



Depot360 Press Package

May 21, 2024

ACT Expo, Las Vegas Convention Center

Las Vegas, NV

usa.siemens.com/depot360

SIEMENS

Depot360 Press Package

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Siemens unveils Depot360 at ACT Expo, simplifying the journey to efficient, zero-emission US fleet operations

- **Depot360, part of Siemens Xcelerator, combines energy, infrastructure, and vehicle management solutions to remove complexity and lower costs for EV fleets**
- **Reduces per-kWh energy spend and overall load requirements, supporting energy saving programs**
- **Minimizes charger downtime while increasing operational efficiency and utilization for all electric fleets regardless of size or scale**
- **With Depot360, Siemens helps customers maximize a wide range of US funding programs for sustainable transport**

Today, Siemens has introduced its comprehensive Depot360 portfolio to the US market. Recognizing that transportation, particularly road transport, is the second biggest carbon emitter in the United States, Siemens' Depot360 solutions extend beyond installation and servicing of electrical and charging infrastructure to address entire fleet electrification. Providing access to green energy at the lowest possible cost, Depot360 is set to accelerate US customers toward their sustainability goals while keeping the nation on course towards its goal to cut 50 percent of emissions by 2030.

As part of Siemens Xcelerator, an open digital business platform, the portfolio provides fleet operators with services to accelerate their digital transformation with ease. The Depot360 portfolio offers comprehensive solutions designed to support the transition of fleets to electric vehicles with no upfront investment. This includes Depot360 Charging-as-a-Service (CaaS) and Depot360 Managed Services. Leveraging data from multiple operational sources that are

tailored to specific fleet needs via AI, these services minimize financial risk and facilitate a smooth transition to electric vehicle operations.

By simplifying fleet electrification, Depot360 aims to support the transformation of a wide variety of US transport segments, from public transit, student transportation, and rail yard operations, to mid- and last-mile fleets. Based on the short distances they cover, and defined daily usage of these transportation modalities, these segments are ripe for the electrification solutions delivered by Depot360.

“Depot360 represents Siemens' commitment to driving the future of sustainable transportation. With zero upfront investment and intelligent, data-driven management systems, we're applying new technologies to innovative business models, enabling the shift to electric vehicles. Our integrated solutions, Depot360 CaaS and Managed Services, are tailored to dramatically reduce energy and operational costs while enhancing fleet efficiency, setting a new standard in the industry to enable a financially compelling electrification transition,” said Siemens Smart Infrastructure’s Global Head of Emerging Transportation Platforms, Alan White.

Depot360 Managed Services, enhanced by the Depot360 AI Platform, focuses on enhancing operations through vehicle telematics integration and reducing energy costs through intelligent, data-driven decision-making and real-time energy price signals. Effective strategies such as Load Shifting and Peak Shaving are employed to optimize energy use. Load Shifting allows the charging load to be moved to off-peak hours when energy rates are lower, while Peak Shaving involves schedule-based load management, setting power limits for charger groups to protect the depot’s power capacity.

Further enhancing its value for US EV fleets, Depot360 Managed Services enables participating customers to transparently integrate their Distributed Energy Resources (DERs) into grid service wholesale markets, which can lead to additional cost savings. This service ensures the reliability of charging station uptime and optimizes the state of charge (SoC) for vehicles, ensuring routes are completed reliably, while driving down energy costs and cost-per-mile, substantially improving operational efficiency.

For customers looking for a full turnkey partner for fleet electrification, Siemens offers Depot360 CaaS. Building on Siemens PlugtoGrid, this is a zero-upfront investment solution

encompassing consulting, depot design, commissioning, equipment, and operations management.

Depot360 in action across the US

ConGlobal is North America's leading operator of intermodal, finished vehicle, and depot service terminals, proactively investing in initiatives that prioritize environmental protection well ahead of government-imposed regulations and timelines. Leveraging the innovative Depot360 AI platform, ConGlobal will continue to deliver exceptional service quality while advancing scalable progress toward decarbonization.

"We look forward to integrating the Depot360 Managed Services into our operations," said ConGlobal CFO and Chief of Staff Jon Stevens. "Our electrification journey began in California, and we plan to expand the infrastructure for more electric vehicle deployments with ongoing management in other locations. Partnering with Siemens and utilizing Depot360 will help us maximize our fleet performance and reduce energy costs through load-shifting and peak-shaving capabilities."

