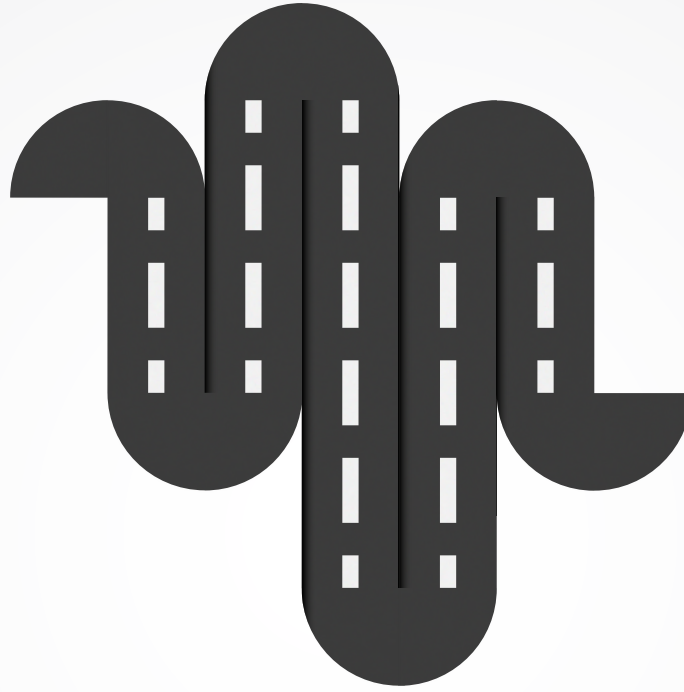


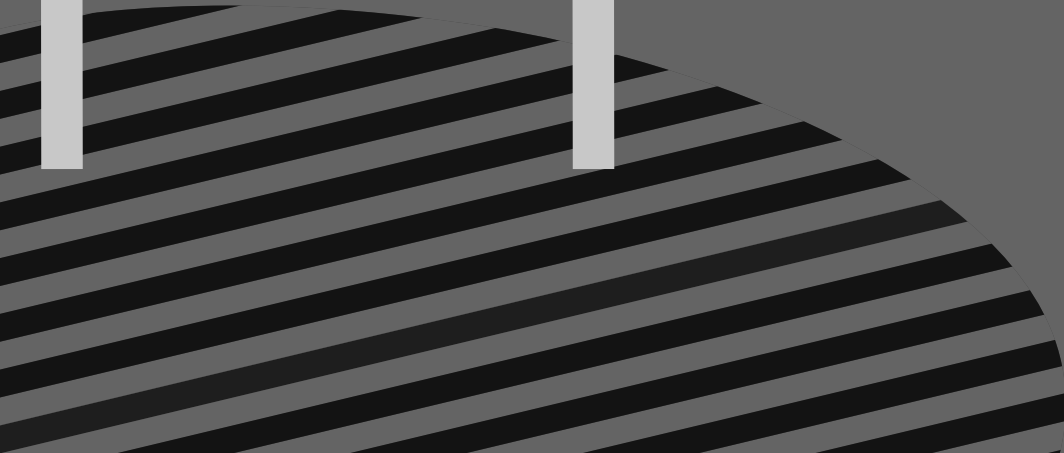
**POWER TO THE
PUBLIC SECTOR**



**WHY IT'S TIME FOR FINANCE
AND FLEET MANAGERS (FLEET, TRANSPORT,
FINANCE AND PROCUREMENT) TO STAND
UP TO VEHICLE LEASING FIRMS**

