



EDF Small
Business

Electrifying your small business

How to save cash and cut carbon



Lunch & learn agenda

01 Introduction

02 The EV landscape – why businesses are electrifying now now

03 Charging basics – speeds, types & workplace use cases cases

04 The Electrification Ladder – planning your investment

05 Benefits & ROI – making the numbers work

06 Pod Point products, smart management & tariff tips

07 The installation journey – what to expect

08 Q&A

What's your biggest barrier to EV charging at your business?

A

Not sure if the cost is worth it

B

I rent/lease – worried about landlord approval

C

Not sure if my electrical supply can cope

D

Don't know where to start

E

Already have chargers – here for tips!

The EV landscape – why it matters for your business

2M+

EVs on UK roads today

2030

New petrol & diesel car
sales ban

40%

of drivers can't access at home
charging

**Your customers and employees are
already switching.**

Adoption remains strong - incentives or
not, the UK's electric transition is firmly in
motion.

Range anxiety is lessening.

Modern EVs average 200–300+ miles per
charge. The concern isn't running out mid-
journey – it's having somewhere
convenient to top up.

**Employees with EVs need workplace
charging.**

Many UK homes can't easily charge
overnight. A workplace charger is a
genuine staff benefit.

The electrification ladder

Start small. Scale smart. Every business has a starting point.

1.

Quick wins in the office

The easy stuff first

LED lighting, smart power strips, energy-efficient appliances. Low cost, zero disruption, and the savings start straight away.



2.

Smarter energy use

Upgrade how your building runs

Smart heating controls, motion-sensor lighting, energy monitoring. You start to see where the waste is - and cut it.



3.

Charge your team's EVs

Your first charge point

1–2 sockets, Workplace Charging Scheme (WCS) grant, understand your site capacity. Minimal investment, real benefit for employees making the switch to electric.



4.

Generate your own power

Solar and beyond

Rooftop solar, battery storage, smart energy management. Your building stops being a cost centre and starts working for you.

The electrification ladder

Start small. Scale smart. Every business has a starting point.

1.

Your first charge point

1–2 sockets, WPCS grant, understand your site capacity, minimal investment



2.

Employee & visitor charging charging

2–4 charge points, smart management app, simple payment payment for visitors



3.

Grow your network

Add more charge points, open to to guests/customers, start generating generating revenue



4.

Fleet & multi-site scale

Dynamic load management, fleet software integration, 10+ charge points across sites

Charging basics – speeds, types & workplace use cases



Home Charger vs. Business Charger – what's the difference?

	Home Charger	Business Charger
Power output	7kW typical	7kW–22kW, scalable
User access	Single household	Multiple users / guests
Payment	Owner pays	Set your own pricing
Management	Basic app	Full back-office & reporting
OZEV grant	EV homecharge scheme	WPCS (up to £500/socket)

Common barriers – and how to overcome them



I rent / have a landlord

Many landlords are supportive once they understand the benefits to the property value and tenants. We can provide letters of support and help structure the conversation. EV chargers can be a lease negotiation point.



My electrical supply may not cope

A free site survey will assess your current capacity. Dynamic load management means chargers share available power intelligently. Many sites are fine; upgrades can be phased with your growth plan.



Car park / planning restrictions

Most business EV charger installations fall under permitted development – no planning permission required. We'll identify any exceptions during the survey and guide you through the process.



I'm not sure of the ROI

Revenue from employee and visitor charging can offset costs significantly. The WPCS government grant reduces upfront outlay. We'll look at worked examples on the next slides.

Lower costs with the Workplace Charging Scheme

The Workplace Charging Scheme (WCS) offers £500 per socket for up to 40 sockets, helping businesses, charities, and small providers cut the costs of adopting EV solutions.

You can apply now but be quick - the grant is confirmed to close for applications on 31 March 2027.

1. Check eligibility

We'll confirm qualification and property details.

2. Pod site survey

To assess layout, parking, and infrastructure needs.

3. You apply for the Grant

Create OZEV account, submit details, & receive your voucher.

4. Installation & claim

Pod's installers complete work and submit the claim.

5. Funding confirmed

The voucher is verified and grant applied to final invoice.

The benefits – revenue, staff & operations

Revenue Opportunities

- Charge employees, visitors & customers
- Set your own tariff – including time-of-use rates if applicable (check your current tariff for per-kWh charges)
- Guests stay longer when they can charge
- Hospitality booking sites EV filters – get found!
- Regular employee use – steady usage revenue
- Offset electricity costs with smart tariffs

Business & staff benefits

- Staff EV charging = salary sacrifice benefit (tax efficient)
- Attract & retain talent – charging is increasingly expected
- ESG credentials – view CO2 avoidance data
- Future-proof your premises ahead of 2030 transition
- Competitive edge over neighbouring businesses
- Potential to reduce fleet fuel costs via charge-at-work

ROI in practice – three worked examples



B&B / Guest House

Chargers	2 sockets
Usage	10 guests/week charging 6-8hrs overnight
Monthly revenue	~£535 per month
Grant offset	£1000



Guests actively seek EV-friendly stays on Booking.com



Office / SME Workplace

Chargers	4 sockets
Usage	8 employees charging daily 2-4hrs
Monthly Revenue	~£938
Grant offset	£2,000



Salary sacrifice scheme amplifies employee value



Retail / Leisure Venue

Chargers	6 sockets
Usage	5 - 1hr sessions per socket
Monthly Revenue	~£1,588.50
Grant offset	£3000



Dwell time increase benefits in-store spend

Based on an average commercial electricity rate of 26p/kWh and EV charging rate to users at 50p/kWh

Workplace EV charger comparison



Solo Pro

Perfect when you need a simple, wall-mounted charging solution. Great for smaller sites or paired bays where you can mount chargers back-to-back. Ideal if you want individual control, RFID access, and to keep costs down by avoiding groundworks.



