



## Productivity Accelerated: Ford Pro Announces New Partners, Services; Demand Strong with Orders for 10,000 E-Transits

- Ford Pro announces new, vertically-integrated Ford Pro Intelligence platform; designed for all commercial businesses, regardless of size or vocation
- Ford Pro Intelligence to supercharge commercial customers' experience with Salesforce, providing always-on, easy access to a suite of products, services, tools and support
- More than 300 small, medium and large business customers place orders for 10,000 all-electric E-Transit vans; Walmart to take delivery of 1,100 E-Transit vans

**SONOMA, Calif., Jan 26, 2022** – As Ford Pro grows its business, it is introducing Ford Pro Intelligence, a cloud-based platform that powers a suite of digital services that supports a commercial customer's total fleet operation. Ford Pro Intelligence will integrate Salesforce which will transform the way commercial customers work, with always on access to the Ford Pro services they need to increase productivity and focus on their customers.

"Ford Pro is going to revolutionize the way our commercial customers work. We are integrating an intelligent management system with the trucks and vans our customers love. More data, more uptime, more productivity, smart charging and much less hassle," said Jim Farley, chief executive officer, Ford Motor Company. "Ford Pro is leading Ford's transformation to an always-on relationship with our customers and it is one of our biggest bets to lead the connected, electric mobility future."

Ford Pro, the global business and brand within Ford, is dedicated to delivering commercial and government customers of all sizes and industries a one-stop shop experience. With the launch of Ford Pro Intelligence, customers will now have a much easier-to-use system for fleet management. It brings together everything they need in one comprehensive cloud-based suite of services as well as consultation on complex topics like charging solutions including depot site design to help optimize energy costs and uptime.

The brains of the operation, Ford Pro Intelligence, is a vertically integrated tech stack providing customers with tools to help them keep track of their vehicles, manage their drivers and improve relationships with their customers. All part of Ford Pro's always-on commitment.

"The biggest pain point we hear from commercial customers when it comes to managing their fleets is not having a single place to access all of their information across vehicles *and* services," says Ted Cannis, Ford Pro CEO. "We've created a platform that centralizes and powers our entire digital ecosystem, working across gas and electric powertrains, Ford and non-Ford vehicles."

The Ford Pro Intelligence Platform combines Ford Pro's suite of services including telematics into a single, easy-to-use interface. The platform updates with real-time data and continuously

gets smarter. As customers transition to electric vehicles, Ford Pro Intelligence will link the services they need, including electric vehicle data such as live range, the optimal time to charge and charging products and services across depot, home and public. Ford Pro Intelligence is designed to work for any size operation with Ford and non-Ford vehicles, so customers can manage their entire fleet from one platform.

### **Delivering work-ready electric vans and trucks in 2022**

Demand for the electrified version of America's best-selling van, 2022 E-Transit has been strong with more than 300 customers placing orders for more than 10,000 vans. Businesses of all sizes ordered E-Transit, from one-man van operations to municipalities including the City of Orlando to some of the nation's largest service providers and retailers like Walmart, which ordered more than 1,100 vans.

"For commercial customers, a van is a tool to get a job done, and one size does not fit all needs," says Andrew Walker, Ford Pro commercial van brand manager. "That's why we designed the original gas Transit with a best-in-class range of configurations backed by a network of nearly 300 upfitters to further customize it for specific applications. E-Transit adds another eight configurations to that lineup, enabling us to help customers of all sizes across industries transition into an electric future supported by Ford Pro."

Customers have ordered all eight of E-Transit's available configurations, including three roof heights and three lengths, plus the only all-electric van chassis cab and cutaway models. The high-roof, extended wheelbase configuration, affectionately referred to as the "jumbo" model, is the most popular. Representing 33 percent of the orders – including all 1,100 ordered by Walmart – this E-Transit has the most interior capacity and allows someone as tall as 6 feet 9 inches to stand upright, making it easier to move around and use equipment.

Making up 19 percent of the orders, the low-roof E-Transit is especially popular with customers in the telecommunications industry where workers take their vans home at night, because it can fit in many residential garages.

E-Transit is one of two all-electric work vehicles available from Ford Pro this year. F-150 Lightning Pro arrives this spring.

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<sup>1</sup>Based on total U.S. reported sales (2021 calendar year).

### **About Ford Motor Company**

*Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for and deepen the loyalty of those customers. Ford designs, manufactures, markets and services a full line of connected, increasingly electrified passenger and commercial vehicles: Ford trucks, utility vehicles, vans and cars, and Lincoln luxury vehicles. The company is pursuing leadership positions in electrification, connected vehicle services and mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 184,000 people worldwide. More information about the company, its products and Ford Motor Credit Company is available at [corporate.ford.com](https://corporate.ford.com).*

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