



Cars & Drivers



Mileage Data + Purpose of Use from Mobile APP (Logbook)

Business Use

Fuel

Scope 1

Milage Based

CO2

Business Milage x OEM CO2g/km

CH4, NO2

Business Milage x OEM [CH4] or [NO2]g/km

Fuel Based

- Fuel Transaction Data
- Fuel Spend [\$] x Average Fuel Price [L/\$]

CO2, CH4, NO2



EV

Scope 2

Milage Based

CO2, CH4, NO2

kWh (Business Milage x OEM Car Average miles perkWh) x Purchased Electricity EF

Charging Based

- Electricity Transaction Data (No home charging case)

CO2, CH4, NO2



Commuting

Fuel

EV



Scope 3

CO2, CH4, NO2

Combination of Scope 1 & 2 Method with Commuting Milage or Commuting Milage Ratio

Private Use

Out of Scope

Sustainability: The Data Challenge



OVIDRIVE
Global Fleet System, Services & Consulting

Understanding the mechanics of Science-Based Targets and Greenhouse Gas Accounting from a fleet management perspective

Business Milage x OEM CO2g/km
Business Milage x OEM Car Average miles

Business Milage x OEM CO2g/km

Will you be successful in supporting your company's sustainability strategy? A short self-evaluation.

- [Yes / No] • Has your company formalized its sustainability targets?
- [Yes / No] • Has a strategy been defined to reach these targets?
- [Yes / No] • Has this strategy been translated for the Fleet & Mobility category?
- [Yes / No] • Do you know your current emissions?
- [Yes / No] • Are you all set to report scopes 1, 2 and 3 including the split commuting/business/private according to the GHG Protocol?
- [Yes / No] • Do you have the tools in place to measure and report on car level?

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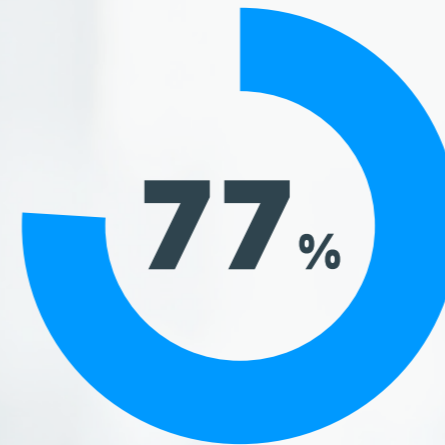


INTRO

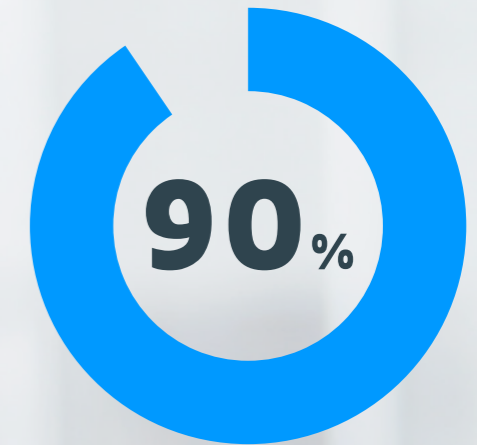
Sustainability dominates the fleet & mobility conversation. Surveys amongst corporate fleet professionals demonstrate an increasing interest in the topic, especially in electrification, whilst car manufacturers and lease providers alike provide – or have a roadmap prepared for – more sustainable transport solutions.

Sustainability however goes beyond electrification and has gained importance for other reasons than purely ecological convictions. Sustainability is now a corporate contract with its own governance, obligations and liabilities – and compliance is required.

In this White Paper, OviDrive will share with you how this contract works, explain its rules and, most importantly, outline how you can comply.



77% of corporate fleets are engaged in the electrification of their fleets, up from 42% in 2019



90% of corporate fleet managers in Europe anticipate a sizable increase in the EV share of their fleets by the end of 2021 - up from 75% in 2019



Sustainability is identified as the highest strategic priority for Global Fleet Managers, up from 4th position of importance in 2019

Reference : Global Fleet Survey 2021 (<https://www.fleeteurope.com/en/knowledge-center/survey/global-fleet-survey-2021-full-results>)

1 THE CONTEXT

The Paris Climate Agreement

The ambition of the United Nation's Paris Climate Agreement is to limit global warming to well below 2, preferably to 1.5 degrees Celsius, compared to pre-industrial levels. For its member countries, the Paris agreement is not optional: actions need to be taken.

These actions are formalized in NDCs or "Nationally Determined Contributions" in which each country needs to demonstrate how it will build resilience to adapt to the impact of rising temperatures. NDCs are consequently broken down into long-term strategies, called "Long-Term Greenhouse Gas Emission Development Strategies."

