checks and considerations for the Client to have enough power and ensure a continuous service.



Daisy chain connection up to 14 Charge points



Star connection up to 40 Charge points



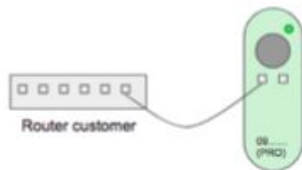
Example of future-proof installation for business locations

In order to activate the essential functions of smart charging at business locations, our business line can connect to the cloud in 3 different ways:



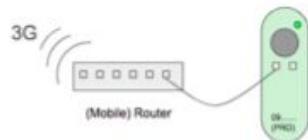
1. Use the GPRS built-in mobile modem.

The Mobile network is reliable and available everywhere, the chargers connect through a secure private network. Using this option, your network infrastructure does not need to be extended. Parking may be far from the office building, you save installation time and minimise disturbance.



2. Connect to your network

When physically possible, our chargers can connect to your existing communication network.



3. Use a 4G/3G Mobile router.

Placed next to the distribution box, we can install a mobile access point that extends the communication capabilities of the chargers. In extreme cases, parking spaces are remote and 2G network is not accessible.



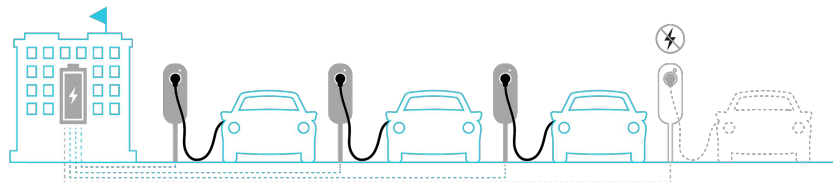
Dynamic Power Sharing enables automatic distribution of the available power of your grid connection to all connected charge points.

Ideal when using multiple charge points or for future expansion to prevent overloading and the scenario of no power going to the furthest charge points.

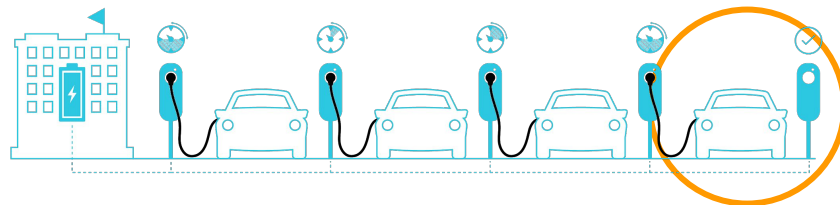
Why Dynamic Power Sharing

- ✓ Innovative system of multiple charge points communicating
- ✓ Easy to expand by adding further charge points
- ✓ Unique and most efficient solution in the market to make optimum use of the available power of your grid connection
- ✓ Ready for future integration with charge management services via the NewMotion Group Charge app

Without Dynamic Power Sharing



With Dynamic Power Sharing



Keeping control of charging infrastructure, tariffs and access levels of an EV fleet can be a complex challenge. The Business Hub is NewMotion's easy-to-use platform to manage your company's charging infrastructure:

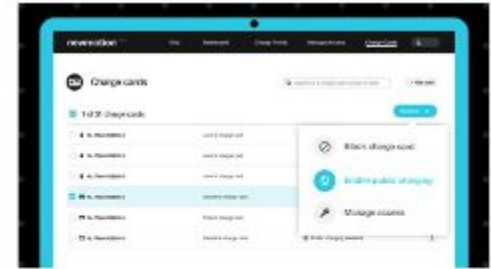
- The Business Hub allows you to monitor, analyse and control all aspects of your NewMotion charging infrastructure and EV fleet charging from one easy-to-use platform.



Manage and control
all your charge points across
locations in real-time.

