



**PROPOSAL FOR THE LEASE OF ELECTRIC VEHICLES TO
BULK OIL STORAGE AND TRANSPORTATION COMPANY
LIMITED (BOST)**



1. Introduction

1.1 About Eco-Fleet Ghana

Eco-Fleet Ghana is a pioneering Electric Vehicle (EV), and EV infrastructure leasing, marketing and sales company dedicated to revolutionizing Ghana's transportation sector through sustainable, high-performance, and cost-efficient electric mobility solutions. We specialize in the distribution of electric and hybrid vehicles designed to meet the demands of corporate, industrial, and institutional clients. Our mission is to accelerate Ghana's transition to clean energy transportation while reducing operational costs for businesses.

1.2 Purpose of the Proposal

Bulk Oil Storage and Transportation Company Limited (BOST) plays a critical role in Ghana's energy logistics, requiring a reliable, efficient, and environmentally friendly fleet. Eco-Fleet Ghana proposes a tailored lease agreement for the supply of **2 electric pickup trucks, 1 electric bus, 3 four-wheel drives (4x4), and 5 electric saloon cars** to enhance BOST's operational efficiency while supporting sustainability goals.

1.3 Why Choose Electric Vehicles?

- Lower Operating Costs - EVs reduce fuel expenses by up to 70% compared to petrol or diesel vehicles.
- Reduced Maintenance - Fewer moving parts mean lower servicing costs and less downtime.
- Energy Security - Reduces dependence on imported fossil fuels.
- Alignment with Government Policy – alignment with Government of Ghana/ Ministry of Energy's green transition goal
- Zero Emissions - Eliminates harmful exhaust pollutants, contributing to cleaner air. Contribute to Ghana's progress towards the SDGs including SDG 7 (affordable and clean energy), SDG 11 (Sustainable cities and communities), SDG 13 (climate action)

2. Proposed Lease Model

2.1 Lease Structure & Benefits

Eco-Fleet Ghana offers a flexible, hassle-free leasing solution designed to minimize upfront costs while ensuring optimal fleet performance.

Key Lease Terms

- Lease Duration - 3–5 years (customizable based on BOST's preference).
- Monthly Payments - Fixed, predictable costs with no hidden charges.
- End-of-Lease Options
 - Purchase the vehicles at a discounted residual value.
 - Upgrade to newer EV models for improved technology.
 - Return the vehicles with no further obligations.

Inclusive Services

✓ Full Maintenance & Servicing - Covers routine checks, battery health monitoring, and repairs.

✓ Battery Warranty - **5-year** or **150,000 km** coverage (whichever comes first).

✓ Driver Training Programs - Educating BOST drivers on EV efficiency and best practices.

2.2 Charging Infrastructure Support

To ensure seamless operations, Eco-Fleet Ghana can facilitate the installation and maintenance of charging stations at BOST's key operational hubs at an additional fee.

3. Vehicle Specifications & Performance

(Subject to change based on availability and client preference)

3.1 Electric Pickup Truck

Model: Dongfeng Z9 GE

- **Range:** 350 km per full charge (tested under mixed urban and highway conditions).
- **Battery:** 75 kWh Lithium-Iron-Phosphate (LiFePO₄) – known for longevity and safety.
- **Payload Capacity:** 1,000 kg (ideal for logistics and field operations).
- **Charging Options**
 - Fast DC Charging (50 kW): 0–80% in 45 minutes.
 - AC Charging (11 kW): 0–100% in 7 hours (overnight charging).

Additional Features

- Regenerative braking for extended range.
- GPS tracking and fleet management integration

3.2 Electric Bus

Model: K7M ER 30' TRANSIT BUS

- **Range:** 315 km per full charge (sufficient for daily staff shuttle routes).
- **Battery:** 120 kWh with advanced thermal management for tropical climates.
- **Passenger Capacity** - 30–35 seats (air-conditioned cabin).
- **Charging Time:**
 - Fast DC Charging (100 kW): 0–80% in 1 hour.
 - Overnight AC Charging: Full charge in 8 hours.

Ideal Use Cases

- Employee transportation between BOST depots.
- Corporate event shuttles.

3.3. Four-wheel drive

Model: Geely's Lynk & Co 900

- **Range** - 500 km per charge (best-in-class for executive travel).
- **Battery** - 60 kWh with ultra-fast charging capability.
- **Fast Charging (DC):** 0–80% in 30 minutes.
- **Luxury Features**
 - Premium interior with touchscreen infotainment.
 - Advanced driver-assistance systems (ADAS).

3.4 Electric Saloon

Model: BYD QIN L

- **Range** - 545 km per charge (best-in-class for executive travel).
 - **Battery** - 60 kWh with ultra-fast charging capability.
 - **Fast Charging (DC):** 0–80% in 30 minutes.
 - **Luxury Features**
 - Premium interior with touchscreen infotainment.
- Advanced driver-assistance systems (ADAS).

4. Financial Proposal & Cost Savings Analysis

4.1 Lease Cost Breakdown

Vehicle Type	Units	Monthly Lease Cost (per unit)	Total Monthly Cost
Electric Pickup	2	GHS 30,000	GHS 60,000
Electric Bus	1	GHS 30,000	GHS 30,000
Four-wheel drive	3	GHS 45,000	GHS 135,000
Electric Saloon Car	5	GHS 15,000	GHS 75,000
Total Monthly Lease			GHS 300,000

(Final pricing negotiable based on lease duration and bulk discounts.)