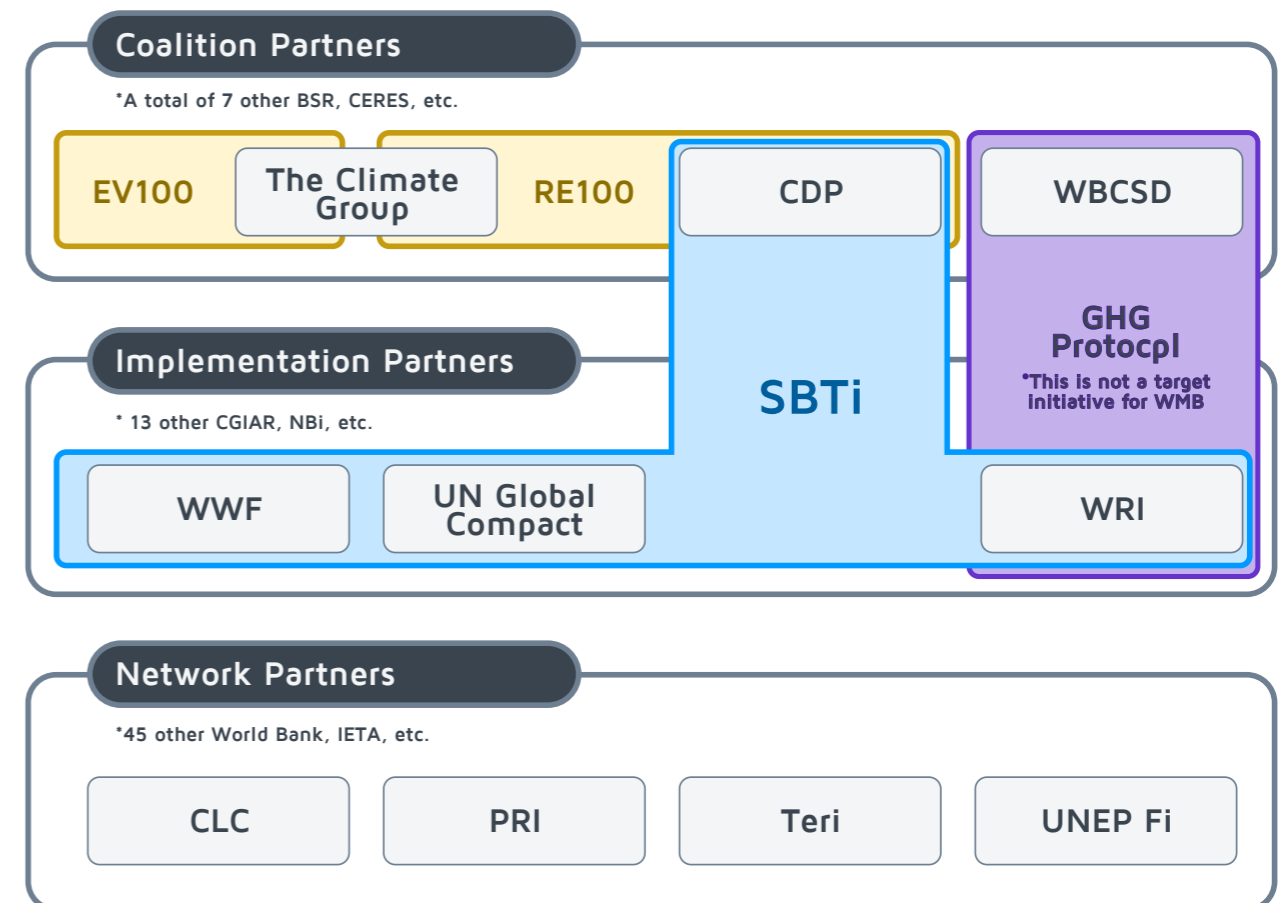
In addition to the country frameworks, the Paris Climate Agreement has initiated a variety of other partnerships and organisations, contributing to the Agreement's targets.



We Mean Business

A group of seven climate focused nonprofit organizations has taken action by creating the "We Mean Business" platform. The platform consists of 3 partnership groups:

- Coalition Partners, such as Climate Group's EV100 (electric vehicles) and RE100 (renewable energy), tasked to influence the corporate ecosystem and encourage companies and investors to collaborate
- Implementation partners, tasked to provide governance
- Institutional Network partners (44 in total, such as World Bank)



"We Mean Business" covers a wide range of activities and sub-platforms, focused on promoting global warming countermeasures in 7 areas:

- Net-Zero (e.g., SBTi)
- Energy (e.g., RE100)
- Urban (e.g., EV100)
- Land
- Industrial
- Enablers
- Resilience

Science Based Targets

The Science-Based Targets initiative, or SBTi, is created by WWF, UN Global Compact, Carbon Disclosure Project and the World Resource Institute as part of the Net-Zero area. It provides a well-defined pathway for companies to reduce greenhouse gas emissions, combining ambitions of preventing the worst impacts of climate change and creating future-proof business growth.



SCIENCE BASED TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Companies have different options to underwrite the SBTi. Amongst the 1845 companies that are part of SBTi, 919 are engaged to report according to SBTi and 815 are committed to the 1.5-degree objective.

Amongst the first companies to join in June 2015 were financial institutions such as AXA Group and ING Group, but in the meanwhile almost every company of significance has joined.

These companies have joined for several reasons, the main being the compatibility of SBTi with economic growth. Alignment with climate regulations and policies is key to product transformation, corporate reputation and is necessary to enter new markets or segments.

In other words, not complying will affect revenues.