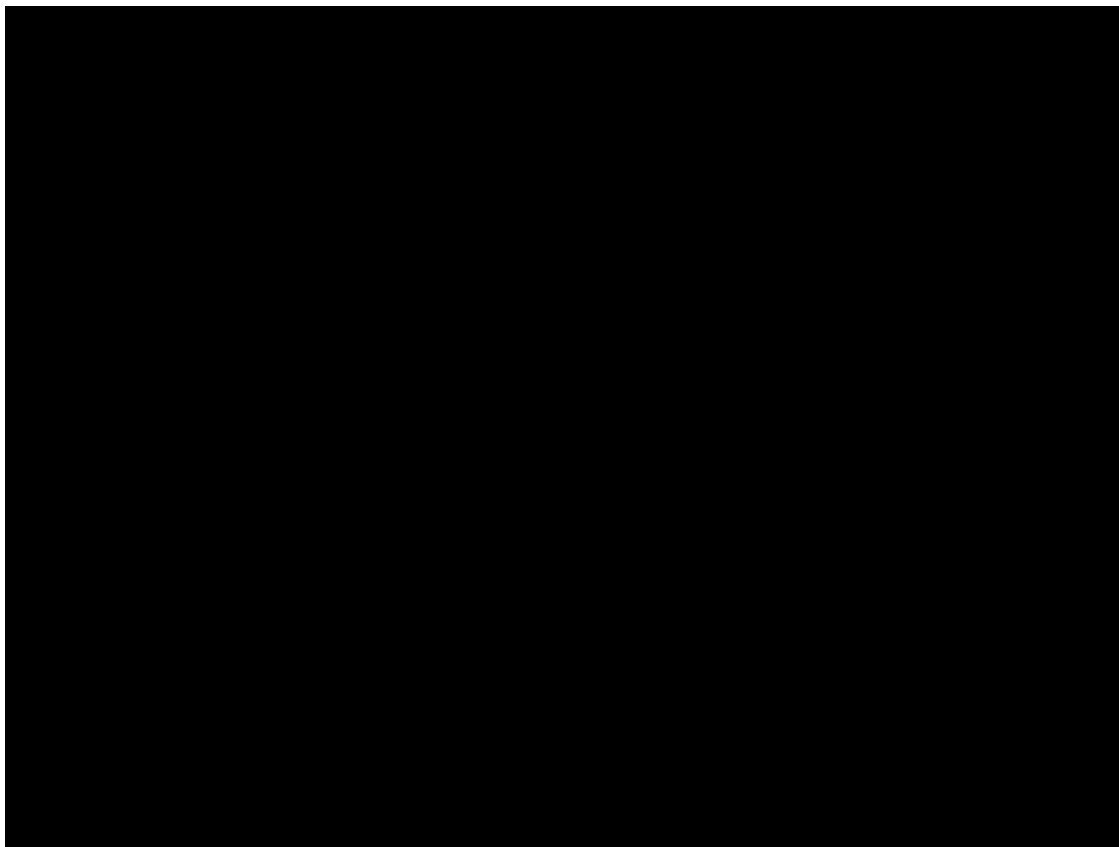


View individual usage
of charge locations and download
insights and customised reports.



Control driver access
and manage the charge cards of
your EV fleet.

In the following slide the main Business Hub services are presented



<https://newmotion.com/en/business-hub-info/>



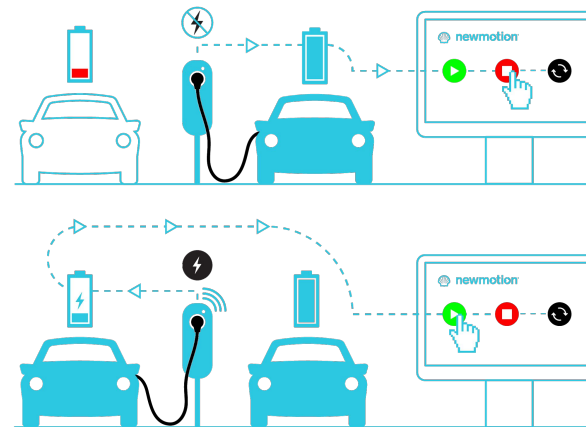
Online insight and control

- Get insight into the charging activity on your charge point(s): kWh-use, costs and CO2-savings.
- Get a detailed overview of all charging sessions. Check the duration and the status of the charging session, monitor the charge points, their availability, and their status.



Remote control

- Through the online portal, you can easily start and stop charge sessions on your charge point(s).
- Once a vehicle is charged, you're able to manually stop charging sessions. The charge cables will be automatically unlocked, freeing up the charge points for other employees or visitors to charge their nearby car right away.





User authentication or Plug & Charge

- Card authentication:
 - Access charge points via RFID or QR code
 - Drivers start a charging session and identify themselves via their unique charge card, charge key or their app. To begin a charge session, drivers need to swipe the card onto the RFID reader.
- Plug & Charge
 - Your drivers can simply plug their car into the charge points
 - This is applicable if the chargers are located in a restricted access area and the customer would like to provide the charging for free. Note: with plug & charge there is no user identification and cost reimbursement is not possible.



1
get your
charge card



2
plug your
charge cable



3
swipe your
charge card



4
store your
charge card



1
automatic
start & stop



Access control and tariff setting

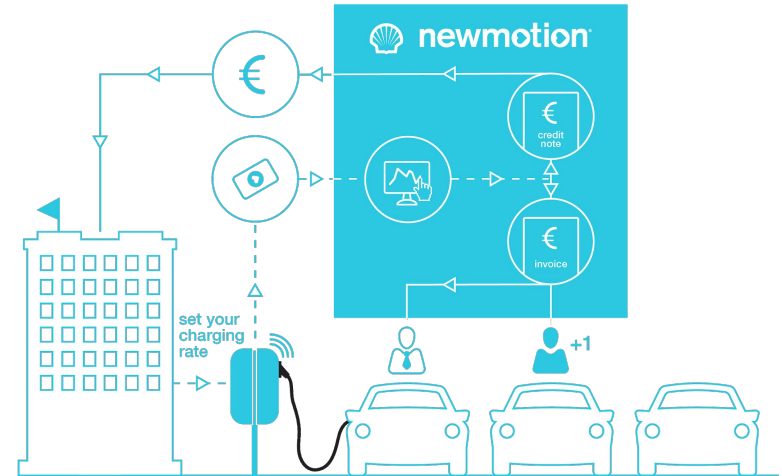
- **With card authentication** you decide who charges at specific charge points and set the rate they pay
- Grant or remove access to your employees, customers and guests.
- Charge per kWh and/or set a time-based rate for the duration of the charging session (e.g. free charging for employees, a lower special tariff for customers and a higher standard tariff for guests).
- On a case-by-case basis, assign charge cards for those eligible for non-standard rates, such as free charging for executives.