4.2 Comparative Cost Savings vs. Diesel/Petrol Vehicles

Expense Category	Diesel/Petrol Fleet	Eco-Fleet EVs	Savings
Fuel Costs (Monthly)	GHS 300,000	GHS 90,000	70%
Maintenance (Annual)	GHS 600,000	GHS 200,000	67%
Carbon Tax Compliance	Applicable	Exempt	100%

5. Implementation & Support Plan

5.1 Delivery & Deployment Timeline

- Contract Signing: (TBD)
- Delivery & Commissioning: (TBD)
- Charging Setup: (TBD)
- Driver Training (TBD)

5.2 Ongoing Support Services

- Dedicated Account Manager for fleet coordination.
- Quarterly Performance Reports on battery health and efficiency.
- Priority Access to Software Updates for enhanced performance.

6. Conclusion & Next Steps

Eco-Fleet Ghana is committed to delivering a seamless, cost-effective, and eco-friendly fleet solution for BOST. We propose a collaborative partnership to ensure a smooth transition to electric mobility.

Next Steps:

1. Schedule a Meeting: Presentation of our EVs.
2. Finalize Lease Terms: Customize agreement based on BOST's needs.
3. Deployment & Training: Full support throughout the rollout.

We look forward to discussing this proposal in detail.

Submitted by,

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APPENDIX

- Technical Data Sheets
- Lease Agreement Draft
- Client Testimonials & Case Studies
- Charging Infrastructure Proposal

APPENDIX- EXPANDED SUPPORTING DOCUMENTS

Appendix A: Technical Data Sheets

1. Eco-Fleet E-Pickup X3 (2 Units)

Key Specifications

- Motor Power - 150 kW (201 HP)
- Torque - 350 Nm
- Battery Type - Lithium-Iron-Phosphate (LiFePO₄)
- Battery Capacity - 75 kWh
- Range - 350 km (mixed driving)
- Max Speed - 120 km/h
- Charging Port Type - CCS2 (Combo)
- Fast Charging (DC 50 kW) - 30 mins (20%–80%)
- AC Charging (11 kW) - 7 hours (0–100%)
- Payload Capacity - 1,000 kg
- Towing Capacity - 1,500 kg
- Warranty -
 - Battery: 8 years / 160,000 km
 - Motor & Drivetrain: 5 years / 100,000 km

Safety Features

- ABS + EBD

- Dual front airbags
 - Lane departure warning
 - Regenerative braking system
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2. Eco-Fleet E-Bus T5 (1 Unit)

Key Specifications

- Motor Power: 200 kW (268 HP)
- Torque: 500 Nm
- Battery Type: NMC (Nickel Manganese Cobalt)
- Battery Capacity: 120 kWh
- Range: 300 km (urban conditions)
- Max Speed: 90 km/h (governed)
- Passenger Capacity: 30–35 seats
- Charging Port Type: CCS2 (Combo)
- Fast Charging (DC 100 kW): 1 hour (20%–80%)
- Overnight Charging (AC 22 kW): 8 hours (0–100%)
- Warranty:
 - Battery: 8 years / 200,000 km
 - Motor & Drivetrain: 5 years / 150,000 km

Comfort & Features

- Air conditioning with eco-mode
 - USB charging ports
 - Low-floor design for accessibility
 - Real-time fleet tracking
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3. Four-wheel drives (3 Units)

Model: Geely's Lynk & Co 900

- **Range** - 500 km per charge (best-in-class for executive travel).
- **Battery** - 60 kWh with ultra-fast charging capability.
- **Fast Charging (DC)**: 0–80% in 30 minutes.
- **Luxury Features**
 - Premium interior with touchscreen infotainment.
 - Advanced driver-assistance systems (ADAS).

4. Eco-Fleet E-Sedan S1 (5 Units)

Key Specifications

- Motor Power: 120 kW (161 HP)
- Torque: 300 Nm
- Battery Type: Lithium-Iron-Phosphate (LiFePO4)
- Battery Capacity: 60 kWh
- Range: 400 km (highway driving)
- Max Speed: 150 km/h
- Charging Port Type: CCS2 (Combo)
- Fast Charging (DC 60 kW): 30 mins (20%–80%)
- Home Charging (AC 7.4 kW): 9 hours (0–100%)
- Warranty:
 - Battery: 8 years / 160,000 km
 - Motor & Drivetrain: 5 years / 100,000 km

Luxury & Tech Features:

- 10-inch touchscreen infotainment
- Apple CarPlay & Android Auto
- Adaptive cruise control
- Wireless phone charging

Appendix B: Draft Lease Agreement

Key Terms & Conditions

1. Lease Duration: 3–5 years (flexible)
2. Monthly Payments: Fixed rate (adjustable for inflation)
3. Maintenance & Servicing:
 - Included in lease cost
 - Scheduled servicing every 10,000 km
4. Battery Warranty: 8 years / 160,000 km
5. Insurance: Optional comprehensive coverage
6. Early Termination Clause:
 - 6-month notice required
 - Early exit fee: 20% of remaining lease value
7. End-of-Lease Options:
 - Purchase at residual value
 - Lease extension
 - Vehicle return (in good condition)

Delivery & Acceptance Clause

- BOST to inspect vehicles upon delivery
 - 7-day acceptance window for defect reporting
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Appendix D - Charging Infrastructure Proposal

- **Installation Cost**
 - Fast DC Charger (100 kW): GHS 250,000 per unit
 - AC Charger (22 kW): GHS 50,000 per unit
- **Recommended Setup**
 - 3 DC fast chargers (strategic depots)

- 10 AC chargers (overnight charging)

Solar-Powered Charging (Optional Add-On)

- **Hybrid Solar-Grid Chargers** - Reduce electricity costs by 30%
 - **Payback Period** : 3–4 years
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CONTACT US

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