Siemens Xcelerator – an ever-growing open ecosystem of partners

Thanks to telematics partnerships with leading companies such as Geotab, Siemens can access real-time vehicle data, providing the insight required to further improve fleet operations. Siemens has also joined the Geotab Sustainability Alliance, empowering companies with innovative solutions and data insights.

"We are thrilled to work with Siemens toward our shared goal of derisking the scaling of EV infrastructure for fleets," said Geotab's Vice President of Sustainability Solutions Eric Mallia. "Together with Geotab's leading EV telematics capability, Siemens' Depot360 will help ensure that vehicles are properly charged when needed, while also optimizing charging schedules to minimize costs and carbon emissions."

Recognizing that upfront costs can be a limiting factor for initiating the electrification transition, Depot360 is offering financial solutions through Siemens Financial Services (SFS) and is additionally partnering with other financing providers in the US. The US is among the first countries to offer Depot360 to customers, alongside Canada, Germany, France, UK, Sweden, and Norway.

This press release as well as press pictures are available at: [Siemens USA Newsroom](#)

For more information on Siemens Smart Infrastructure, please see:

[Siemens Smart Infrastructure](#)

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Siemens Smart Infrastructure (SI) is shaping the market for intelligent, adaptive infrastructure for today and the future. It addresses the pressing challenges of urbanization and climate change by connecting energy systems, buildings, and industries. SI provides customers with a comprehensive end-to-end portfolio from a single source – with products, systems, solutions, and services from the point of power generation all the way to consumption. With an increasingly digitalized ecosystem, it helps customers thrive and communities progress while contributing toward protecting the planet. Siemens Smart Infrastructure has its global headquarters in Zug, Switzerland. As of September 30, 2023, the business had around 75,000 employees worldwide.

Siemens AG (Berlin and Munich) is a leading technology company focused on industry, infrastructure, transport, and healthcare. From more resource-efficient factories, resilient supply chains, and smarter buildings and grids, to cleaner and more comfortable transportation as well as advanced healthcare, the company creates technology with purpose adding real value for customers. By combining the real and the digital worlds, Siemens empowers its customers to transform their industries and markets, helping them to transform the everyday for billions of people. Siemens also owns a majority stake in the publicly listed company Siemens Healthineers, a globally leading medical technology provider shaping the future of healthcare. In fiscal 2023, which ended on September 30, 2023, the Siemens Group generated revenue of €77.8 billion and net income of €8.5 billion. As of September 30, 2023, the company employed around 320,000 people worldwide. Further information is available on the Internet at www.siemens.com.

Depot360 Official Press Release

SIEMENS

Press Release



Scan the QR Code or
click on the link to
access the official
press

[Press release link](#)

Depot360 Website



Scan the QR Code or
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access website

usa.siemens.com/depot360

Join us for an exciting launch!

ACT Expo 2024, Las Vegas
Booth 2612



Tue, May 21, 2024



3:45 PM



Alan White

Global Head of Emerging Transportation Platforms
Siemens Smart Infrastructure



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CONFERENCE ANNOUNCEMENT

Location: Las Vegas Convention Center, Las Vegas, NV

Booth 2612

Date: May 21, 2024

Time: 3:45 PM

Siemens unveils Depot360 at ACT Expo, simplifying the journey to efficient, zero-emission US fleet operations

Join **Alan White**, Global Head of Emerging Transportation Platforms, Siemens Smart Infrastructure, for the exclusive launch of the Depot360 portfolio in the US.

Depot360 simplifies fleet electrification with two new offerings: Depot360 Managed Services and Depot360 Charging-as-a-Service (CaaS). Depot360 Managed Services optimize fleet performance and energy costs by combining charging, energy and fleet data into the new Depot360 AI platform and pairing it with 24/7 proactive, expert support. Depot360 CaaS provides a zero-upfront investment solution, including consulting, design, commissioning, operations, and the optimization of fleet operations.

Alan White

Global Head of Emerging Transportation Platforms Siemens Smart Infrastructure

Alan White has held key executive roles in technology companies developing renewable energy, transportation, industrial, and supply-chain solutions, successfully raising venture capital and establishing equity value. Currently, as the Global Head of Emerging Platforms for Siemens, he continues to drive eMobility, micro-grids, and sustainable energy innovations for commercial fleets.