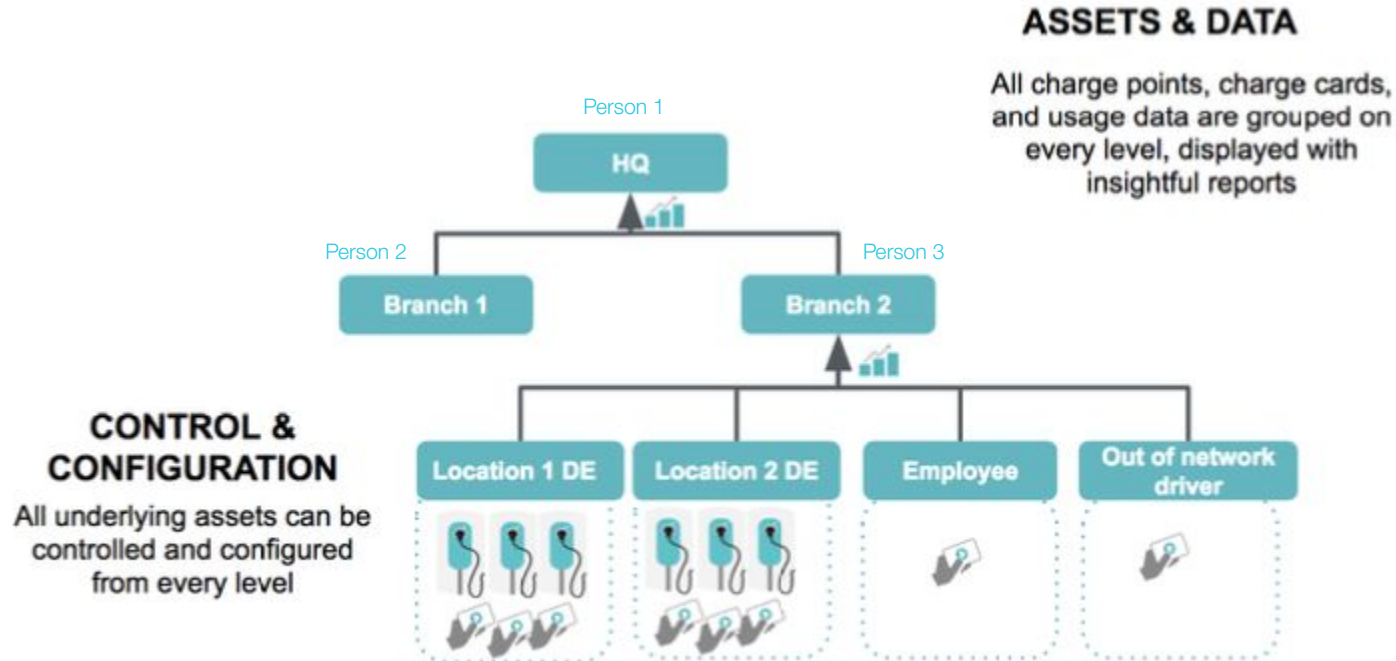
Billing and settlement

Automatic Reimbursement of charging costs

- With their charge card, employees and guests can charge their car at the tariff you set.
- Through Automatic Reimbursement, you get reimbursed for the cost of charging sessions straight to your designated bank account.

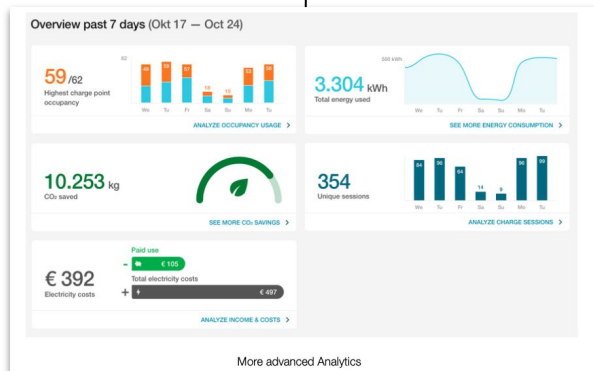
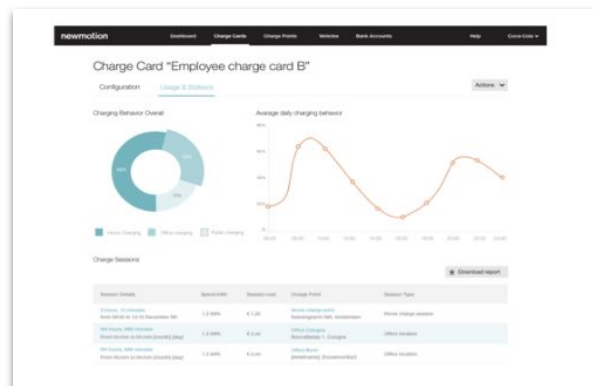