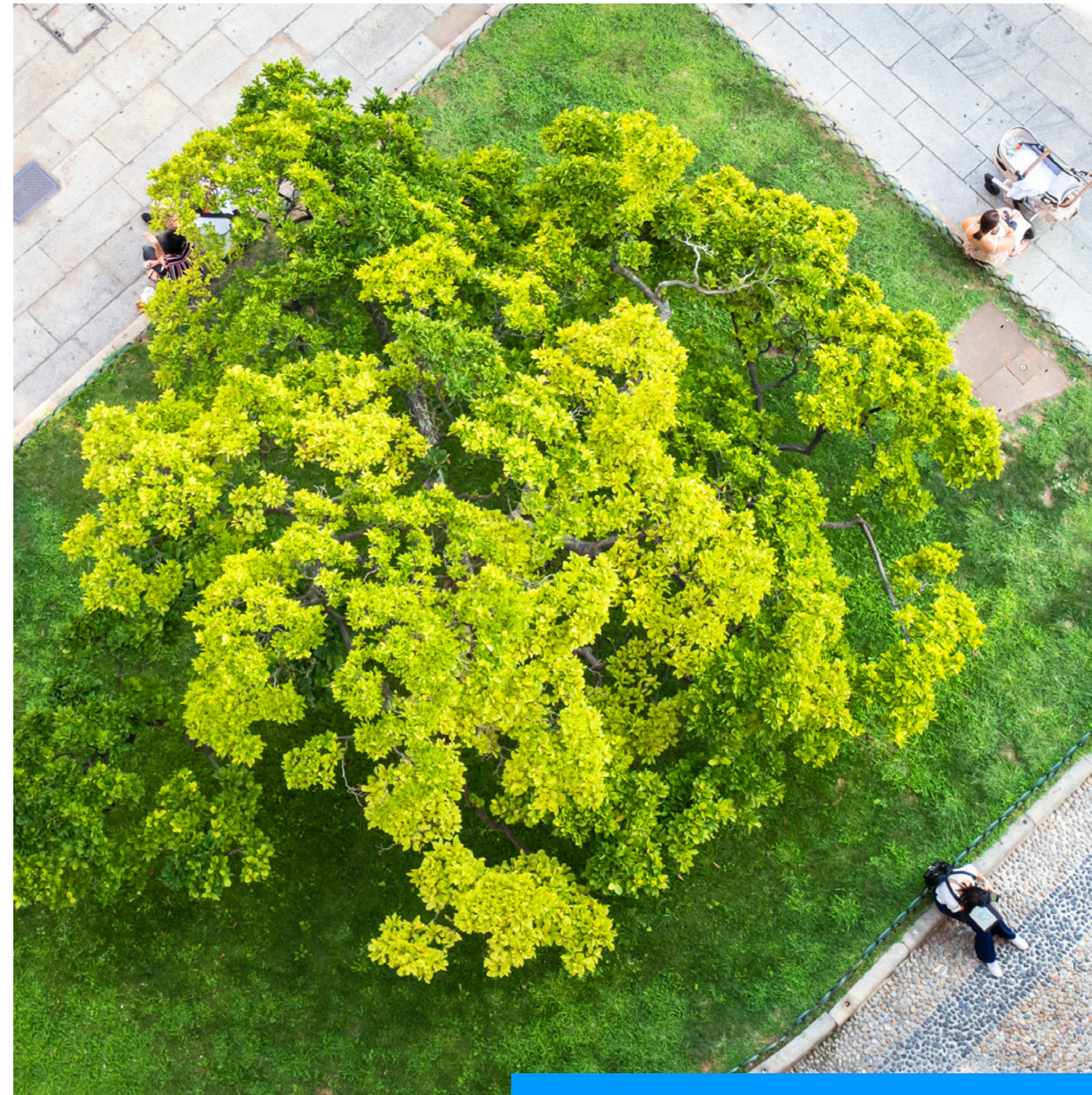
Greenhouse Gas (GHG) Protocol

The final element to add to the corporate sustainability matrix is the GHG Protocol. This protocol establishes a comprehensive global standardized framework to measure and manage greenhouse gas emissions from private and public sector organisations, value chains and mitigation actions.



GREENHOUSE GAS PROTOCOL

The GHG Protocol is to sustainability what GAAP is to accounting: the most widely used accounting standard. Companies use the Protocol's tools and methodologies to calculate emissions and measure the success of climate change mitigation projects.



2

UNDERSTANDING THE BASICS

Greenhouse Gas(GHG)

In the corporate fleet ecosystem, the current focus is on carbon dioxide (CO₂). It is the most reported sustainability performance metric. As a result, CO₂ has made its entry in car policies as well as in tax regulations.

It is however important to note that CO₂ is not the only GHG that matters. A total of 6 gases need to be reported on:

- Carbon dioxide (CO₂)
- Methane (CH₄)
- Nitrous oxide (N₂O)
- Hydrofluorocarbons (HFCs)
- Perfluorocarbons (PFCs)
- Sulphur hexafluoride (SF₆)

The first 3 gases (CO₂, CH₄ and N₂O) are part of the reporting requirements in the car fleet segment, the remaining 3 being applicable to industry, production, manufacturing.

As reporting of CH₄ and N₂O is significantly more complex than the reporting of CO₂, the concept of CO₂e or CO₂ equivalent is used. CO₂e refers to a "translation in CO₂" of each of the GHG. It bundles greenhouse gases into a single number and allows for easy comparison of GHG in terms of their global warming potential. The IPCC provides a model for the mathematical recalculation from CO₂ to other GHGs, also referred to as "Global Warming Potential" or GWP. The ratios are:

IPCC 4th Assessment Report (AR4)

Greenhouse Gas	Global Warming Potential (GWP)
Carbon dioxide (CO ₂)	1
Methane (CH ₄) - Fossil	25
Nitrous oxide (N ₂ O)	298
Hydrofluorocarbons (HFCs)	124 - 14,800
Perfluorocarbons (PFCs)	7,390 - 12,300
Sulfur hexafluoride (SF ₆)	22,800

Using the right terminology: Carbon-Neutral, Zero Carbon, Net Zero

Confusion might arise when slogan statements, such as "Net Zero by 2030", are being used as a tool to communicate targets and strategies. When used correctly, these concepts reflect specific target setting (CO₂ only or all GHG), the inclusion of emission offset and the scoping of the strategy (scope 1/2/3).

For a good understanding of the terminology, the chart below lists the most common sustainability strategies. Further explanation of the "scopes" will be provided in the next paragraph.

