

# eMobility for Dealerships

## Overview of considerations



Automobile manufacturers need dedicated EV charging infrastructure to handle sales volumes of electric vehicles at dealerships, and training for employees.

Increasing sales volumes of electric vehicles means dealerships must be equipped to handle EV charging in order to serve their customers.

### Infrastructure needs

From the facility perspective, dealerships should look for a partner capable of the design and build of the EV charging infrastructure, as well as the impact on the building's overall energy consumption and management.

When evaluating an installation & service partner, consider the following needs:

- > Standardised, scalable, and turnkey solution which can be rolled-out in quickly in multiple locations
- > Installation partner certified to install the selected charger, as well as handling related civil works (e.g. trenching, cabling, grid upgrades)
- > Turnkey solution including user management and interface to offer visitor charging, and see the status of the chargers.
- > Service and maintenance partner using local technicians, with fast response times.

### Personnel needs

Customers expect guidance and advice from dealerships when making the decision to purchase an electric car.

- > A major purchase barrier is related to charging anxiety.
- > Personnel need to be trained on EV charging in order to help customers with their purchase decision.
- > An eMobility partner for automobile companies should have the expertise and ability to offer EV charging training and education for personnel.



Caverion is a leading installation and maintenance provider of electric vehicle charging solutions and their integration with building and energy management systems.

Reach out to learn more:



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