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.