



TRANSITIONING CAR FLEET SUPPLY

GET THE REWARD YOU WERE PROMISED



SECURE YOUR ROI

It is not uncommon for fleet tendering projects to fail to result in change.

After the new supply route has been decided upon and the rewards are calculated, it is fairly typical for businesses operating medium and large car fleets, especially pan-European, to actually struggle to implement the new supply chain.

This is not because substantial savings could not be achieved or service vastly improved, but because the anticipated 'Pain of Change' was not palatable to key stakeholders in the business; or those stakeholders could not perceive how the roll-out could happen without severe business disruption

Fleetworx can significantly reduce that pain of change through a carefully managed fleet transition process.

We provide expertise, systems and resource at the right point and in the right amount throughout the transition period, until such time as a full handover to the new supply chain can be achieved.

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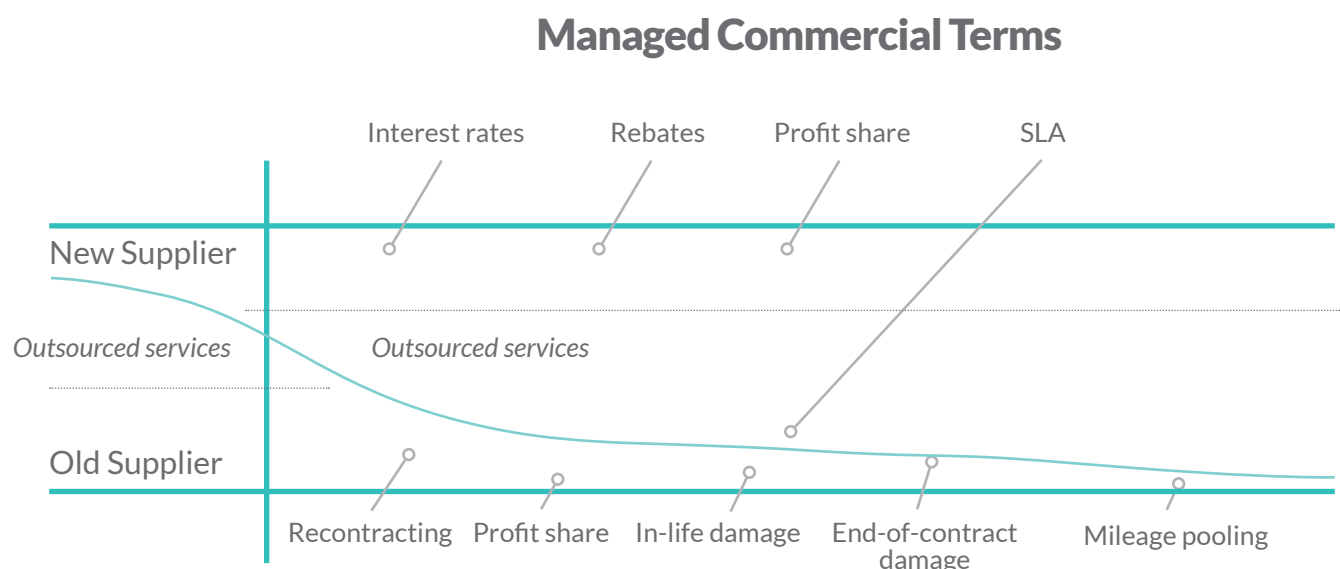


UNDERSTANDING YOUR PRIORITIES

When managing a fleet transition programme it is vital to construct the plan around the following priorities

- 1 Ensure business continuity
- 2 Deliver uncompromised savings from new supplier asap. (it is important to be on enhanced terms quickly so the savings benefit is not lost by slow implementation)
- 3 Minimise local operational impact
- 4 Quickly implement local operational services
- 5 Avoid service degradation and increased costs from outgoing supplier

This chart outlines the transition from old supply to new, highlighting the commercial terms to be carefully managed when introducing the new supplier and phasing out the old.