	Carbon Neutral	Zero Carbon	Net Zero / Climate Neutral	Zero Emissions	SBT	SBT Net Zero
CO ₂ Only	✓	✓	✗	✗	✗	✗
All GHG	✗	✗	✓	✓	✓	✓
Emissions Reduced	✓/✗	✓	✓	✓	✓	✓
Emission Offset	✓	✗	✓	✗	✗	✓
Scope 1 & 2	✓/✗	✓/✗	✓	✓	✓	✓
Scope 3	✓/✗	✓/✗	✓/✗	✓/✗	✓	✓
Guidance	✗	✗	✗	✗	✓	✓
Assessors and Approves	✗	✗	✗	✗	✓	✓

Scope 1, 2 and 3

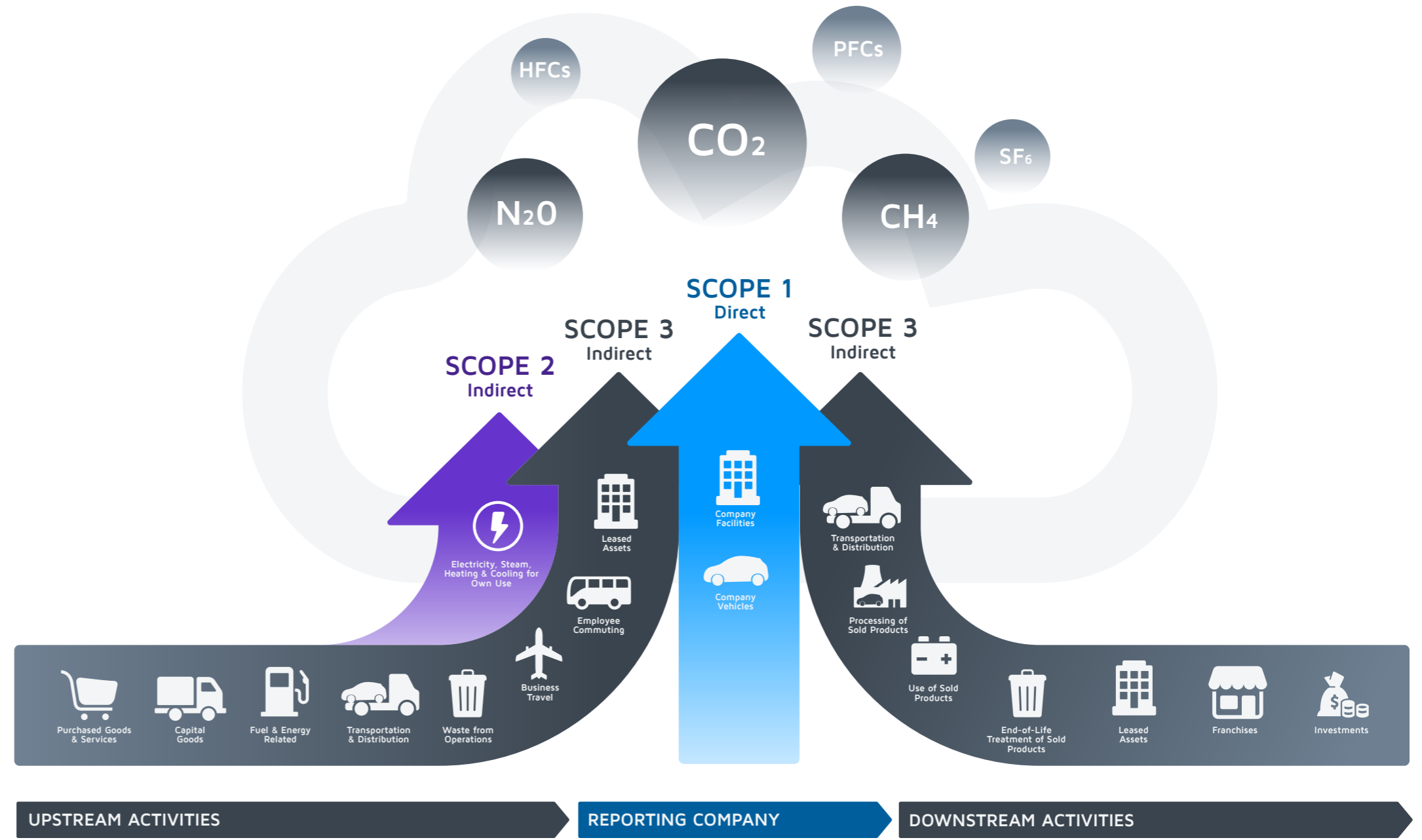
An essential element of GHG Accounting is the understanding of the different scopes. Scopes sit in different areas of the value chain and are well defined. A common misunderstanding is that scopes are thresholds of GHG accounting maturity (first scope 1, then scope 2, then scope 3). A more correct statement is that each of the scopes presents its own set of reporting challenges.

Scope 1 covers the emissions coming from operations that are owned by the controlling company.

From a value chain perspective, scope 2 is part of the upstream activities and reflects the energy that a company acquires from a vendor to operate its business. It's the electricity that powers the A/C in office buildings or the energy that powers machines in an assembly line.

Scope 3 comes from both upstream and downstream activities. In upstream, it can be found in employee commuting, raw material transportation / distribution whilst, in downstream, finished goods transportation / distribution, investments and even the use and end-of-life of sold products are captured.

For a car manufacturer, for example, emissions generated by the production of cars, are in scope 1 whilst the energy required to power the assembly lines and robots are part of scope 2. The GHG emitted during the production process of raw materials required to manufacture a car, belong to scope 3 upstream. Scope 3 downstream covers a complex mix; examples are the emissions generated by the utilization of the car, transportation of the cars out of the factory and the recycling of the car.



Emissions Type	Scope	Definition	Example
Direct Emissions	Scope 1	Emissions from operations that are owned or controlled by the reporting company	Emissions from combustion in owned or controlled boilers, furnaces, vehicles, etc.; Emissions from chemical production in owned or controlled process equipment
Indirect Emissions	Scope 2	Emissions from the generation of purchased or acquired electricity, steam, heating, or cooling consumed by the reporting company	Use of purchased electricity, steam, heating, or cooling
	Scope 3	All indirect emissions (not included in scope 2) that occur in the value chain of the reporting company, including both upstream and downstream emissions	Production of purchased products, transportation of purchased products, or use of sold products



3 GHG Accounting

This chapter will focus on the expectations of the Fleet and Mobility professional. It will explain what is required in terms of data collection, data processing and reporting.

