# **Proposal Memo: VoltLink Logistics — EV Fleet Optimization Pilot**

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 **Prepared by:** VoltLink Logistics Inc.  
 **Contact:** Michael Reyes, Head of Strategy (m.reyes@voltlink.ai)

## **Executive Summary**

VoltLink Logistics seeks a **$750,000 strategic investment** to fund a 12-month pilot program designed to demonstrate cost reductions and fleet-wide emissions tracking for medium-sized delivery operators.  
 The company’s proprietary *RouteOS* platform combines telematics data, predictive maintenance, and smart-charging coordination across EV fleets.

The pilot will focus on **15 vehicles operated by Metro Delivery Group (MDG)** in Chicago. Early simulations show potential for **20 % fuel-equivalent savings** and **30 % downtime reduction** versus unmanaged charging.

## **Problem Statement**

EV adoption in logistics has accelerated, but cost savings are inconsistent.  
 Operators cite three major barriers:

1. **Uncoordinated Charging:** drivers rely on public fast chargers, causing queue delays and demand-charge penalties.
2. **Maintenance Oversight:** disconnected diagnostic data leads to preventable component failures.
3. **Fragmented Reporting:** ESG data for investors and regulators must be compiled manually across systems.

VoltLink’s RouteOS addresses these gaps through integrated scheduling, maintenance alerts, and unified analytics dashboards.

## **Pilot Plan**

**Scope:**

* Deploy VoltLink hardware gateway to 15 vehicles and 2 depots.
* Integrate with MDG’s dispatch software via API.
* Run controlled test for 6 months, expand to full year pending milestones.

**Milestones & Funding Allocation:**

| **Milestone** | **Target Date** | **Cost ($)** | **Deliverable** |
| --- | --- | --- | --- |
| System Integration | Apr–May 2025 | 150 000 | Gateway installation, API connection |
| Pilot Operations | Jun–Nov 2025 | 400 000 | Live telemetry, analytics dashboard |
| Reporting & Scale-Up | Dec 2025–Mar 2026 | 200 000 | ESG reports, ROI validation, final recommendation |

Total Pilot Cost: **$750 000**

## **Projected Outcomes**

| **Metric** | **Baseline** | **Target** | **Notes** |
| --- | --- | --- | --- |
| Downtime (hrs/vehicle/month) | 14 h | 10 h | Predictive maintenance scheduling |
| Energy Cost / mi | $0.26 | $0.21 | Smart-charging optimization |
| Fleet Utilization | 78 % | 85 % | Real-time route coordination |
| Annualized CO₂ Reduction | — | 320 t | Verified third-party measurement |

**ROI Estimate:** 14 % in first year post-deployment, expanding to 30 % with full fleet rollout.  
 **Break-Even:** ~22 months assuming 150-vehicle scale.

## **Investment Structure**

VoltLink proposes a **convertible note** with a **20 % discount** on the next priced round, 24-month maturity, and 6 % interest.  
 Funds will be used exclusively for pilot operations and data platform scaling.

The company’s current cap table comprises founders (62 %), early angels (18 %), and strategic EV-OEM investors (20 %).

## **Risks & Mitigations**

* **Adoption risk:** mitigated by existing MDG partnership and OEM backing.
* **Hardware reliability:** mitigated through redundancy testing and SLA-bound supplier contracts.
* **Capital intensity:** mitigated by SaaS-based recurring revenue post-pilot.

## **Conclusion**

VoltLink’s approach to integrated EV-fleet optimization has near-term validation potential and strong ESG positioning.  
 While capital needs are moderate, the pilot’s scale relative to total addressable market (TAM $3.4 B) suggests high strategic leverage.