Managed profit / cost



TRANSITION MANAGEMENT

Fleetworx provide a transition management service that drastically reduces client input and resource, and ensures delivery of the promised reward. This chart shows the amount of effort for a client when taking an unsupported route of transitioning from old to new supplier, and contrasts it with the huge reduction in effort when supported by the Fleetworx service modules.

Fleetworx service modules capture the various phases of the transition process and ensure delivery with minimal client interaction. The modular nature of the Fleetworx transition management service means clients can select the phases in which they wish to be supported, whether they be dedicated to one particular area or the whole process.

UNSUPPORTED TRANSITION ROUTE

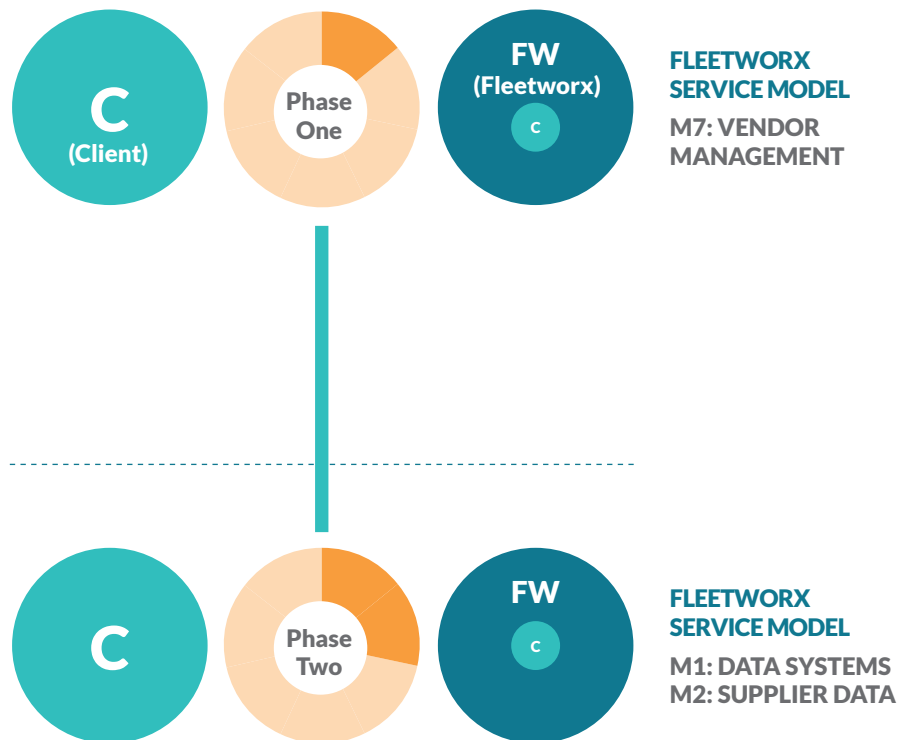
VENDOR ENGAGEMENT

- 1. Direct Supplier Engagement**
Meetings with all suppliers to evaluate performance, resolve issues.
- 2. Service Level Management**
Engage with suppliers to review service levels achieved.
- 3. Active Pursuit of Supply Chain Data (Old Supplier - OS)**
Engage with each member of supply chain, establishing reporting level capabilities.
- 4. Performance Review (New Supplier - NS)**
Periodically review the service and cost performance of the suppliers.
- 5. Rebate Management (NS)**
Ensure all agreed rebates are reimbursed to the letter of the agreement.

DATA COLLECTION & MANAGEMENT

- 6. Active Pursuit of Supply Chain Data**
Engage with each member of the supply chain to pursue the necessary reports and dynamics and costs.
- 7. Validating Data Set**
Monitoring and validation of data set.