It is essential to include GHG Accounting in strategic conversations about goal setting and strategy definition, but also to consider its requirements in tactical decisions about technology

selection, data collection/processing tools and organizational efficiencies. GHG Accounting brings new elements into fleet management, and these elements are not only complex, but also mandatory.

A series of 6 data points need to be Collected. The 6 data points split in 2 groups: the information to identify the scope of GHG Accounting (items A, B & C hereafter) and the information to calculate the amount of GHG (items D, E & F hereafter).

Information to identify the scope of GHG Accounting

- A. Organisation Boundaries
- B. Owned or Leased assets
- C. Purpose of Use

Information to calculate the amount of GHG Accounting

- D. Fleet specification
- E. Fuel/Electricity type and amount
- F. Mileage

A. Organisation Boundaries

The first data point to be addressed, is the organization boundary. Two approaches are possible: the equity share approach and the control approach; the latter is split into 2 subcategories, the financial control approach, and the operational control approach.

Companies are free to select either of both approaches and will base their choice on several criteria, such as the nature of the business, control over its assets, a preference for either OPEX or CAPEX...

The choice is important as it predefines the rules of GHG accounting (scopes). For Fleet and Mobility professionals, it is essential to understand which approach has been selected by their company.

Equity Share Approach

Under the equity share approach, a company accounts for GHG emissions from operations according to its share of equity in the operation. The equity share reflects economic interest, which is the extent of rights a company has to the risks and rewards flowing from an operation.

Control Approach

Financial Control Approach

Under the financial control approach, a company accounts for 100 percent of the GHG emissions over which it has financial control. It does not account for GHG emissions from operations in which it owns an interest but does not have financial control.

Operational Control Approach

Under the operational control approach, a company accounts for 100 percent of the GHG emissions over which it has operational control. It does not account for GHG emissions from operations in which it owns an interest but does not have operational control.

B. Owned or Leased Assets

The protocol takes into consideration the extend of the risks and rewards of owning a vehicle versus those of leasing a vehicle. As such:

- Outright purchase, finance lease and capital lease are considered as wholly owned (category 1)
- Vehicles acquired otherwise, in most cases in operating lease, belong to category 2

A company has various options to demonstrate the acquisition model, for example by disclosing its financial statements.

However, if an operational lease contract is in place, the vehicles will belong to the second category. Nonetheless, most companies operate a mix of model and will lease vehicles in some countries, and buy vehicles in other countries. The 2 categories exist next to each other in this model.

Data points A and B combined deliver the following cases:

Case 1: Equity share approach or the financial control approach

- Fuel and charging for the business use of owned vehicles (including finance lease or capital lease) will have to be reported respectively in scope 1 and 2
- Fuel and charging for the business use of operating leased vehicles will however have to be reported as part of scope 3

Case 2: Operational control model

- Scope 1 is consistently applicable for fuel consumed for business use
- Scope 2 is consistently applicable for charging consumed for business use

C. Purpose of Use

The biggest challenge for Fleet and Mobility professionals will be to report the purpose of use of a vehicle. Practically, "business use" emissions, "commuting" emissions and "private use" emissions of a company car will need to be recorded for each car. This has, again, an impact of the scope; emissions coming from commuting will always be part of scope 3, whereas emissions coming from business use can belong to either scope 1, 2 or 3.

It is to be noted that, as commuting, GHG Accounting includes the following items:

- Emissions coming from teleworking
- Emissions coming from commuting of employees who don't have a company car

The emissions generated by the private usage of a vehicle will not have to be reported. In the absence of a process or technology to split the different purposes of use and exclude private usage, the risk of over-reporting is real.

Business Travel

- Emissions from transportation in vehicles owned or controlled by the reporting company are accounted for in either scope 1 (fuel) or scope 2 (electricity).
- Emissions from leased vehicles operated by the reporting company not included in scope 1 or scope 2, are accounted for in scope 3 (upstream leased assets).
- Emissions from business travel in rental cars or employee-owned vehicles are accounted for in scope 3.

Employee Commuting

- Emissions from transportation of employees to and from work are accounted for in scope 3, (employee commuting).
- Companies may include emissions from teleworking (i.e., employees working remotely) in this category.
- Even though employee commuting is not always purchased or reimbursed by the reporting company, it is categorized as an upstream scope 3 category because it is a service that enables company operations, similar to purchased or acquired goods and services.

Private Use

- Emissions from transportation of private use are not accounted.
- This is optional.



Summary of the first group (A, B & C): Information to Identify the scope of GHG Accounting

		A. Organisation Boundaries	
		Equity Share Approach / Financial Control Approach	Operational Control Approach
B. Owned or Leased Assets	Owned / Finance or Capital Lease	Business Use <ul style="list-style-type: none"> Fuel : Scope 1 Electricity : Scope 2 Commuting <ul style="list-style-type: none"> Fuel & Electricity: Scope 3 	Business Use <ul style="list-style-type: none"> Fuel : Scope 1 Electricity : Scope 2 Commuting <ul style="list-style-type: none"> Fuel & Electricity: Scope 3
	Operating Lease	Business Use <ul style="list-style-type: none"> Fuel : Scope 3 Electricity : Scope 3 Commuting <ul style="list-style-type: none"> Fuel & Electricity: Scope 3 	Business Use <ul style="list-style-type: none"> Fuel : Scope 1 Electricity : Scope 2 Commuting <ul style="list-style-type: none"> Fuel & Electricity: Scope 3

D. Fleet Specification

In the ideal world, car manufacturers publish the correct CO₂, CH₄ and N₂O emissions for each vehicle that leaves the factory. In that same perfect world, every company car is recorded in a fleet depository and GHG figures are readily available. The following data points need to be available:

- Finance Model (Owned / Finance or Capital Lease / Operational Lease)
- Number of Cars in each country
- Car Category (e.g. G-Segment / J-Segment Compact...)
- Powertrain (ICE / HEV / BEV...)
- Emission Factor (CO₂ g/km, CO₂e g/km)
- TCO - Financial Evaluation

Where the technical data is unavailable, a "Secondary Data" can be used. Institutes such as DEFRA in the UK have prepared such Secondary Data sets.

