



Insight through transparency



Strategy

# Helping you to navigate your fleet strategy



strategy | insurance | analytics  
driver care | taxation | trending



Whatever the discussion, we offer a true independent view of the options available. Our thoughts and insights will help you make the right choices now which are critical to your future fleet costs.



# Insight through transparency

Fleet360 is the result of over 30 years of experience in the fleet industry. Being truly independent, we offer you and your company insights and transparency resulting in an efficient fleet strategy.

In leveraging our knowledge, analytical mindset, best practice methodologies and research, your company will not only generate exceptional ROI but fundamentally regain strategic control of your local or international fleet.



## OUR PROCESS

We know how the fleet industry ticks! Our framework adapts and evolves to your needs across local or global markets.



## BENCHMARKING

Focusing in on industry best practice we will discover how well your fleet is performing. We will then identify any gaps that may exist in order to achieve competitive advantage.



## SUSTAINABLE

A new strategy is nothing without sustainability. Our process ensures a reliable, replicable and measurable outcome that stands up to third party scrutiny.

# The strategy you need...

Our services help you to analyse your current fleet policy, reduce or eliminate current issues and build a best practice fleet policy for the future.

We offer full strategic support at board level to analyse and produce your roadmap for the future. We then work at all levels in your organisation to implement the new policy to ensure everyone fully understands the new direction.

The Board often perceives company cars as a necessary evil but are remote from the topics to challenge the internal strategic and operational resources involved. Fleet strategy is often overlooked.



## We focus on Board expectations and challenges that surround fleet strategy:

- Company car and mobility: current and future set-up to create a number one organisation
- Saving programme feasibility studies
- Business cases and change management assessments
- Benchmarking and market peer comparison
- SWOT analysis
- Out of the box conceptual thinking



# Implementation



## What issue does it address?

The fleet arena has changed hugely over the last 10 years. As a fleet manager or someone responsible for fleet, you are responsible for delivering an optimised fleet strategy. But what is an optimised fleet and how do you achieve it?

## Your **BIG** to do list!

You must control costs, monitor supplier relationships, track accident and insurance costs and ensure that drivers are happy. And and at the same time you need to be fully trained and compliant.

Not only that, but you have to future proof the fleet and keep up to date with market trends and legislation changes that may not just be local.

Furthermore, providing input and support on maintaining an attractive policy to hire and retain the best staff available in their industry. These issues are now Board Level discussion that are high on the agenda due to compliancy issues, risk and CSR.



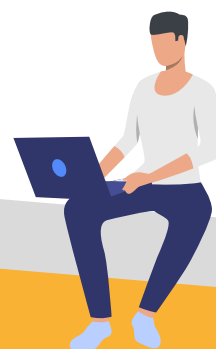
# How do you **achieve** an optimised fleet?

## **Knowing** your fleet

The key to any good strategy is understanding the current position of the fleet, be that local or international. This understanding and control translates into an efficient fleet that works for the business and the drivers.

We help you uncover true transparency within your supplier chain and uncover the detail you deserve to know. Our strategic review will help you understand areas such as:

- Mobility solutions and where it is going
- Is your current funding solution the right one?
- How to control fleet costs
- Delivering sustainable savings
- Understanding legislation change and impact eg. IFRS
- What your Total Cost of Mobility (TCM) really is
- How to manage driver risk
- CSR and how fleet initiatives can help your scoring
- WLTP (what impact has the new test procedure on your fleet cost)



**At the heart of Fleet360 is the knowledge and insight of over 30 years of fleet experience. This, combined with the right analytic mind set allows fleet operators like yourself to gain full transparency within your local or international fleet.**

# Our core services

## The 360 degree vision you need

Our fleet services help you to analyse your current fleet policy, reduce or eliminate current issues and build a best practice fleet policy for the future. Time to regain control of your fleet costs.



### Strategy

We offer full strategic support at board level to analyse and produce your roadmap for the future. We then work at all levels in your organisation to implement the new policy to ensure everyone fully understands the new direction.



### Insurance

Being truly independent, we benchmark your current terms and conditions to uncover where significant savings can be made based on your damage statistics and risk appetite. We also help to create and implement new agreements.



### DriverCare

We analyse the history of your fleet activity to identify trends of driver behaviour, accident rates, and fuel usage. This information is then used to create a safety culture that in turn reduces fleet costs.



### Analytics

We collect, consolidate and analyse data to support policy reviews, increase the leverage on your supply chain negotiations and provide insights on cost reduction initiatives and priorities.



### Taxation

Our taxation division has access to global fleet data metrics that allows us to mine into what affects TCO in fleets. This data is then used to benchmark various sectors to help provide a picture fleet policies around the globe.



### Trending

The fleet industry is moving at pace. Follow our insights and ensure your fleet policy keeps up with the changes ahead. We'll help you make the right decisions.



## You talk, we listen

We are good listeners and can challenge your ideas against market trends and peer thinking. We will provide the roadmap of fleet success aligned to your business strategy. This is then implemented within your business to ensure that the strategy is fully understood and executed to internal teams and external suppliers to deliver sustainable results.

**Hans Damen**

Managing Partner - Fleet360






# The EV Landscape

**Electric vehicles (EVs) are getting ready to overtake internal combustion engine (ICE) vehicles.**

Your next move **is critical**

The tipping point for fleet electrification is upon us. Multiple reasons ranging from BiK incentives to increased model choice and the countdown to the 2030 ban on the sale of new ICE vehicles is helping fleets to make the switch now.

Electrification of the company car sector is coming fast and this is about getting onboard early before the targeted deadline and unlocking savings by early adoption.



**The science is clear, we need to halve emissions by 2030. So for road transport, the answer is to remove the internal combustion engine.**

# Your Challenge ahead

## 5 key areas that you need to consider:



### CO2 IMPACT

With the continuous search for reducing the environmental impact of vehicles, many powertrains have emerged. What is the right mix for your fleet?



### POLICY EVOLUTION

Are you aware of the impacts of switching to an alternative powertrain fleet policy across all markets?



### CHARGING INFRASTRUCTURE

The top barrier to fleet electrification is how best to charge the fleet. This is key to successful migration.



### YOUR DRIVERS

Do you know the mobility patterns of your drivers to understand which will benefit from switching to an alternative powertrain?



### ANALYSIS

Did you know that alternative powertrains require adaptations with the fleet policy in order to reflect the benefits derived from the new technology?



## Your Solutions

Fleet360 will assist in evaluating the feasibility to include alternative powertrains in the company vehicle fleet. Our unique approach includes a tailored TCO calculation including tax effects of the different alternative powertrains based on the company fleet policy.

An assessment of the mobility patterns of the employees will match the user profiles with alternative powertrains connected with the related TCO (Plus taxes) calculations.

This analysis provides an optimised fleet picture including alternative powertrains in terms of TCO, driver satisfaction and environmental footprint.


## Your Results

- ✔ Insights into the TCO, plus taxes, of the different alternative powertrains
- ✔ Insights into the mobility patterns of the company vehicle drivers
- ✔ Optimised results in terms of TCO, driver satisfaction and the environmental footprint of the company fleet
- ✔ The 'Do's and Don'ts' for a successful implementation of these alternative powertrains as part of an individualised policy guideline
- ✔ An answer to any CSR company objectives
- ✔ A positive image in terms of employer branding

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A suite of products designed to deliver a best in class fleet policy for the fleet industry



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