FLEETWORX SUPPORTED TRANSITION ROUTE



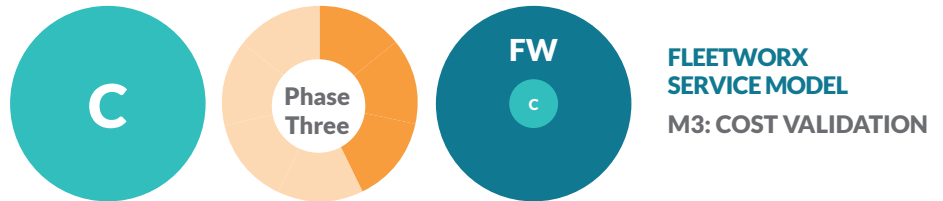
Purple = old supplier (OS)
Orange = new supplier (NS)
Grey = both

UNSUPPORTED TRANSITION ROUTE

FLEETWORX SUPPORTED TRANSITION ROUTE

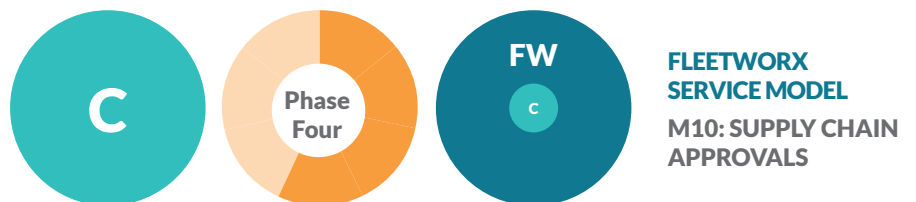
COST VALIDATION

- 8. In-life Contract Damages Evaluation**
Ensuring any "in contract" refurbishment recharges are fair and equitable.
- 9. Settlement Agreement & Rebates Evaluation**
Review the calculations behind rolled-up "profit and loss" share agreements.
- 9. End of Lease Contract Damages Evaluation (OS)**
Ensure that "end of contract" refurbishment recharges are fair and equitable.
- 10. Validation of Commercial Agreement with New Supplier (NS)**
From outset of contract ensure that necessary measurements and MIS monitor adherence to agreed commercial terms.



AUTHORISATIONS

- 11. Early Termination Recharges**
Approve charges to be incurred for individual contract terminations
- 12. Contract Rewrites**
Management of rewrites against outgoing vehicles to ensure transparency
- 13. Policy Exceptions (NS)**
Provide point of authority for policy exceptions due to occupational health or other grounds



FLEET GOVERNANCE PROCESSES

- 14. Invoice Management**
Ensuring reported cost values match actual invoices



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UNSUPPORTED TRANSITION ROUTE

FLEETWORX SUPPORTED TRANSITION ROUTE

SAVINGS TRACKING

15. Savings Reporting

Provision of savings reporting with period and savings type drill down.

16. Savings Tracking

Logging of savings initiatives and quantifying these in a savings database.

17. Savings Audit (NS)

Regular audit of expected credits resulting from interventions.

18. Strategic initiatives (NS)

Continually evaluating the current car policy and supply chain in order to identify directional changes that will deliver savings.

19. Tactical Interventions (NS)

Evaluating information derived from the execution of existing supply agreements to create the best cost scenario.

