



- A. Meets customer cost and operational requirements, including ability to obtain financing and plan for fleet purchasing
- B. Favorable operating environment, including broad industry support of technology (including manufacturers and suppliers)
- C. Supportive and consistent legislative and regulatory framework
- D. OEM “essentials,” including the ability to leverage existing manufacturing lines and components, a line of sight to volume sales, and revenue to sustain operations during a demonstration program
- E. Incentives that match the development schedule, such as manufacturing incentives in the beginning and customer incentives later on
- F. Reliable, accessible, and affordable fueling
- G. Go/no-go milestones that identify trucks that may never transition to ZEVs and provide time for iterations to meet minimum requirements.