Example : UK DEFRA, Passenger Vehicles, 2020

Type	(kg / km)											
	CO ₂ e	Petrol			Hybrid				PHEV			
	CO ₂ e	CO ₂	CH ₄	N ₂ O	CO ₂ e	CO ₂	CH ₄	N ₂ O	CO ₂ e	CO ₂	CH ₄	N ₂ O
Small Car	0.14836	0.14769	0.00031	0.00036	0.10275	0.10168	0.0002	0.00087	0.02235	0.02222	0.00007	0.00006
Medium Car	0.18659	0.18592	0.00031	0.00036	0.10698	0.10567	0.00015	0.00116	0.07012	0.06970	0.00021	0.00021
Large Car	0.27807	0.27807	0.00031	0.00036	0.1448	0.14326	0.0008	0.00146	0.07570	0.07525	0.00023	0.00022
Average Car	0.1743	0.17363	0.00031	0.00036	0.11558	0.11433	0.00016	0.00109	0.06995	0.06954	0.00021	0.00020

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/891106/Conversion_Factors_2020_-_Full_set_for_advanced_users.xlsx

E. Fuel/Electricity type and amount

Each fuel type (gasoline, diesel, biodiesel, ethanol, CNG) has different emission factors to be taken into account. It is therefore imperative to record which vehicle uses what type of fuel.

Even more complex are the emission factors for EV charging. Different factors are used when vehicles are charged with renewable energy or non-renewable energy.

Example : UK DEFRA, Fuels, 2020

(kg / l)

Type	CO ₂ e	CO ₂	CH ₄	N ₂ O
Petrol	2.31467	2.30176	0.00680	0.00611
Diesel	2.68787	2.65242	0.00025	0.03520
Biodiesel	0.16580	-	-	-
Bioethanol	0.00837	-	-	-
CNG	0.44327	0.44245	0.00059	0.00023

Example : UK DEFRA, UK Electricity, 2020

(kg / kWh)

Type	CO ₂ e	CO ₂	CH ₄	N ₂ O
Electricity : UK (2020)	0.23314	0.23104	0.00072	0.00138

Example : UK DEFRA, UK Electricity for BEVs, 2020

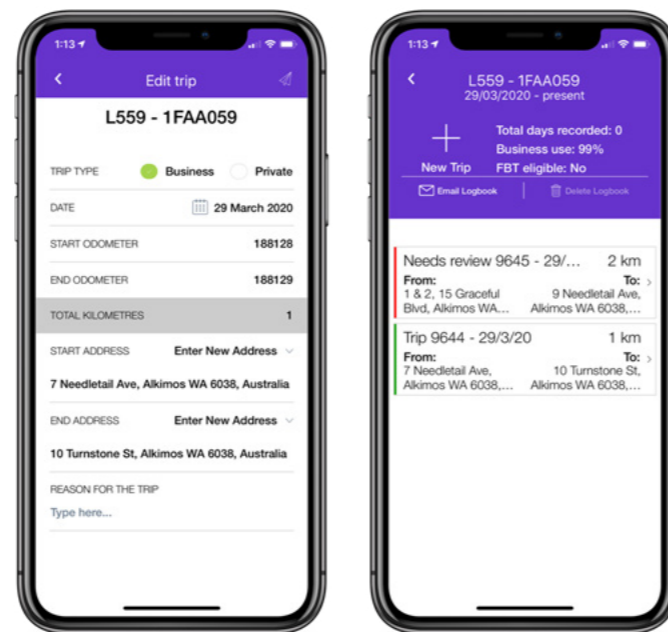
(kg / km)

Type	CO ₂ e	CO ₂	CH ₄	N ₂ O
Small Car	0.04269	0.04231	0.00013	0.00025
Medium Car	0.05123	0.05077	0.00016	0.00030
Large Car	0.06121	0.06066	0.00019	0.00036
Average Car	0.05274	0.05227	0.00016	0.00031

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/891106/Conversion_Factors_2020_-_Full_set_for_advanced_users_xlsx

F. Mileage

As the split between business/commuting/private usage of a vehicle is impossible to retrieve from fuel data, purpose of use mileage data needs to be recorded. This implies deploying modern versions of the logbook; a detailed purpose of use is required for each vehicle.



