

Building the Backbone of Europe's Electric Future

Electrification is accelerating across Europe; driven not by policy alone, but by customers, markets, and real-world demand. As electric mobility scales, the challenge is no longer about individual chargers, but about building reliable, intelligent systems that work across thousands of sites. According to Jakob Lehner, Head of Sales at E.ON Drive Germany, success in this transition depends on more than technology alone — it requires close collaboration between energy providers, system integrators, and hardware partners. “Without trusted partnerships, scaling electrification at this level simply wouldn’t be possible.”

Jakob, can you briefly introduce yourself and your role at E.ON Drive?

“My name is Jakob Lehner, and I work at E.ON Drive Germany. I am responsible for the sales organization across Germany, Austria, and Switzerland, with a strong focus on large-scale B2B charging infrastructure.”

Electrification is accelerating rapidly across Europe. How does E.ON view this transition?

“E.ON has the ambition to become climate neutral by 2040. To achieve that goal, electrification needs to accelerate — especially when it comes to fleets and large-scale mobility solutions. What we see today is that this transition is no longer driven by politics alone, but by customers and the market itself. Across Europe, the number of electric and hybrid vehicles is increasing

rapidly, and infrastructure must evolve just as fast.”

What does it take to scale EV charging successfully at that level?

“Scaling EV charging is not just about installing hardware. It requires reliable systems, speed, and strong partnerships. Our customers expect high-quality solutions that are delivered quickly and perform consistently across thousands of sites. That means we need partners who can keep pace with the speed of electrification.”

What role does E.ON play in this ecosystem?

“E.ON acts as a system integrator. We bring together consultancy, installation, operations, energy supply, and intelligence. But to deliver a complete solution, we rely on



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strong partners. Hardware and software are essential parts of the system, and that is where partners like Alfen play a crucial role."

How does Alfen fit into that partnership?

"Alfen is one of our key hardware partners for charging infrastructure. They provide reliable, high-quality charging solutions that integrate well into our systems. Without partners like Alfen, we would remain an energy supplier only. Together, we become a full solution provider for our customers."

What defines a good partnership for E.ON?

"A good partnership is based on close collaboration and mutual understanding. Partners need to understand our requirements, but also the demands of our customers — especially in the B2B segment, where requirements are often complex and highly

specific. Innovation is also critical. The market is developing quickly, so partners must be forward-thinking and willing to evolve together."

What are the main challenges in large-scale B2B charging projects?

"The biggest challenge is bringing all systems together into one intelligent, reliable solution. Charging infrastructure does not stand alone. It must work seamlessly with energy systems, photovoltaic installations, battery storage, and load management. Timing is also critical — components must arrive on site when needed, and everything has to fit together perfectly."

How does E.ON ensure quality and reliability at scale?

"We operate a testing lab in Essen, cover-



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ing more than 10,000 square meters. There, we test not only charging infrastructure, but entire energy ecosystems under real-world conditions. This includes extreme temperature testing and high-capacity use cases, such as megawatt charging for heavy-duty transport. Before products go to market, we test them extensively — including Alfen chargers. We provide feedback to our partners and improve products together. This co-development approach ensures that solutions meet our quality standards before they reach our customers."

Smart charging and vehicle-to-grid are often mentioned as future solutions. How real are they today?

"Smart charging is not the future — it is already happening. By combining intelligent energy tariffs with smart hardware, customers can significantly reduce costs. Vehicle-to-grid solutions, for example, are already available and working today. The key is flexibility. Electric vehicles become connected assets within the energy system. Energy can be used when it is cheap and sustainable, stored when there is excess, and fed back into the grid when demand is high. This applies to both private households and large B2B customers."

What role do data and software play in this ecosystem?

"Without data and intelligent software, none of this works. Load management systems, interoperability, and real-time communication between hardware, energy systems, and storage are essential. Only when all components work together as one ecosystem can we deliver real value."

Was there a moment that truly defined the partnership between E.ON and Alfen?

"A defining moment was the IAA, where E.ON and Alfen jointly demonstrated our collaboration on stage. Together with partners such as Contipark and BMW, we showed how partnerships can accelerate electrification across Europe. It sent a clear signal to the market: collaboration is essential, and it works."

Looking ahead, what is the potential of vehicle-to-grid technology?

"Vehicle-to-grid has enormous potential. By using electric vehicles as distributed energy storage, we can balance supply and demand across the grid — during the day and at night. This is not just the future of our business; it is the future of Europe's energy system."

On a personal level, what does this transition mean to you?

"I have two young children. They no longer ask when we will go to the petrol station — they ask when we need to charge. Charging has become a natural part of everyday life. That shows how quickly things are changing. We are building a system that is sustainable, reliable, and future-ready — not only for us, but for the next generation."

What is needed to keep this momentum going?

"Trusted partnerships. Without partners like Alfen, this transition would not be possible. Together, we can continue to scale, innovate, and drive the electrification of Europe."