A recognized innovator, Alan holds patents in AI that have revolutionized smart grid technology. His strategic investments and advisory expertise have propelled advancements in these core sectors, marking him as a key contributor to technological progress across fleet, utility, automotive, and commercial sectors worldwide.

Alan's career trajectory includes pivotal roles at ENEL-X's eMobility division and eMotorWerks, where he led business development and drove the sale of the company. His foundational work at Silicon Graphics was followed by impactful tenures as Co-founder of SupplyBase, Immersion Corp, Autodesk, and Daintree Networks, each culminating in successful exits or acquisitions.

Holding a BS in Applied Mathematics & Economics from Union College, and an MS in Operations from the MIT Sloan School of Management, Alan serves as an Advisor for the UC-Berkeley SkyDeck Fund and Chemix Battery. He is on the Board of Directors for Buildee Energy, Angel-Aero and Candorful—a non-profit aiding military personnel transitions.

Alan resides in California with his family.



Thomas Orberger

**Global Director Market Development
Emerging Transportation Platforms
Siemens Smart Infrastructure**

Thomas Orberger brings over three decades of industry expertise to his role in Market Development within Siemens' Emerging Transportation Platforms organization. With 15 years dedicated to electric transportation, he spearheads market development, go-to-market sales strategies, operational planning, and the deployment of managed services for electric fleets.

Since beginning his tenure at Siemens in 1990, Thomas has accumulated a wealth of experience across various international roles. His background includes significant stints in business management, product development, manufacturing, and project management for inverter and motor applications.

His diverse industry exposure spans building technologies, oil and gas, marine, rail, and automotive sectors, focusing on sales and operations. Notably, his career evolved from sales and project management into leading multiple startup initiatives within Siemens, including ventures in Marine, Oil & Gas, and Commercial Vehicle Electrification.

Thomas holds an Electrical Engineering Degree from the University of Kiel, Germany.





COMPREHENSIVE AND INTEGRATED SOLUTIONS FOR FLEET ELECTRIFICATION

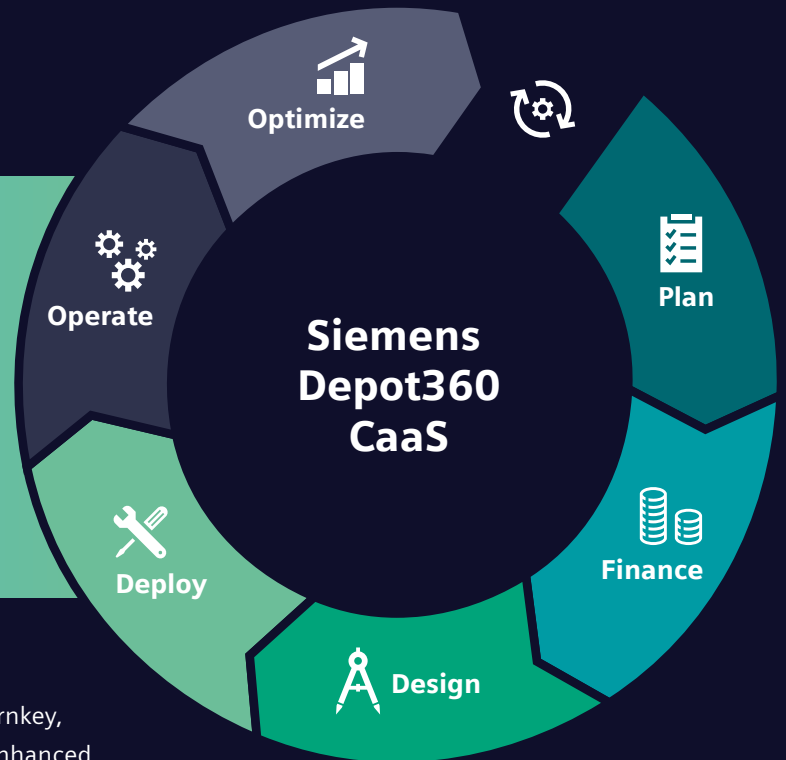
Depot360

Accelerating the journey toward zero-emission transportation

SIEMENS

Starting a **successful journey together**

Transitioning to a zero-emission fleet is a significant step forward, and we're here to make it seamless and manageable. By navigating the complexities from stakeholders to suppliers, our team of experts ensures a smooth, time-efficient process towards your decarbonization fleet goals.