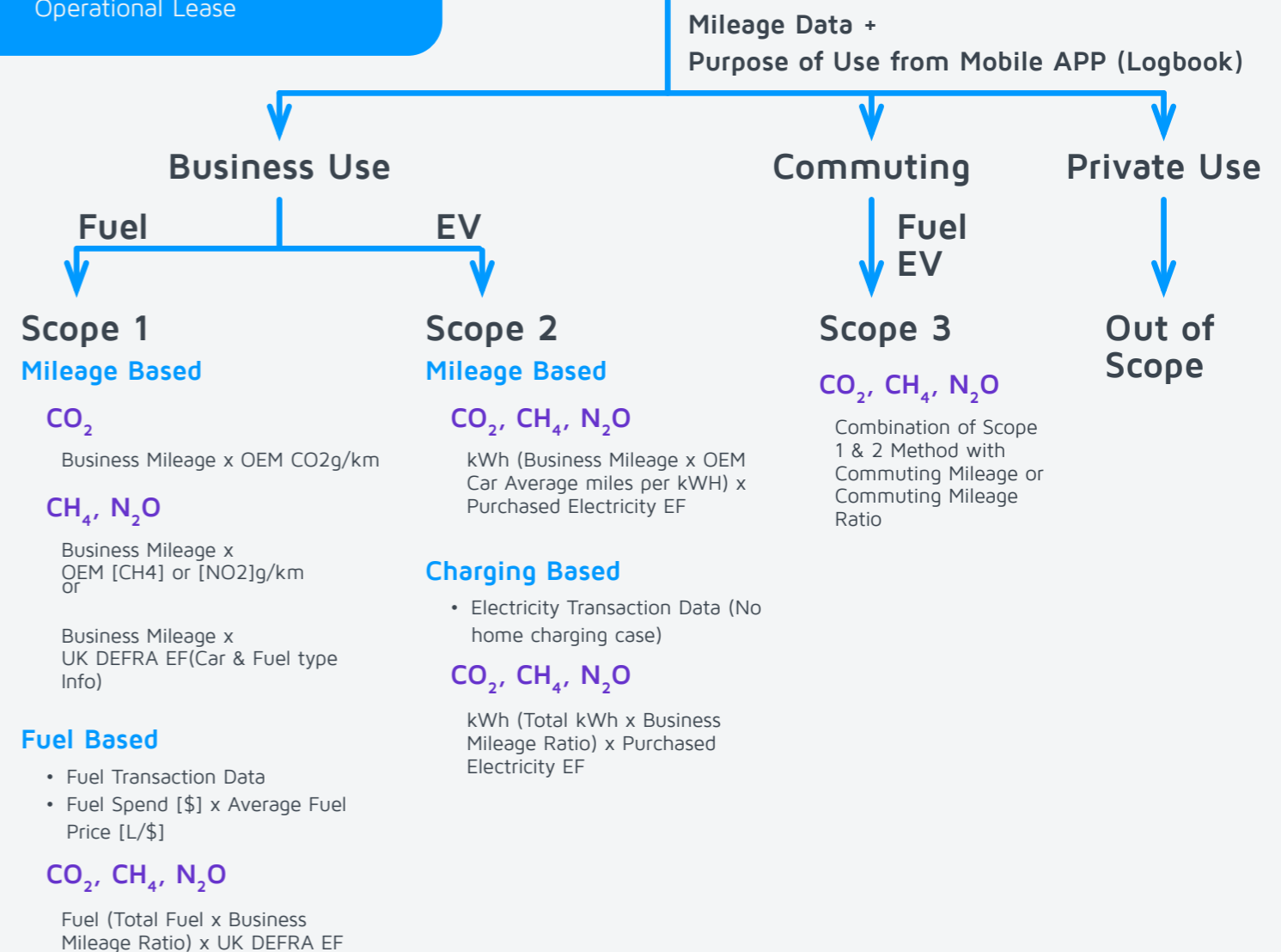
Summary: Fleet GHG Accounting

The GHG Accounting is complex, and transition methodologies are foreseen. Most companies are, to date, not capable of delivering source data about purpose of use, correct vehicle data or even comprehensive fleet data.

To cater for the lack of correct data, referred to as "Primary Data," a "Secondary Data" source can be used for reporting purposes. These Secondary Data are industry averages, country averages, reference car specs etc. Nonetheless, transition methodologies cannot be used indefinitely: continuous reporting of hypothetical data does not allow for setting correct emission baselines, neither does it allow for measuring progress or contributing to corporate strategic goals.

Example Case

- A: Organisation Boundaries**
Operational Control Approach
- B: Assets (Owned or Leased)**
The Mix of Owned and Operational Lease





4

USE CASE:

SBTi member deploying the OviDrive system for GHG Accounting

A comprehensive fleet strategy starts with the right tools to collect global vehicle data and record the purpose of use; this enables reporting in accordance with GHG accounting and delivers a correct baseline for target setting and defining strategy.

The OviDrive customer is a global manufacturing company with a large fleet spread across all continents. Most of the fleet is leased, a minority (20%) is purchased; 70% of the fleet are tool of trade vehicles, the remaining 30% (mostly in Europe) are benefit cars. The customer is an SBTi member and has committed to Net Zero by 2030, which means that they have 2 renewal cycles to achieve their target. Emission accounting across the company is done as per GHG Protocol. The company selects its own supply chain taking into account the vendor's Ecovadis score.

The customer has initially deployed GHG accounting for its core operations (factories) and is currently expanding GHG Accounting into other segments of the business. A sustainability team oversees metrics and progress, and is being involved in each of the business verticals, including travel and fleet.

Until 2020, the emissions of the corporate car fleet were reported using Secondary Data and a fleet sustainability strategy was not in place, resulting in the entire fleet being reported sub-optimally. This status quo was assessed as insufficient, as the company needs to provide its sustainability credentials to each of its customers. In addition, even if the fleet is, mathematically, not a key contributor to the company's emissions, it is a fairly visible expression of the company's sustainability strategy.

The customer's ambition was to achieve several objectives in parallel by deploying 4 enablers:

- Use technology to manage the complexity of its global fleet
- Implement a cost-neutral sustainability strategy in the fleet category
- Implement a centrally-governed global policy and global procedure
- Review the global supply chain to operate in centralized batch ordering

The OviDrive fleet ERP was selected to support global centralization, collect/maintain Primary Data and enable cost management in order to keep the project cost neutral. A study was made to measure the impact of technology and verify to which extent the cost could be offset against the benefits (ROI). The study demonstrated that the cost of the sustainability strategy could be reduced from 0.2% cost increase per 10g/km emission reduction (as an average across the entire fleet) to a cost increase of 0.04% cost increase per 10g/km emission reduction.