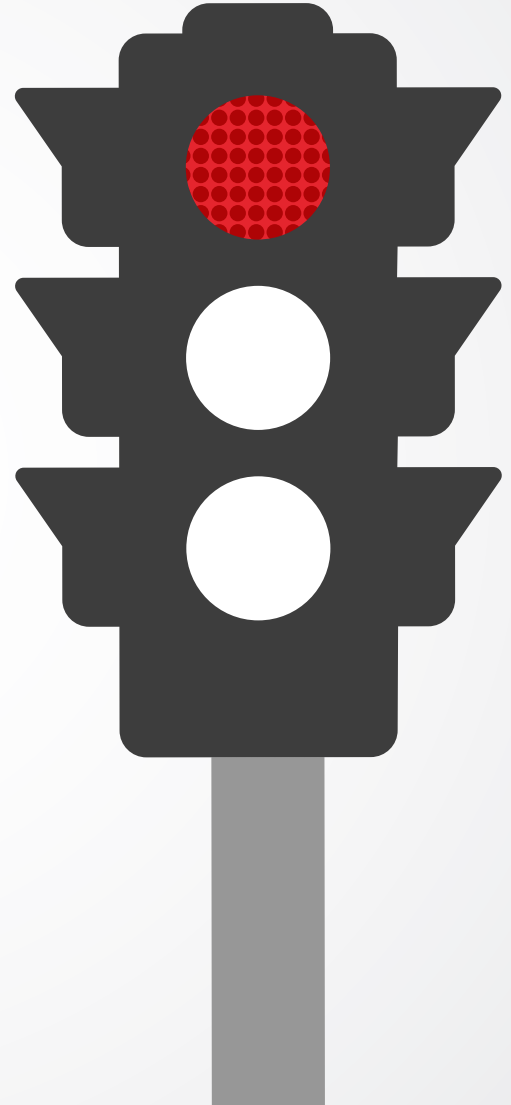


**WE HAVE
A CONFESSION
TO MAKE...**



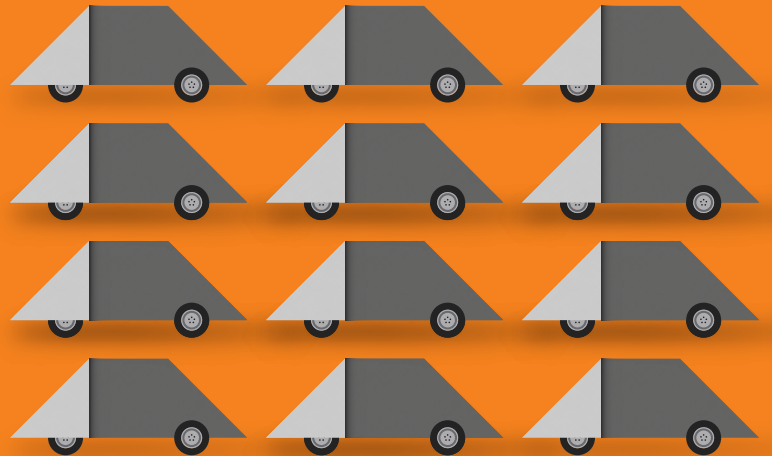
THE VEHICLE LEASING INDUSTRY IS FAILING THE PUBLIC SECTOR

(And we wish Public bodies
would demand more.)



**BECAUSE – AND LET’S BE
BRUTALLY HONEST ABOUT THIS**

**MOST VEHICLE LEASING
FIRMS ONLY THINK ABOUT
BIG CORPORATE CLIENTS**



THEY DON'T CARE ABOUT...