Depot360 Charging-as-a-Service (CaaS) provides a turnkey, zero upfront cost fleet electrification solution, with enhanced operations, reduced energy costs, and minimized risks.

We cover everything from planning to operations, for a predictable monthly fee with performance guarantees, so you can focus on your core business and leave the rest to us. At every stage, our team of experts works closely with you to understand your specific requirements and tailor a solution that fits your business goals and budget.

Our comprehensive managed services ensure that your EV charging infrastructure is always up and running, rapidly addressing any issues to reduce downtime and increase your fleet's productivity.

Experience a wide range of benefits



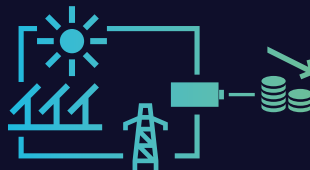
Guaranteed required state of charge

Have peace of mind knowing your vehicle will be ready when and where you need it.



Flexible and scalable infrastructure

Maximize current infrastructure to accommodate your future plans.



Energy usage and costs optimization

Minimize electricity costs with robust energy optimization.



Future-proof technology

Rest assured your infrastructure will stay up-to-date with technological advancements.

Working with partners to make **your zero-emission transition even easier**

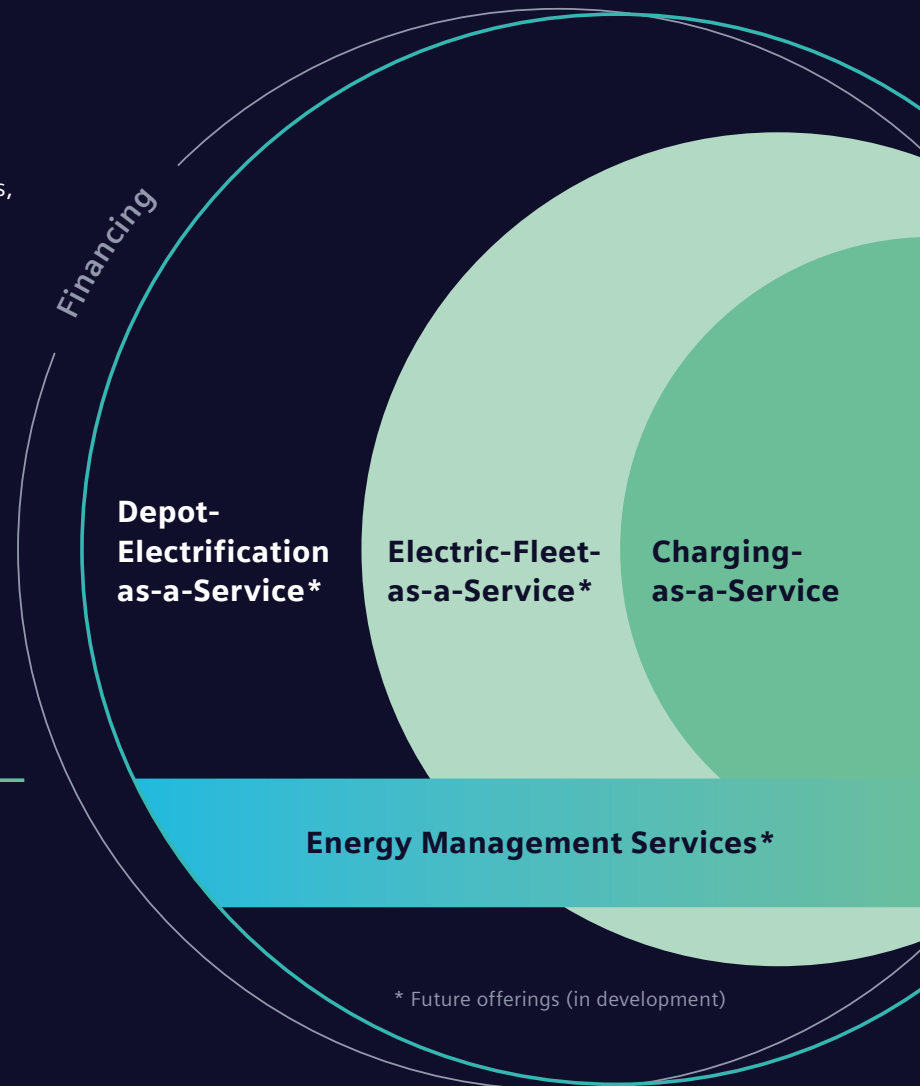
Our goal is to provide services beyond the electrical and charging infrastructure that cover the entire fleet decarbonization journey and customized to meet your specific needs.