Business Hub allows aggregation of different customer groups and segments with different location access rights, as well as configuring data access on each level. Different persons will be granted different administration rights in the B2B customer organization.

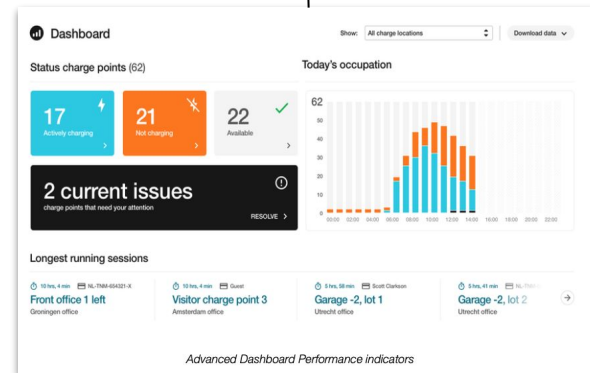
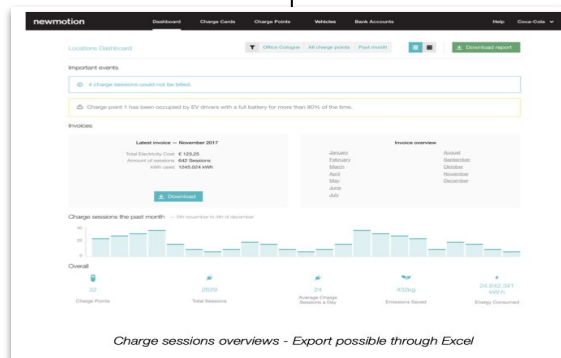


Business Hub - Reporting

The NewMotion Business Hub dashboard can show aggregated information on charging behavior of the fleet drivers and insight of each individual driver with information on nergy/cost consumption:



More advanced Analytics



Advanced Dashboard Performance Indicators

Business Hub - Tariff setting

Business Hub enables managers to decide on setting energy pricing per kWh and/or set time-based rates for the duration of the charging session.

The screenshot displays the 'newmotion' Business Hub interface. The top navigation bar includes 'newmotion', 'Dashboard', 'Charge Cards', 'Charge Points' (with a red notification icon), 'Vehicles', 'Bank Accounts', 'Help', and 'Coca-Cola'. The main heading is 'Charge Points'. Below it, there are filters for 'Office Cologne' and 'All charge points', and an 'Actions' dropdown menu. The table below lists four charge point groups:

Charge Points	Group	Energy tariff	Status
<input type="checkbox"/> 4 charge points Roncalliplatz 1, Cologne	Office Cologne	Multiple tariffs	1 offline
<input checked="" type="checkbox"/> 25 charge points Multiple Addresses	Home chargers	Multiple tariffs	all online
<input type="checkbox"/> 31 charge points Address, city	Office Bonn	Multiple tariffs	Status
<input type="checkbox"/> 31 charge points Address, city	Group label	Multiple tariffs	Status

The 'Actions' dropdown menu for the 'Office Cologne' group shows the following options:

- Change Energy tariff...
- Reset charge points
- Stop charging sessions
- Manage group access...

Group Charge App

NewMotion developed a solution for businesses to optimally manage charge point utilisation amongst its employees.

- Employees benefit from real-time charge point status information on availability
- They can join a charge queue prior arriving at the location and get notified when the car is fully charged

The app also provides an integrated chat functionality. It means that convenience for drivers increases and the company can save money by increasing the utilization of their charge points.