Budget approval processes

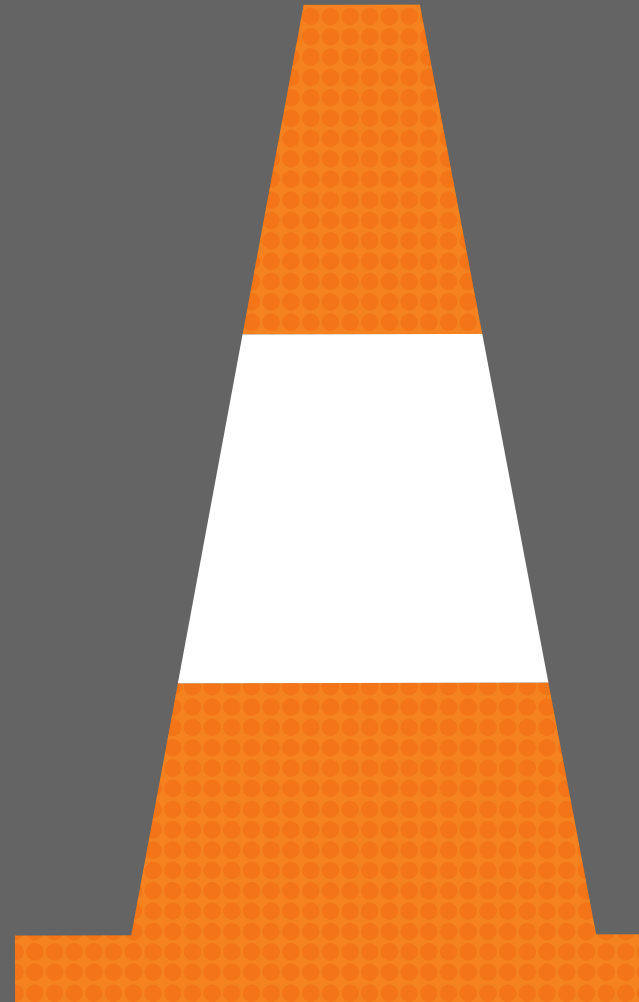
Tender legislation

Procurement frameworks

Reducing carbon

Social impact

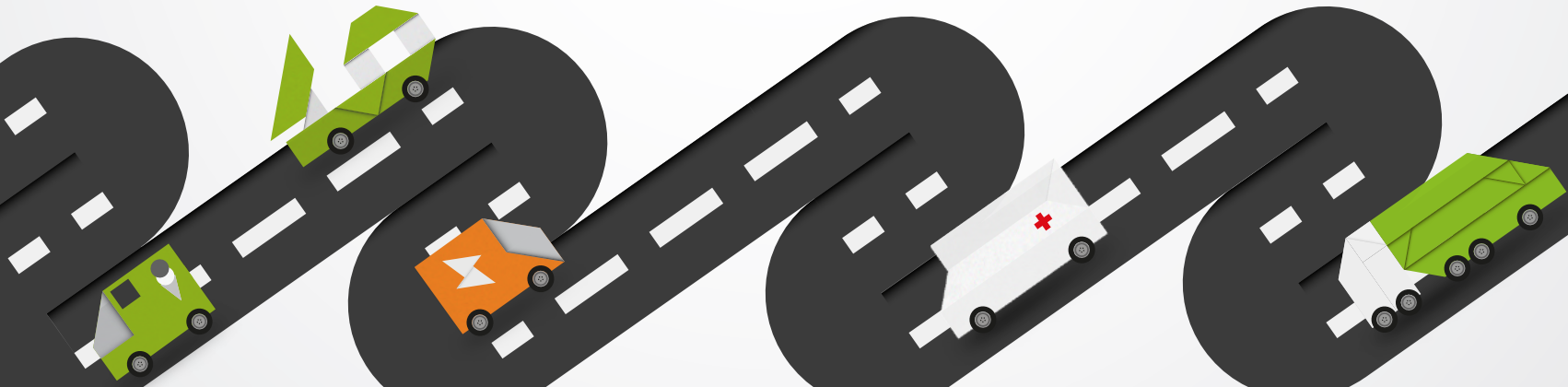
Vehicles that aren't cars

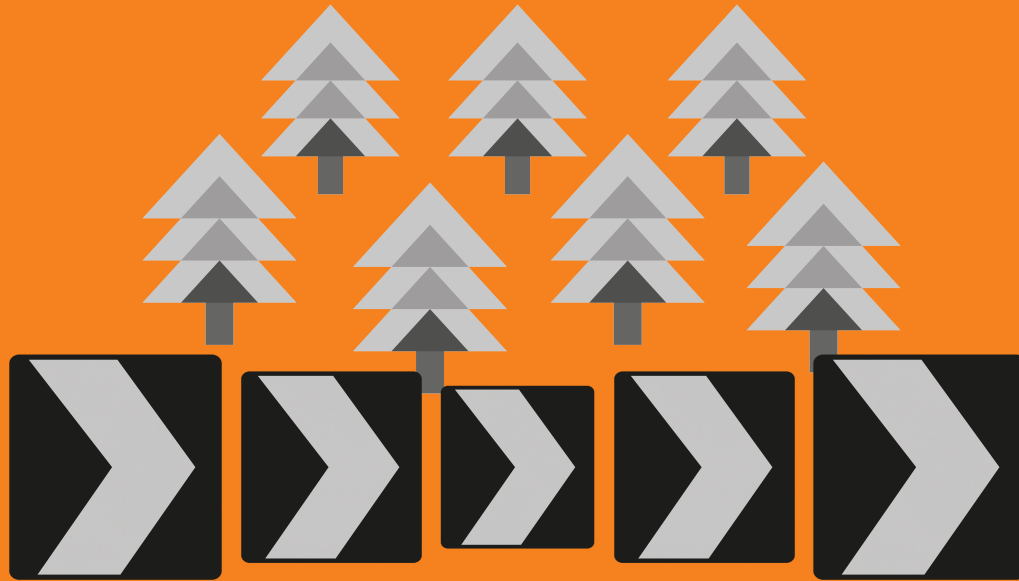




**AND THEY EXPECT
YOU
TO FIT INTO
THEIR