We're working with best-in-class partners that are thoroughly vetted to manage every step of the process, including financing and contracts with partners and third-party suppliers – so, in the future, you'll only need to have one partnership interface.

From site and fleet selection to complete depot execution and management, you'll experience comprehensive and integrated services with predictable OPEX.

Our ambition:

Performance-driven service operations with guaranteed availability



The most reliable partner for **your fleet decarbonization journey**

Enjoy peace of mind knowing that your depot is being managed by an innovative leader with years of experience.

175+

years of technological innovations



Global presence in more than 190 countries



Technical knowledge and expertise in all aspects of power and energy



Proven record of delivering small to large projects worldwide

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DEPOT360 CHARGING-AS-A-SERVICE

Reducing the complexity of fleet electrification

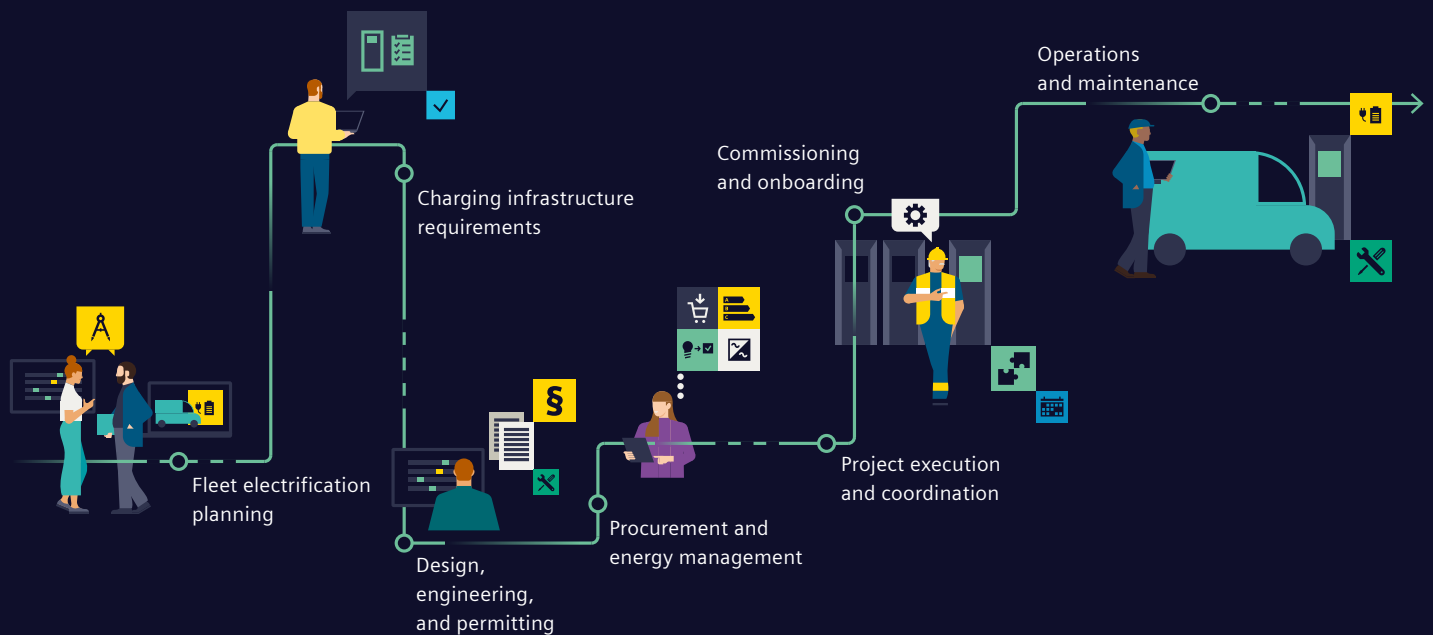
[siemens.com/depot360](https://www.siemens.com/depot360)



SIEMENS

Say goodbye to complexity

Transitioning to a zero-emission fleet is a significant step forward, and we're here to make it seamless and manageable for you. By navigating the complexities of electrification, our team of experts ensure a smooth, time-efficient process towards your decarbonization goals.



