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Interreg Europe

2° International Workshop
Governmental fleet exchange Carinthia

October 5th 2017, Klagenfurt, Austria

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 European Union
European Regional
Development Fund

The given parameter from our decision makers

Reduce the fleet by 1/3 by implementing more public transport in our business trips

Change 1/3 to full electric

And 1/3 stays like it is



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The main questions was:

How many cars are in our fleet?

Which data is available from this fleet?

What are the actual technical options from full electric cars?

And do we get with such a car a positive TCO?



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The governmental fleet 2015

- 270 cars M1
- 7 cars for the members of the government
- 5 Mercedes A-class E-cell



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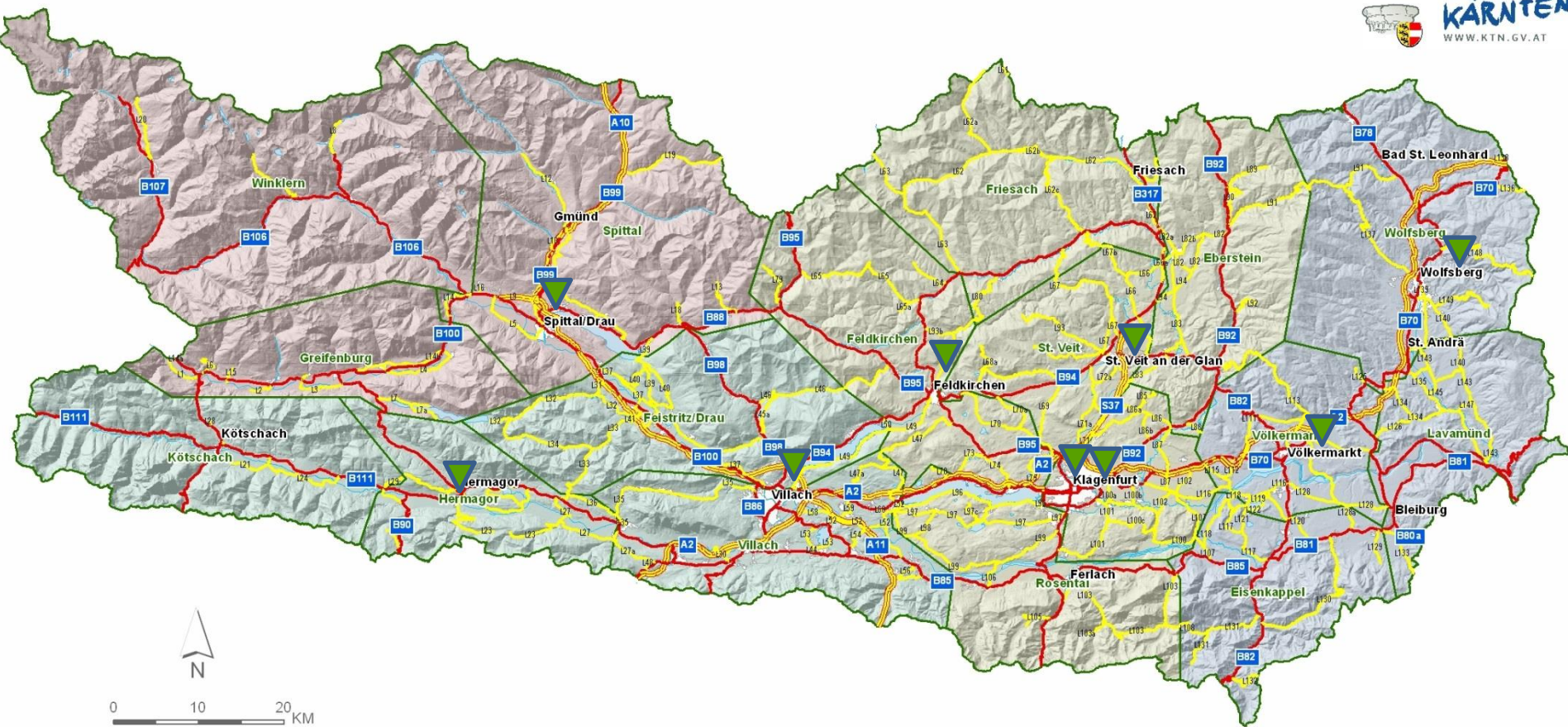


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Main fleet locations



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Gathering the existing data:

Transferring the data from the hand written vehicle logs to an excel file.

Evaluation of this dataset

The outcome is a excel file with >50.000 lines



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Auswertung 02.10.2015 Auswertung Fahrtenbuchdaten 2014 LAND KÄRNTEN
Abt. 7 - Wirtschaft, Tourismus, Infrastruktur und Mobilität