WAY OF WORKING.**

BUT PUBLIC SECTOR FLEETS ARE DIFFERENT





DIFFERENT

Procurement Finance Processes Policies
Vehicles Objectives Uses

AND EVERY DAY, LACK OF PUBLIC SECTOR FOCUS FROM VEHICLE LEASING COMPANIES

Wastes taxpayers' money

Eats limited budgets

Blocks organisational objectives

Swallows time

Erodes managers' sanity



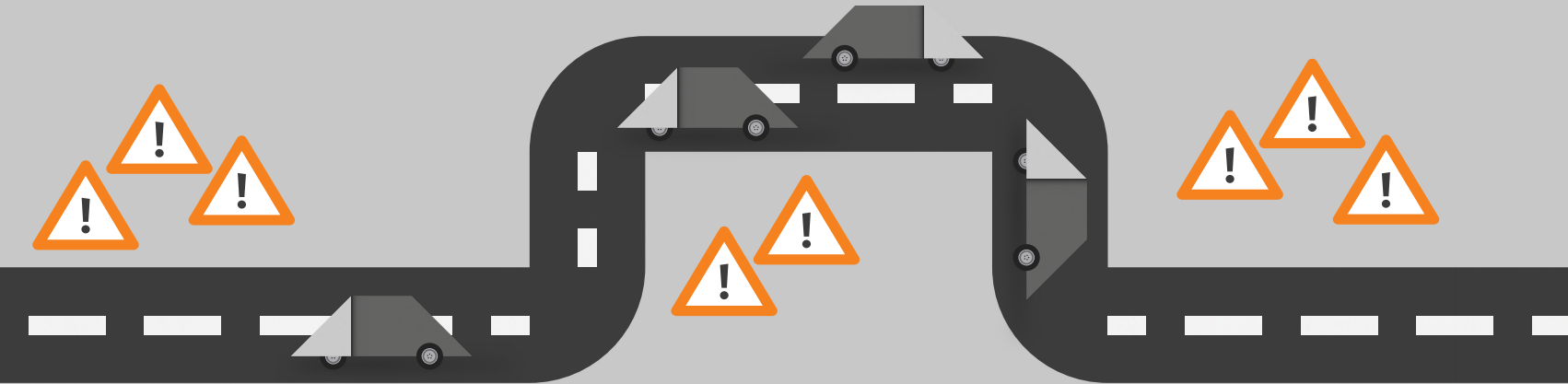


IN SHORT, IT'S
BAD NEWS

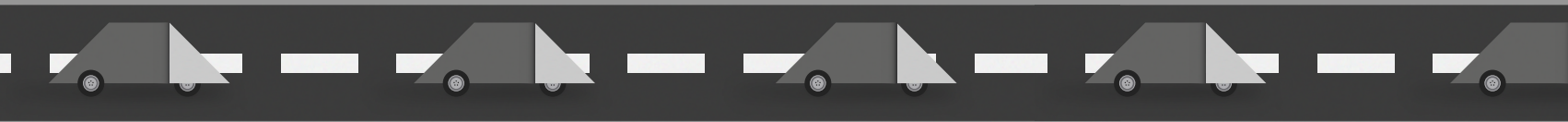
FOR

EVERYBODY

who relies on public services (including us)



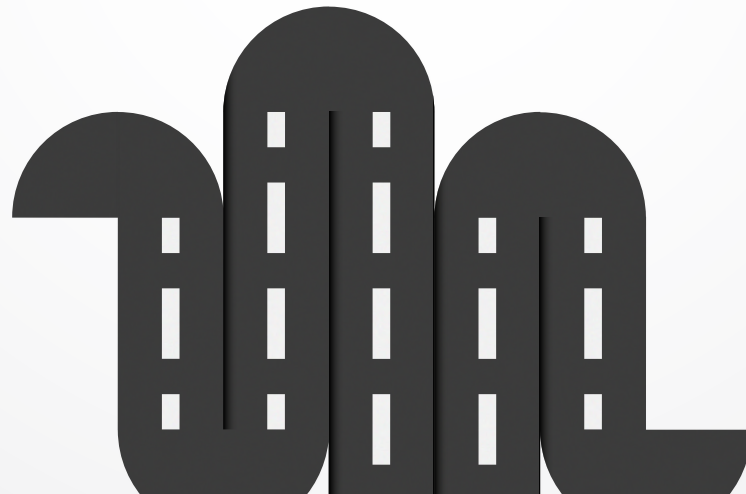
**AND IT DRIVES US MAD
BECAUSE THE SECRET IS...**