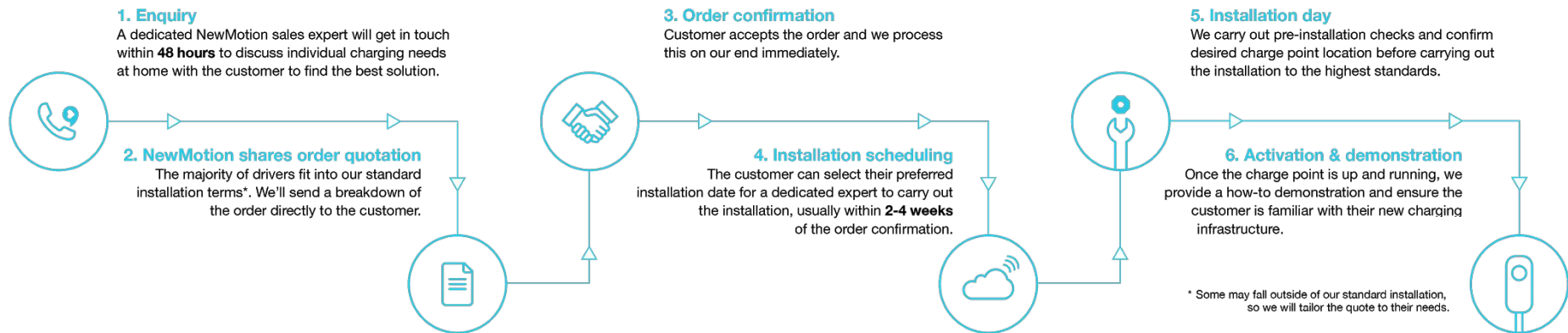


Home Charging Solutions

For B2B customers who require home charging services for employees



Employees can get setup with a NewMotion charge point installed in their home in just 6 simple steps



Residential line solution - @home

NewMotion offers smart connected charge points for charging at home. Having a connected charger enables NewMotion to provide immediate support, update firmware over-the-air and diagnose issues remotely. For FCA, we offer our Home Advanced smart charge point.



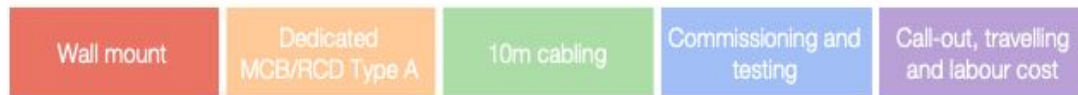
Advanced features:

- Highest charging **speed** (up to 22kW capacity)
- **Online connected** via GPRS and/or Ethernet cable
- **Auto-Reimbursement** of charging costs
- **Dynamic Power Management** for a safer house integration

Features	Home Advanced 2.1. (View)*
Charging power	up to 22kVA
Socket T2	✓
5m fixed cable T2	Optional
LED state of charger	✓
Plug & Charge	✓
Authentication	RFID/App
Energy meter	✓
Connection	GSM/Ethernet
Live status	✓
Remote action	✓
Charging history	✓
Automatic reimbursement	✓
Split billing	✓
Free guest usage	✓
Dynamic Power Management	✓

Home installation with a fixed cost

NewMotion has designed an installation package for home location with limited work defined in few words as below



Indoor installation on the wall at home



Outdoor installation on the wall at home



Outdoor installation with a pole at home



Extra-costs applicable

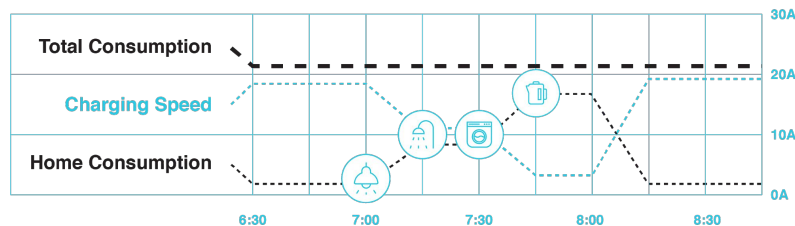
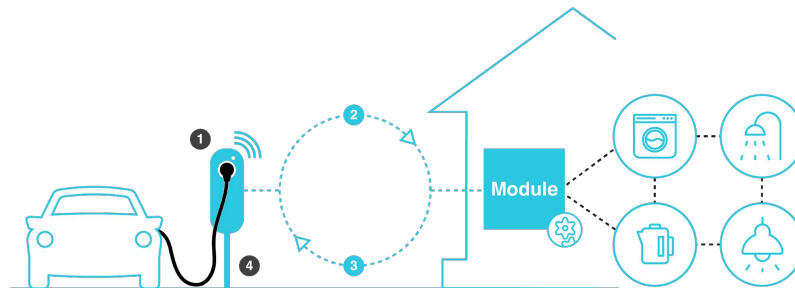


Dynamic Power Management is a **smart charging** feature that allows you to charge your electric car at high power and still be sure that your electricity connection within the home won't overload when charging.

The NewMotion charge point constantly monitors the total electricity consumption in your home and dynamically adjusts the charge speed of your car. If there is enough capacity left, the charge speed increases automatically.

How it works:

1. The charge point knows the capacity of your grid connection.
2. The charge point constantly checks how much energy is being used.
3. The Dynamic Power Management Module continuously relays the total consumption.
4. When demand in the home is high, EV charging slows. When the home consumption lowers, charging speeds increase again.
5. The charge point continuously calculates and supplies all available energy.





Admin and Insight

Drivers can simply manage their home charging infrastructure and services via their myNewMotion backoffice portal:

- Get real-time insight data such as kWh-usage, costs and CO2-savings.
- Get a detailed overview of all charge sessions carried out with their charge card.
- Create customized reports on charging related information.
- Download the information needed for their administration or tax declarations.