Focus on your core business and **leave the rest to us**

With Depot360 Charging-as-a-Service (CaaS), we reduce the complexity of your fleet electrification journey by managing every step along the way. Our team of experts work closely with you to understand your specific requirements and tailor a solution that fits your business goals and budget.

Experience a frictionless process with our end-to-end solution

Depot360 CaaS provides a turnkey, zero upfront cost fleet electrification solution, with enhanced operations, reduced energy costs, and minimized risks. We cover everything from planning to operations, for a predictable monthly fee with performance guarantees.

Plan

- Develop a long-term electrification strategy
- Transition plan to minimize disruptions
- Subsidies and incentives guidance



Design

- Finalize site design
- Coordinate with utility providers
- Select appropriate EVSE configuration and supply bill-of-material
- Manage the permitting process



Deploy

- Install and commission equipment
- Safety, security, and regulatory checks
- Integrate management systems
- Onboard and train on-site team



Operate and optimize

- Maximum reliability and uptime
- 24/7 customer support
- Real-time data on EVs, chargers, power usage, and more
- KPI and performance reports



Finance

- Options for full or partial project financing
- Financing of capital assets including hardware, software, and services in an “as-a-Service” model
- Minimal balance sheet impact



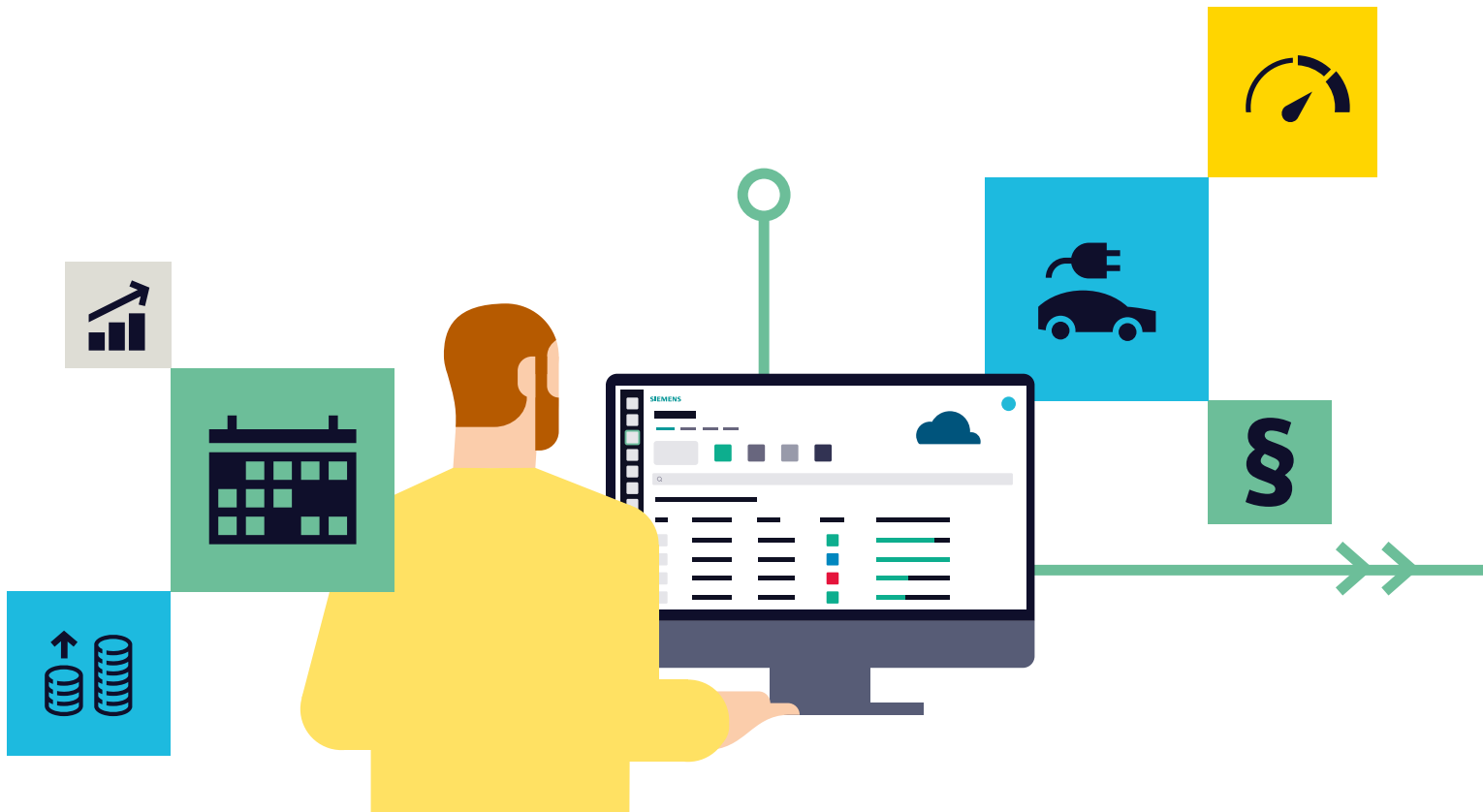
Depot360 AI

The heart of our Managed Services

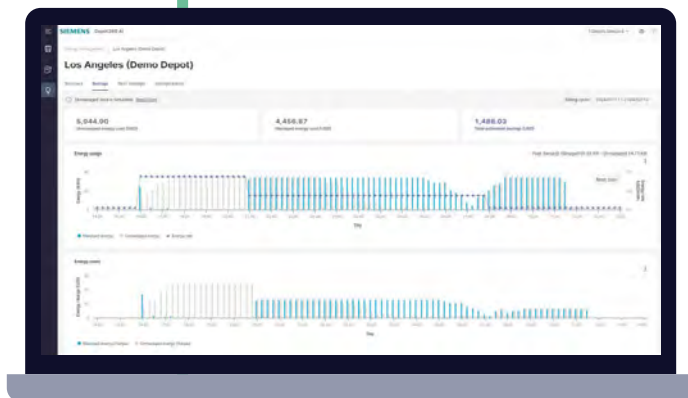
The Depot360 AI platform, developed in-house, is key to enhancing your electric fleet's performance and operations. Our 24/7 support team leverages Depot360 AI to oversee and optimize your charging infrastructure and fleet operations, tailored to your unique needs.

With our platform, we can easily:

- Optimize your operations
- Improve your overall energy efficiency
- Reduce your costs and CAPEX

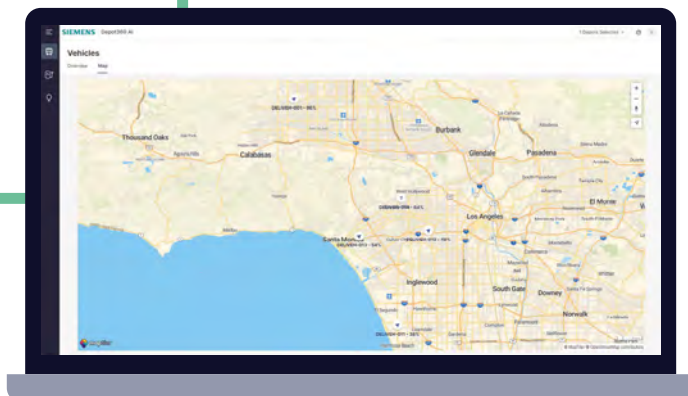


Full transparency and control of your fleet operations



Gain valuable insights into your energy consumption and costs:

- Energy delivery tracking
- Comparison between managed and unmanaged energy usage
- Cost savings estimation
- Intuitive Tariff Manager¹
- User-friendly data visualization



Monitor your charging stations and fleets in real time:

- Depot assignment
- Status updates
- Charging sessions insights
- State of charge (SoC)
- Live tracking
- Comprehensive reports
- Instant notifications

¹ Manually entry of energy tariffs.

Siemens collaborates with trusted partners to access real-time tariff information, providing customers with precise and up-to-date data.