**IT DOESN'T
HAVE TO BE
LIKE THIS**



THE PUBLIC SECTOR HAS
MORE
POWER
THAN YOU THINK



RIGHT NOW, THERE ARE

2 0 0 0 0 4

**VEHICLES LEASED
OR FINANCED TO
THE PUBLIC SECTOR**

THAT'S

1 IN 10

LEASE CARS IN THE UK



10%

**YOU KNOW WHAT
THAT LOOKS LIKE?**



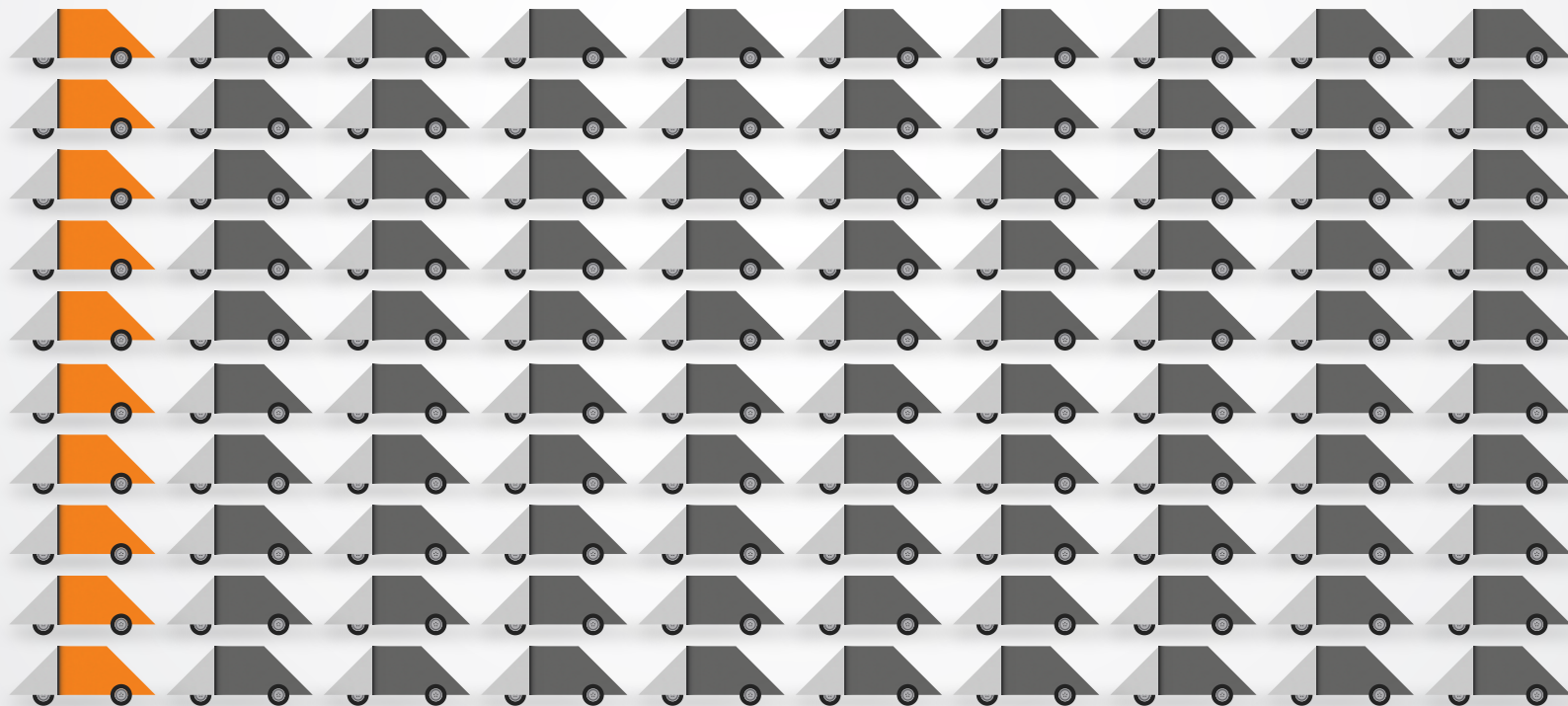
LOOK OUT AT YOUR CAR PARK (OR A ROAD)...



10%

**IS ALL THE VOLKSWAGENS.
AND ALL THE VOLVOS.
PUT TOGETHER.**

(Society of Motor Manufacturers & Traders)



AND THE

SOONER

PUBLIC SECTOR

Transport Managers Finance Managers Portfolio
Holders Fleet Managers Board Members Procurement
Officers Trustees Committee Members Safety Officers
Sustainability Champions...

**DEMAND MORE FROM THE VEHICLE
LEASING INDUSTRY**

THE

BETTER

FOR ALL OF US.

BUT WHAT SHOULD YOU

DEMAND?

**HERE ARE FIVE
QUICK SUGGESTIONS
TO GET YOU STARTED...**

1 2 3 4 5

INVOICE ARRANGEMENTS THAT SUIT PUBLIC SECTOR BUDGETING

DEMAND#

1 2 3 4 5

VEHICLE LEASING FIRMS DON'T SEEM TO GET IT:

Public Sector **BUDGETS** are **FIXED**
when the money's **GONE**, it's **GONE**.

So that **LITTLE** invoice you weren't
expecting is a **MASSIVE** pain in
the neck.