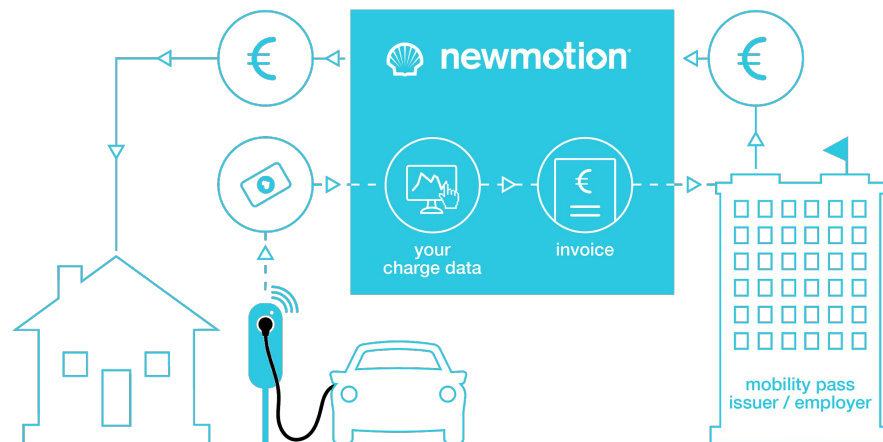




Get reimbursed for charging your car at home

Set up the account to activate auto-reimbursement for the purpose of billing the cost of the energy for employees charging EVs at home:

- ✓ For business owners: Each month we debit the exact electricity costs used for your employees' charging from the business account that is linked to your charge card. We then credit the driver's private account with this amount.
- ✓ For drivers: Have the electricity costs for charge sessions at home automatically reimbursed each month by your employer or lease company.



Wider Shell Group Offerings

Utilising the wider Shell group for added value



As a part of Shell Group, Shell Energy Brand provides innovative, reliable and cleaner energy solutions through a portfolio of gas, power, environmental products and energy efficiency offers to businesses and residential customers.



‘One-stop shop’ tailored solutions approach to upgrading Client’s energy infrastructure and reducing the total annual energy spend



As a part of Shell Group, Sonnen is a world-wide leader in the storage systems and manages the largest energy sharing platform. Thanks to this partnership, FCA and NewMotion can leverage on Sonnen huge knowledge on this technology offering the SonnenBatterie, a high-tech storage system already tested by tens of thousands of residential users. The combined use of the sonnenBatterie storage system together with the photovoltaic system can reduce consumptions and costs.

Main features:

Dimensions

- Cabinet option 1 (2,5 kWh – 5 kWh) 88/67/23 cm
- Cabinet option 2 (2,5 kWh – 10 kWh) 139/67/23 cm
- Cabinet option 3 (2,5 kWh – 15 kWh) 85/67/23 cm

Capacity

- from 2,5kWh to 15kWh (extendable by step of 2,5kWh)

Longevity

- 10 year or 10.000 charging cycles

Smart

- Control of radio-controlled sockets
- Weather forecast
- Intelligent management of charging cycles

Easy

Plug-and-play and all-in-one solution with perfectly synchronized components

Modular

- Full modularity & scalability /
- Suitable for Solar Panels integration



Public Charging

For B2B and B2C public charging access.

Focus on: B2C Public Charging

Access to the public charging infrastructure

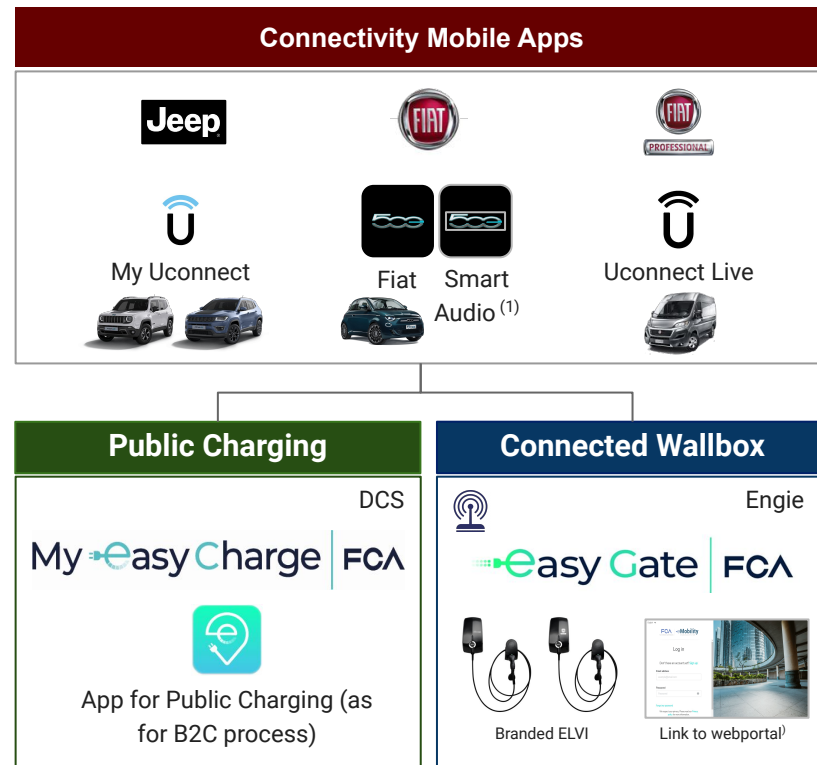
Access to the public charging infrastructure is provided by the Mobility Service Provider (MSP).

