

Enabling a Scalable National EV Charging Platform

Park’N Fly’s 24/7 valet operations handle thousands of customer vehicles across multiple airport parking facilities in Canada. In recent years, as more customers began arriving in electric vehicles, charging became an increasingly important part of the customer experience and an opportunity for Park’N Fly to expand its services.

Park’N Fly proactively responded to the market by installing and operating charging infrastructure at its Toronto, Montreal and Vancouver locations. As EV adoption increased across Canada, so did demand for charging services, with a growing range of EV models and customer needs, from business travellers to vacationing families, to consider. As the business grew, managing charging across three distinct markets became increasingly complex, with maintenance, uptime, electrical requirements, compatibility and future capacity all needing to be addressed, along with the capital required to support that growth.

“We realized we needed someone to go beyond just replacing our chargers,” says **Brent Ford, General Manager, Park’N Fly**. “We needed an experienced energy partner that could manage the solution and help us plan for the future.”

Alectra Energy Solutions (AES) developed a tailored roadmap for each market, based on a detailed analysis of each location. “We wanted to understand what each site actually needed,” says **Ariel Bautista, Director of eMobility**. “That allowed us to right-size the infrastructure and build a plan that could scale as demand grows.”



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We needed a partner we could rely on for the long term, one that could simplify EV charging and give us confidence as our business needs evolve.

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**Brent Ford, General Manager,
Park’N Fly**

Designing for Today and Tomorrow

AES assessed Park’N Fly’s locations based on EV adoption, vehicle technology, charging patterns and anticipated growth, among other factors. The resulting roadmap was tailored to meet current needs while allowing capacity to expand as those needs evolve.

For the first phase of the project, a mix of smart Level 2 and DCFC chargers was simultaneously deployed across the three locations, minimizing disruption while supporting staff through the transition. Subsequent phases will balance operational needs and future growth, while maintaining the flexibility to adapt to changing demand and maximize customer satisfaction.

Smart charging software further improved utilization. By **applying the business dynamics and needs across each market**, AES was able to reduce the total number of chargers required while increasing charging output.

“The objective was to make the infrastructure work harder, not simply add more equipment,” says Bautista. “Right-sizing the solution and optimizing utilization gave Park’N Fly the capacity it needed without overbuilding.”

The approach also gave Park’N Fly confidence that AES’ solution was designed around its needs and built to support its long-term growth.

One Partner, End-to-End Responsibility

For Park’N Fly, the value of the Energy-as-a-Service model went beyond the charging equipment itself. Under the 10-year agreement, AES takes responsibility for the infrastructure throughout its lifecycle, giving Park’N Fly a single point of accountability as its network evolves.

That was particularly important as the solution involved bringing sites up to current electrical code and navigating different requirements across jurisdictions. AES handled these requirements as part of the overall solution, allowing Park’N Fly to expand its charging offering without diverting resources from its core operations. The EaaS model also eliminated the need for upfront capital investment.

“Having one partner responsible for all aspects of charging gives us the confidence that the solution is being managed properly,” says Ford, Park’N Fly. “It allows us to offer charging without adding another layer of responsibility for our team.”



Results



One Point of Accountability

AES owns, operates and maintains the charging infrastructure across all three markets, giving Park’N Fly a single provider for ongoing support and growth.



A New Revenue Stream

AES’ commercial backstop and operational guarantees supported Park’N Fly’s move from complimentary charging to a commercial offering, facilitating a new source of revenue without the upfront investment.



Simplified Operations

AES manages the technical and electrical requirements behind the charging infrastructure, allowing Park’N Fly to focus on its core valet operations and customer experience.