



Delivery Partner Program

Trusted Delivery for Fleet Transition Success

The Delivery Partner Program enables qualified organizations to deliver one or more of the pre-scoped Panasonic Smart Fleet Transition Solutions Quick Start Packages. These partners bring implementation expertise that helps fleet owners move efficiently from strategy to execution, ensuring consistency, quality, and measurable results.

Partners deliver one or more of the following pre-scoped Quick Start Packages:

- 1. Fleet Readiness Assessment:** Establish baseline emissions, operational profile, and electrification feasibility to guide early decision-making.
- 2. Infrastructure Feasibility Study:** Assess grid capacity, charger layout, and interconnection readiness to plan near-term charging infrastructure.
- 3. Fleet Transition Planning:** Develop a phased roadmap for transitioning to low- or zero-emission vehicles, aligned with operational and financial goals.
- 4. Total Cost of Ownership Modeling:** Build comparative cost and emissions models to support executive decision-making.
- 5. Funding Optimization Package:** Identify and capture available incentives across federal, state, and utility programs.
- 6. Pilot Program Deployment:** Launch a small-scale pilot (3–5 vehicles) to validate performance, workflows, and ROI before scaling fleet transition efforts.

Who Should Apply

Organizations with proven delivery capabilities, operational maturity, and a track record of performance that can serve as trusted suppliers delivering Panasonic Smart Fleet Transition Solutions Quick Start Packages to end customers.

- **Proven delivery track record:** Completed multi-stakeholder projects on time, within scope to defined quality standards.
- **Operational excellence:** Documented governance, risk controls, safety compliance, quality assurance, and continuous improvement practices.
- **Qualified delivery team:** Experienced project leadership and subject matter experts for fleet, energy, and infrastructure engagements.
- **Resource commitment and readiness:** Dedicated capacity, named personnel, and scheduling discipline to meet delivery timelines.
- **Partnership discipline:** Works under direction, communicates transparently, meets reporting requirements, and upholds brand and conduct standards.

How It Works

1. **Submit Interest:** Complete the Partner Interest Form to outline your delivery capabilities, team expertise, and relevant project experience.
2. **Initial Review:** Our team evaluates submissions based on delivery capacity, qualifications, and alignment with program standards.
3. **Validate Delivery Capability:** Our team confirms technical expertise, resource readiness, and quality processes required to deliver Quick Start Packages successfully.
4. **Execute Supplier Agreement:** Finalize commercials and terms in a single supplier agreement that defines scope, expectations, performance metrics, and reporting requirements.
5. **Onboard and Certify:** Complete onboarding and certification to align with delivery methods, governance, and communication protocols.
6. **Support Late-Stage Opportunities:** Begin supporting our team during late stages of prospect discussions as delivery subject-matter experts to scope effort, timelines, and risks.
7. **Deliver Assigned Packages:** Upon award, deliver the scoped Quick Start Packages under program direction, meeting timelines, quality standards, and customer satisfaction goals.

Learn more about

Panasonic Smart Fleet Transition Solutions Partner Program

email DL_SMO_Sales@us.panasonic.com or visit SmartFleetTransition.com