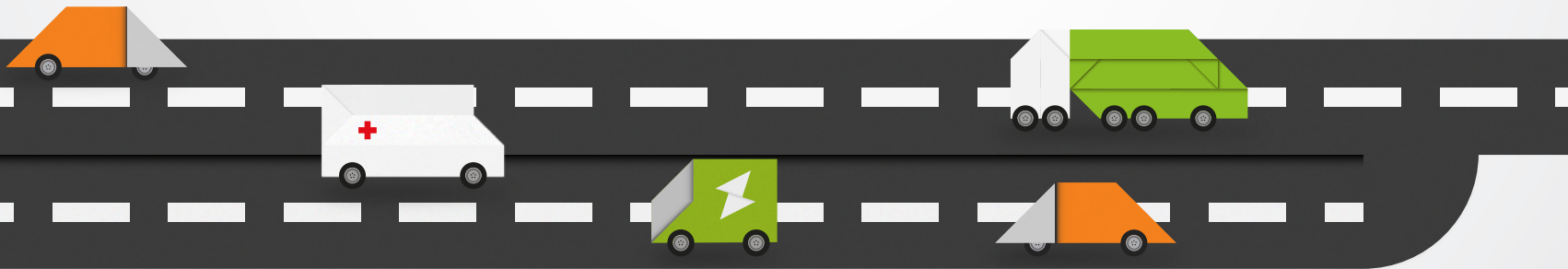
TAKE THE TIME TO COMPARE PROCUREMENT FRAMEWORKS

DEMAND#

1 2 3 4 5

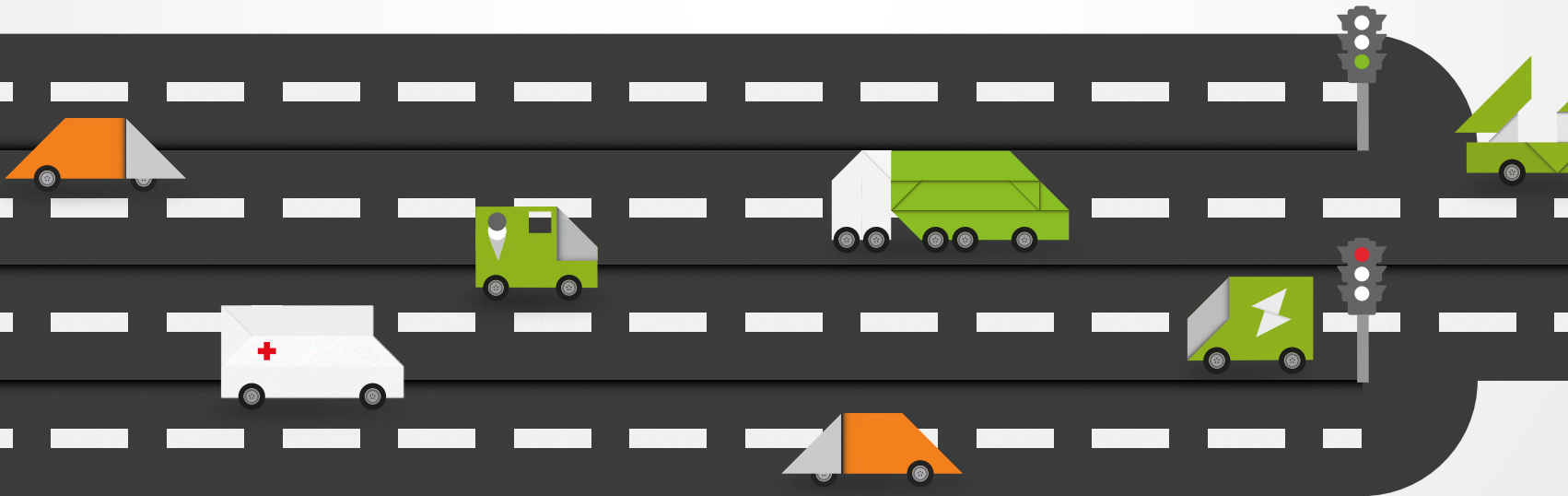
DID YOU KNOW?

There are **countless approved Public Sector Procurement Frameworks** where you can source your vehicles.