Benefits



Depot360

Managed Services Packages

Standard Package¹

Charging infrastructure management	Charger onboarding	✓
	Dashboard (including notifications) and reporting	✓
	Authentication (RFID)	✓
	Cellular data plans (via SIM cards)	✓
	Advanced analytics ²	✓
Energy management	Smart Charging (load shifting, peak shaving)	✓
	Energy tariff integration	✓
Support services	24/7 active operations support	✓
	Warranty coverage	✓
	Customer success management	✓
Preventive maintenance	Preventive maintenance	✓
Corrective maintenance	Qualified remote response	Within 4h
	On-site response window	During business hours
	On-site response	Best effort (warranty cases)
	Spare parts management	By customer
	Performance guarantee	None

Optional add-ons and upgrades

Fleet management add-on	Vehicle onboarding	✓
	Telematics integration (incl. vehicle notifications)	✓
	Real-time fleet monitoring (geo-positioning and live location)	✓
	Fleet scheduling and dispatching	✓
	Advanced fleet optimization ²	✓

		ChargerUp	Charged4Route
Performance upgrade	Performance guarantee	98% charger uptime ³	99.5% SoC readiness ^{2,3,4}
	Guaranteed remote response		Within 4h
	On-site response window		Incl. night and weekends
	On-site response		Prioritized (warranty cases)
	Spare parts management		By Siemens
Energy management upgrade⁵	Vehicle schedule-based load management		✓
	Energy cost management and distributed energy resources (DER) integration ²		✓
	Real-time energy tariff and pricing updates ²		✓
	Dynamic energy tariff integration ²		✓
	Demand response ²		✓
Other add-on	Home charging reimbursement ^{2,4}		✓

Availability and price may vary among countries.

¹ Standard package is mandatory to provide managed services.

All add-ons and upgrades can be independently purchased in addition to the standard package.

² Available later in select countries.

³ Specific terms and conditions apply.

⁴ Fleet management add-on is required.

⁵ CAPEX needed to provide the service is not included.

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Depot360 FAQ



1. What is Depot360?

Depot360 is our latest eMobility offering designed to help take the pressure off fleets looking to electrify. It offers a comprehensive turnkey service that can manage the entire electrification journey.

2. What distinguishes Siemens' Depot360 from your existing solutions? What are the innovations or improvements in this new offering?

While Siemens has always provided a range of solutions for eMobility, Depot360 consolidates these into a unified OPEX model. It includes our newly introduced Managed Services, complete with guarantees for uptime and ensuring vehicles are ready for their routes.

3. In which countries is Depot360 available?

Depot360 is currently available in the United States, Canada, Germany, France, the United Kingdom, Sweden, and Norway. Additional countries may follow in a later stage.

4. What does "Charging-as-a-Service" mean exactly?

It means Siemens is bundling hardware, software, and managed services into a predictable OPEX model.

5. What are "Managed Services"?

Managed services mean that Siemens will oversee 24/7 customers' fleet, charging and energy infrastructure, providing prioritized support, using AI-driven platforms, and offering guarantees on charger uptime and route readiness.

6. Do you have pricing information available?

Prices vary significantly between projects, as each customer has different needs. We are however committed to offering financing options that fit our customer budgets.

7. Can customers subscribe to managed services if they already have Siemens charging infrastructure?

Yes.

8. Does Depot360 include software?

Yes, Depot360 utilizes Depot360 AI software platform.

9. Can Depot360 AI software be purchased separately?

No, Depot360 AI is only available with our complete Depot360 CaaS or as part of our Managed Services.

10. How is Depot360 different from DepotFinity?

DepotFinity is a SaaS product to self-manage charging infrastructures. Depot360 Managed Services offers the service of managing charging infrastructures and fleet operations, with guaranteed performance time.

11. How does Siemens differentiate itself from other competitors in the market?

Siemens is a comprehensive, all-in-one provider of mobility electrification solutions, from consulting to managing infrastructure.

12. How do you guarantee the reliability and uptime of your managed services?

We ensure reliability and uptime through a robust combination of AI-driven software, analytics, and both remote and field service capabilities.

13. Is this a lease to own model or does Siemens own the property?

With Depot360 we offer both options to customers. They can lease the CAPEX part and have our Managed Services as OPEX or they can have the end-to-end solution as OPEX (Charging-as-a-Service), and not have the assets on their books.

14. Why should fleet operators consider this service?

We see that fleet operators are overwhelmed with the electrification process and usually do not have the in-house knowledge. With Depot360, Siemens aims to reduce the complexity of their journey, by managing and delivering all the steps, including the management of their operations after conclusion of the project, guaranteeing the continuity of their business.

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