All the Clients who buy a FCA vehicle have three different services available:

- My Uconnect / Uconnect Live for Vehicle Connectivity
- My easyCharge for Public Charging
- easyGate for Mopar Connected Wallbox management

The Clients who rent the Vehicles have no access to FCA APPs since are based on VIN verification.

All the services above must be provided by the LTRs through 3rd party APIs or agreements.



(1) Vehicles without connectivity will have the Companion App, from which an editorial link to My easy Charge will be included

Focus on: B2B Public Charging

Access to the public charging infrastructure

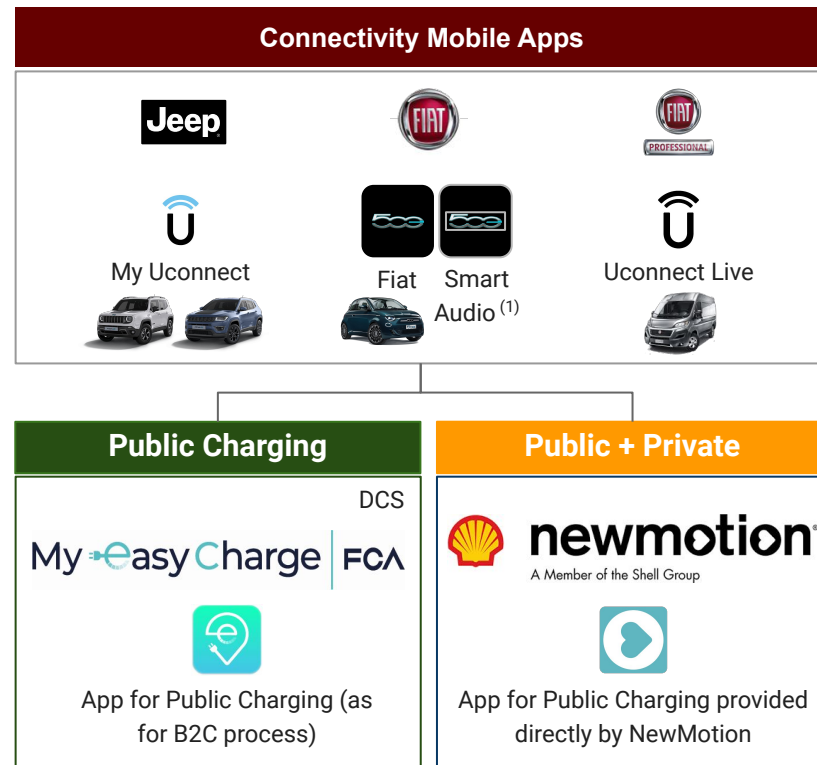
Clients who buy the infrastructure and services from NewMotion benefit from access to NewMotion's public charging network via the NewMotion EV Charging app and charge cards.

Therefore, Clients who buy a FCA vehicle and NewMotion infrastructure have access to:

- My Uconnect / Uconnect Live for Vehicle Management
- My easyCharge for Public Charging
- NewMotion service for Public and Private (at work or at home in case of user chooser) Charging

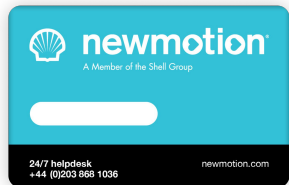
This is true for all the Clients who **buy** NewMotion service.

As before, Clients who rent the Vehicles have not access to FCA APPs since are based on VIN verification. However, they can still access to NewMotion APP for Public Charging (freely downloadable).



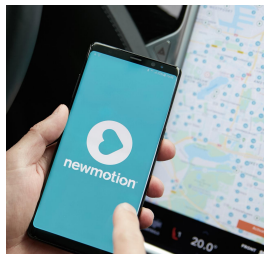
(1) Vehicles without connectivity will have the Companion App, from which an editorial link to My easy Charge will be included

The public network allows it to charge on **more than 142k locations across Europe**. NewMotion provides access through:



NewMotion Charge Card

- Charge at home and on the go
- Monitor all your charging sessions and costs online in one account
- 24/7 helpdesk



NewMotion App

- Find available public charge points
- View availability, power details and charge tariffs, for specific charge points
- Online insight in charging sessions and costs
- Get notified when your favorite charge point becomes available again
- Start and stop charge sessions directly via the App



Shell Card and Shell Recharge App

The Shell card is suited for mixed fleets and PHEVs. It provides access to:

- (PH)EV charging and fuelling on the go
- Easy access to Shell and Partners Retail stations
- Voluntary CO2 compensation

Live in Germany, Austria, Switzerland, Belgium, Netherlands, France. UK and Luxembourg to follow by 2020.