In addition, the option to share underutilized vehicles, measure the purpose of use and eventually implement alternative mobility solutions, was factored into the business case to deliver a net positive project budget (combination of savings and avoided cost) before 2030.





Consulting

- Provide strategy which match with customer's corporate strategy (Cost reduction, CO₂ Reduction, Improve safety)
- Reports from the system support governance and reveal the opportunity of improvements



Services

- Reduce Customer's administrative and operational works
- Customer can focus on strategic decision with up-to-date and consolidated data
- Human support to fulfill the gap of the fleet market which isn't digitized completely



System

- Capture data from Multiple sources in multiple ways
- Data, supplier and device agnostic
- All fleet related data in one place where we can structure into a unified format and with transparency
- Automate as much as possible

Supplier Marketplace



Connected Cars



Unconnected Cars



OBD

API

SDK

Fleet OS



Data Input

Data Management

Driver Service

Strategy

Governance

Policy

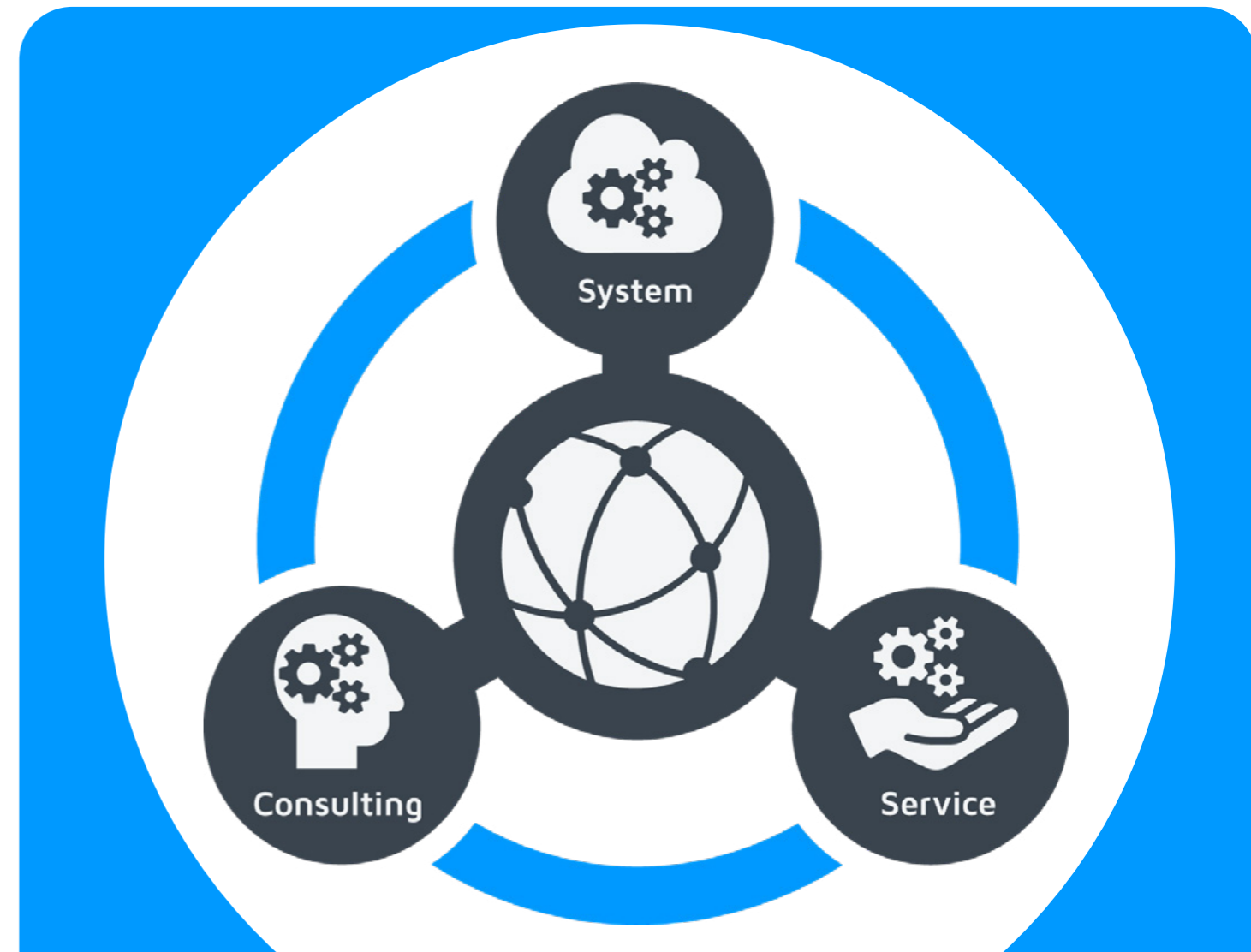
5 ABOUT OVIDRIVE

OviDrive is a global provider of fleet management systems, fleet support services and strategic consulting. The OviDrive developed fleet and mobility ERP consolidates global fleet data across the entire value chain, can control fleet costs and transactions in near real time, integrate with vendors, deliver services to employees, manage mobility and shared assets and has the capability of delivering part or all (modular) of your tactical fleet operations and support with strategic advice.

Our customers benefit from simplified accounting and payroll management, improved invoice control and data accuracy and reduction in the total cost of ownership (TCO). Additionally, due to the flexibility of our system, services and consulting, it enables us to innovate and tailor solutions that suit the unique requirements of

the business whilst using the power of data to drive strategies for efficiency, savings, safety or sustainability.

Consulting services support our operations and can be provided as a stand-alone service for those businesses that are looking for strategic support or don't have the capacity to execute strategy design or change.



6

APPENDIX



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