Twin charger

A smart choice for open car parks or rows of bays where space really counts. Its compact pillar design hosts two sockets in one unit, making it a cost-effective way to support higher EV traffic while keeping installation neat and neat and uncomplicated.



	Solo Pro	Twin
Charging speeds	7.4kW or 22kW	7.4kW or 22kW
Connectivity	Wi-Fi 3G/4G & Ethernet (optional) Ethernet better for sites with unreliable Wi-Fi	Wi-Fi 3G/4G (optional)
Site Management Service subscription	Yes	Yes
3-year warranty	Yes	Yes
RFID enabled	Yes Additional secure user identification & control	No
MID meter	Yes (optional)	No
Twin socket per charger	No	Yes
Mounting type	Wall mounted or freestanding (via mounting pole)	Freestanding

Smart Site Management Service – for business owners



Site Management Service - For the Business

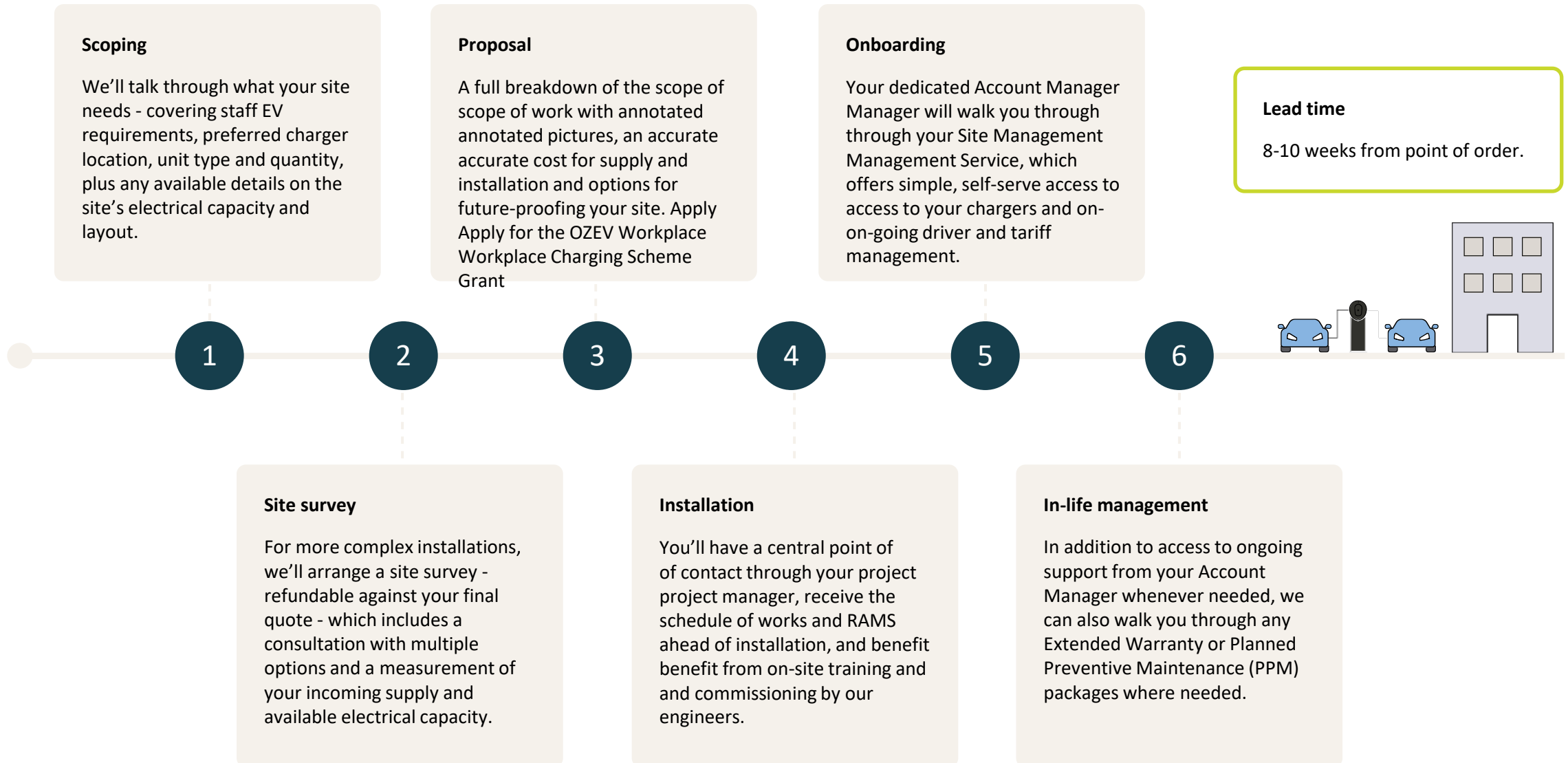
- Monitor usage & revenue in real-time
- Set access controls (staff only, semi-public, RFID card)
- Configure pricing per kWh or per session
- Download reports for accounting
- Receive alerts if a charger goes offline
- Fully managed service option – we handle everything
- Pod will deposit collected revenue automatically each month



Pod Point app - For the EV Driver

- Approved drivers find your chargers via Pod Point app
- Start a charge instantly by app or RFID card
- Paying drivers simply deposit a credit in the app and start charging
- See charging status on their phone
- Access to Pod's UK-wide network
- 24/7 driver support line

Steps to electrification



Questions & answers

Ask us anything



Thank you

For further support, please contact:

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