NewMotion Lead Referral Process

For simple transfer of leads (Customer information) from Dealers to NewMotion.

PRE-QUALIFICATION

① INFORM

Information will be provided by NewMotion to inform on:

- EV & charging
- NewMotion partnership
- Next steps



② DETERMINE LEAD TYPE

EMPLOYEE HOME



OR

OFFICE



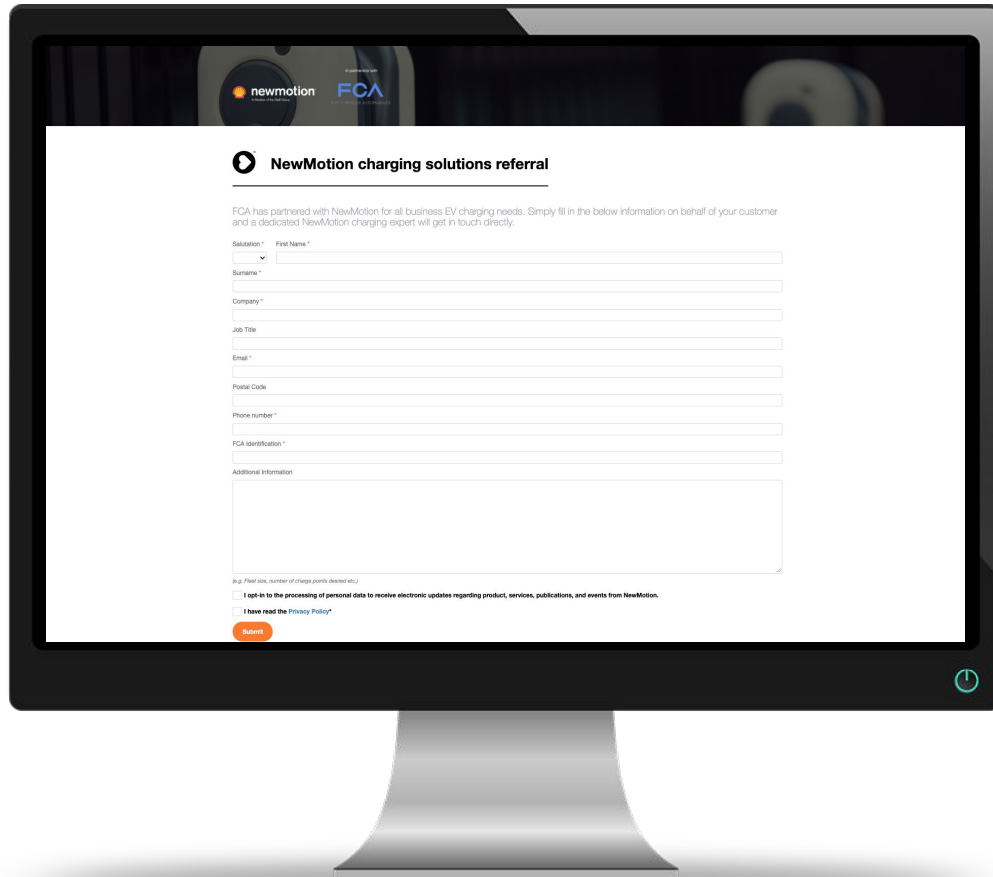
OR



③ ENTER REQUEST IN PORTAL



- The pre-qualification process starts with the dealer understanding the customer requirement
- The dealer can reference the Fact Sheet for quick information on NewMotion (products & solutions)
- The dealer transfers the customer data to NewMotion. When entering the lead into the portal, he determines the lead type: Employee Home only, Office only or Home and Office before entering into the portal



NewMotion charging solutions referral

FCA has partnered with NewMotion for all business EV charging needs. Simply fill in the below information on behalf of your customer and a dedicated NewMotion charging expert will get in touch directly.

Salutation * First Name *

Surname *

Company *

Job Title

Email *

Postal Code

Phone number *

FCA Identification *

Additional Information

(e.g. Fleet size, number of charge points desired etc.)

☐ I opt-in to the processing of personal data to receive electronic updates regarding product, services, publications, and events from NewMotion.

☐ I have read the [Privacy Policy](#)

- A lead referral website will be provided to customers in order to transfer lead information to NewMotion
- Dealer must use an FCA Identification number when transferring a lead for applicable discounts
- A “free text” field is available for any additional information such as fleet size, number of requested charge points etc.

Once the lead transfer process is completed:

- An automatic email is sent to the B2B lead contact
- The NewMotion local sales team receives and reacts to the lead and contacts the prospect within 2 working days.
- FCA Dealers can track the progresses by reporting from NewMotion