Kennzeich	Marke	Typ	Fahrzeugnutz	Standort	Σ km 2014	Einsatzta	bis 150 km/Tag		150 km - 200 km/Tag		> 200 km/Tag		Tendenz	Anmerkung
							Tage	%	Tage	%	Tage	%		
K-9606 J	VW	Kombi	Kzl. Dion	Kzl. Dion	13.974,00	245	244	99,59%	1	0,41%	0	0,00%	Ja	
K-8996 i	VW	Polo TDI	StrBA Villach	StrBA Villach	10.768,00	202	201	99,50%	0	0,00%	1	0,50%	Ja	
K-7903 G	VW	Polo TDI	StrBA Villach	StrBA Villach	10.531,00	194	193	99,48%	1	0,52%	0	0,00%	Ja	
K-7748 G	VW	Transporter Pritsch	AGV	AGV	3.025,00	164	163	99,39%	0	0,00%	1	0,61%	Ja	
K-2712 A	VW	Polo SDI	StrBA Klagenfurt	StrBA Klagen	24.346,00	193	191	98,96%	1	0,52%	1	0,52%	Ja	
K-7797 G	VW	Polo TDI	StrBA Klgt./Feldk	StrBA Klgt./F	10.941,00	178	176	98,88%	2	1,12%	1	0,56%	?	Belassen? 1 Fahrzeug pro Standort
K-4557 F	VW	Polo TDI	StrBA Wolfsberg/	StrBA Wolfsb	10.758,00	153	151	98,69%	2	1,31%	0	0,00%	Ja	
K-5275 C	VW	Transporter	5 - Vet	Technikzentr	4.473,00	225	222	98,67%	1	0,44%	2	0,89%	?	besonderer Fahrzeugtyp
K-817 DA	VW	Transporter	BFZ	BFZ	4.127,00	139	137	98,56%	1	0,72%	1	0,72%	Ja	
K-815 FN	VW	Polo TDI	BFZ	BFZ	11.258,00	197	194	98,48%	2	1,02%	1	0,51%	Ja	
K-6791 G	VW	Golf Variant TDI	BH Klagenfurt	BH Klagenfur	9.346,00	246	242	98,37%	2	0,81%	2	0,81%	Ja	
K-3759 G	Ford	Vario Bus 330M	BFZ	BFZ	9.627,00	195	191	97,95%	3	1,54%	1	0,51%	Ja	
K-243 CJ	Mercedes	316 CDI	BFZ	BFZ	9.625,00	180	176	97,78%	2	1,11%	2	1,11%	Nein	besonderer Fahrzeugtyp
K-3788 F	Skoda	Yeti	8 - Uabt. Villach	8 - Uabt. Vill	12.611,00	179	174	97,21%	4	2,23%	1	0,56%	?	besonderer Fahrzeugtyp
VK-250 AU	VW	Polo TDI	BH Völkermarkt	BH Völkerma	14.676,00	213	207	97,18%	3	1,41%	3	1,41%	Ja	
SV-495 BV	VW	Polo TDI	BH St. Veit/Glan	BH St. Veit/G	14.434,00	209	203	97,13%	3	1,44%	3	1,44%	Ja	
K-8936 I	VW	Polo TDI	StrBA Klagenfurt	StrBA Klagen	14.698,00	209	203	97,13%	5	2,39%	1	0,48%	Ja	
K-2218 K	VW	Polo TDI	8 - Uabt. Villach	8 - Uabt. Vill	9.724,00	137	133	97,08%	3	2,19%	1	0,73%	Ja	
FE-147 AN	VW	Polo TDI	BH Feldkirchen	BH Feldkirche	10.981,00	194	188	96,91%	2	1,03%	4	2,06%	Ja	
K-633 EN	VW	Polo TDI	StrBA Villach	StrBA Villach	9.114,00	145	140	96,55%	4	2,76%	1	0,69%	Ja	
K-8870 D	VW	Polo TDI	StrBA Villach	StrBA Villach	11.677,00	174	167	95,98%	1	0,57%	6	3,45%	Ja	
VI-100 BC	Skoda	Yeti	BH Villach	BH Villach	19.809,00	241	231	95,85%	8	3,32%	2	0,83%	?	besonderer Fahrzeugtyp
Vk-401 BW	Dacia	Daster	BH Völkermarkt	BH Völkerma	19.575,00	231	221	95,67%	7	3,03%	3	1,30%	Ja	
K-8997 I	VW	Polo TDI	StrBA Wolfsberg	StrBA Wolfsb	10.756,00	135	129	95,56%	2	1,48%	4	2,96%	Ja	
VK-769 BK	Skoda	Yeti	BH Völkermarkt	BH Völkerma	18.211,00	222	212	95,50%	7	3,15%	3	1,35%	?	besonderer Fahrzeugtyp
VK-770 BK	VW	Polo TDI	BH Völkermarkt	BH Völkerma	15.062,00	205	195	95,12%	6	2,93%	4	1,95%	?	
K-8925 I	VW	Polo TDI	8 - Uabt. Villach	8 - Uabt. Vill	10.547,00	136	129	94,85%	5	3,68%	2	1,47%	?	Belassen? 1 Fahrzeug pro Standort
K-8626 V	VW	Polo SDI	StrBA Klagenfurt	StrBA Klagen	11.637,00	160	160	94,67%	7	4,14%	2	1,18%	Ja	

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What were the challenges?

The enormous price reductions from the retailer for the combustion engines

The fear from the fleet managers and the employees to change the drive train



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The TCO is tide positive to the diesel cars but only by using the national incentives and the high diesel prices.

Conclusion was it is possible in a technical and economical way to change 82 car immediate. Due to the leagel frame work for tenders it was possible to change 25 car in the first step.

In June this 25 cars were delivered.

To overcome the fear of my colleagues we organized three stakeholder workshops to give them all the requested answers and to introduce the vehicles.



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Thank you!

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