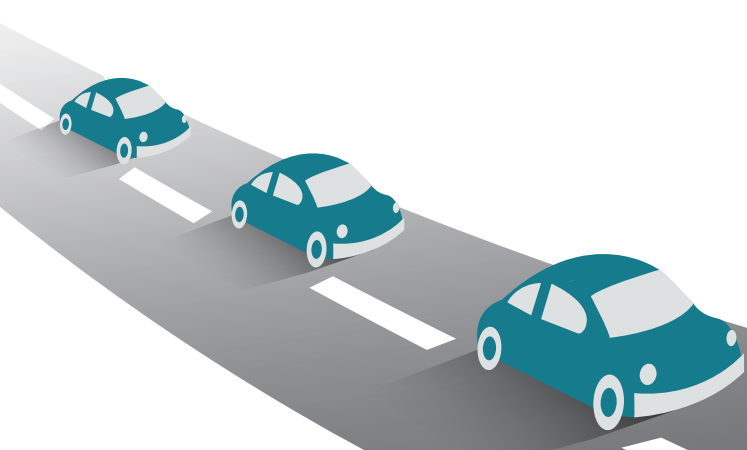
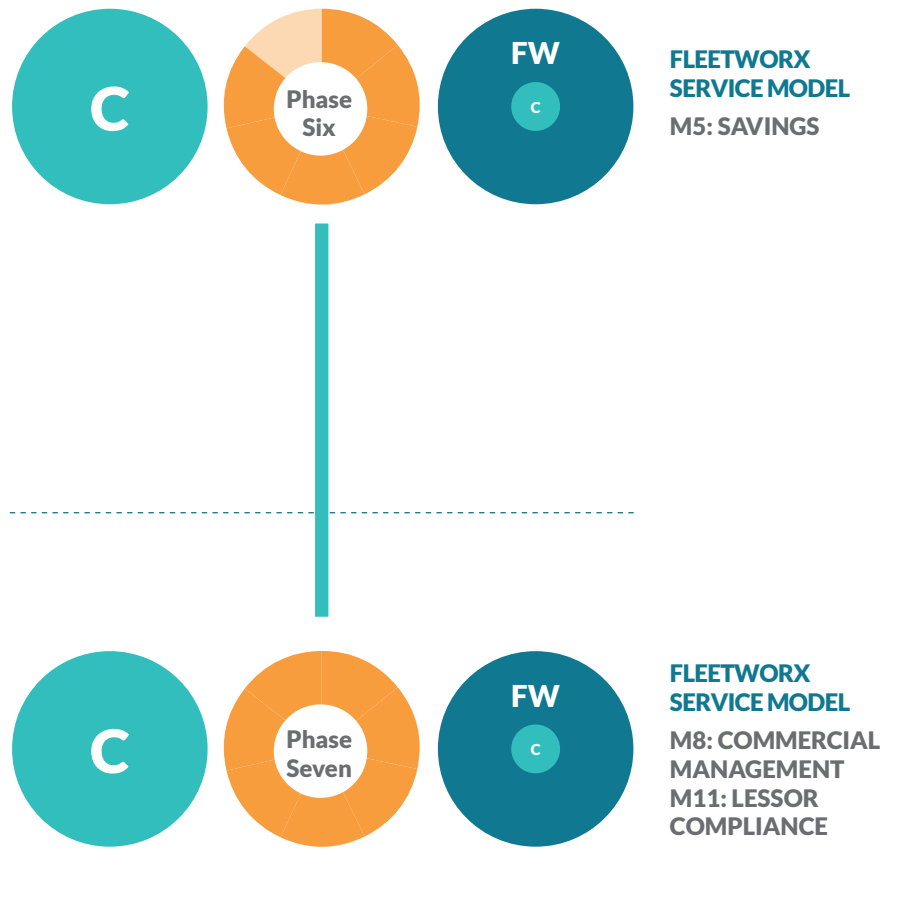
COMMERCIAL COMPLIANCE

20. Contact Adherence (OS)

Adherence to the commercial terms of the existing supply contracts.

21. Contract Reviews (NS)

Regular contract reviews.



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ABOUT FLEETWORX

Fleetworx is a unique company car supply chain specialist. We provide client-side support in the design and delivery of cost-saving and carbon-saving company car policies and mobility solutions.

Fleetworx supports organisations that need robust company car fleet management in the UK and across EMEA. Our expertise and practical influence spans the entire fleet supply chain, with the primary objective of delivering savings, compliance and control. Our focused and impartial approach is proven to deliver a significant return on investment.

To understand more about Fleetworx and how we can help you manage your company car fleet supply chain please contact Graham Rees or Tom Osborne for an informal chat.



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