

# Elmtronics and Octopus Energy partner to tackle electric vehicle switching market

Electric vehicle charging firm Elmtronics has partnered with the UK's fifth largest energy provider, Octopus Energy, in a bid to help businesses switching away from fossil fuels.

Consett-based Elmtronics will provide equipment, installation, back office software and maintenance to Octopus Energy's business customers across the country.

The move will see the partners "educate and support" customers, and builds on an existing relationship in which customers of Octopus Energy's Electric Juice Network can use Elmtronics' Hubsta network.

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Dan Martin, Elmtronics CEO, said: "Fleets and businesses are increasingly looking to transition to electric vehicles, but the additional complexities of introducing charging can be daunting for some.

"The partnership between Octopus Energy and Elmtronics will make the process of switching to an electric fleet as simple and painless as possible for its customers will make a real difference to businesses across the UK.

"This is just the start of what we hope is our vision to provide a full solution to our business customers, bringing electric vehicle charging and renewable energy together as a full package."

The Office for Zero Emission Vehicles – a Government initiative to encourage the take-up of zero emissions vehicles – has expanded the workplace charging scheme grants available

to SMEs, offering £850 per parking bay up to a maximum of £15,000.

John Szymik, CEO of Octopus Energy Services, the arm of Octopus Energy Group responsible for charge point installations, said: “We’re excited to be working with like-minded Elmtronics to help more businesses in the UK switch to clean, electric cars.

“Octopus Energy is among the companies doing the most to push the electric car revolution in the UK, and being able to bring more infrastructure to businesses that want to electrify their fleet and go carbon neutral can only be a positive thing.

“Octopus Energy and Elmtronics will work together to keep making it easier for business customers to go electric, by offering charge point supply, install and aftercare all rolled up into one.”

The partnership follows the [acquisition of Elmtronics](#) by Norwegian-headquartered Mer in January.

In the last 12 months, Elmtronics has secured 300 new commercial contracts resulting in a 50% uplift to its customer base.

The company has now installed 2,600 sockets for commercial organisations across the UK, including BMW, Nissan, FedEx and the NHS.

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