ALL OF THEM HAVE DIFFERENT TERMS OF BUSINESS:

Up-front capital costs Dealer discounts
Contractual terms & conditions Excess mileage rates
Early termination penalties Damage recharging
arrangements Administration handling fees



AND KEEPING ON TOP OF THEM ALL IS A FULL-TIME JOB

(We should know. We've made it our business to know each and every one of them.)

SO...

Want to guess the potential **COST** difference between choosing a Framework that **FITS** the way you work, and one that **DOESN'T**?

IT CAN BE AS MUCH AS

£140,000*

You'd think your Vehicle Leasing supplier
would know that, wouldn't you?

*Based on a 3% cost variance for 150 transit vans over 36 month period.

GIVE PUBLIC SECTOR FLEETS THE BEST PRICE AVAILABLE

DEMAND#

1 2 3 4 5

WHEN BIG GLOBAL LEASING FIRMS NEGOTIATE CENTRALLY WITH MANUFACTURERS

The prices and supply terms are **INCREDIBLE**.
(And not just on **VEHICLES**, but **TYRES**,
GLASS and **PARTS** too.) Hint. Hint.

With bigger presence comes greater buying power. And to get best out of these deals you should be looking to pair up with someone whose vehicle numbers are in millions rather than thousands.



UNDERSTAND PUBLIC SECTOR OBJECTIVES AREN'T ALL ABOUT MONEY

1 2 3 4 5

DEMAND#

TRY ASKING FOR ADVICE ON

ULTRA LOW EMISSION VEHICLES



Environmental impact Social good
Political policies Community
leadership Sustainability



“How much does it cost?”

STOP TREATING SPECIALIST VEHICLES LIKE CARS

1 2 3 4 5

DEMAND#

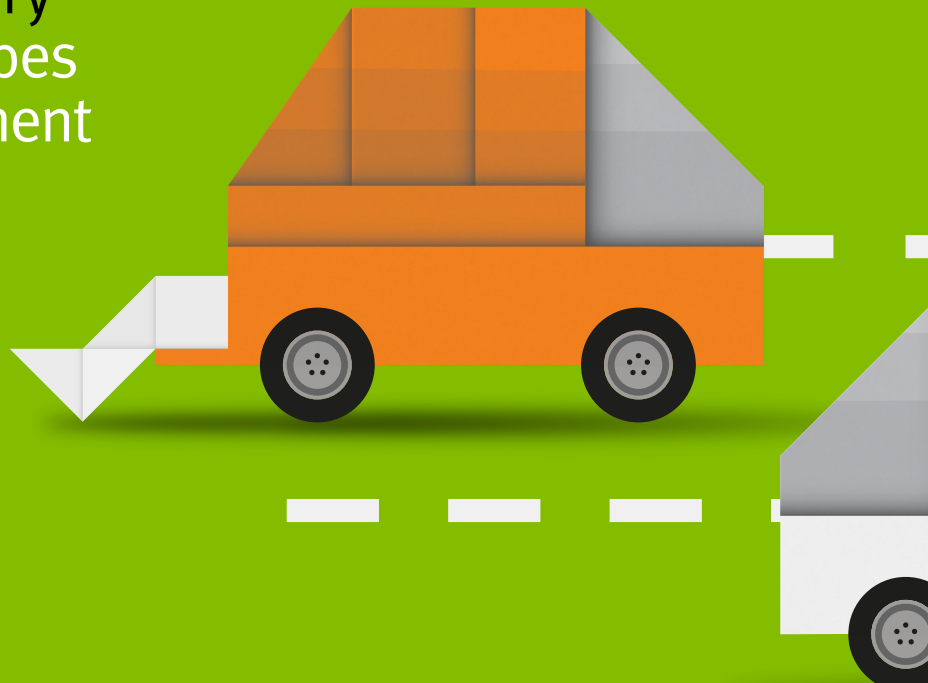
PUBLIC SECTOR BODIES USE A WIDER RANGE OF VEHICLES THAN ANYBODY ELSE...

Cars Vans Minibuses Goods vehicles
Coaches Ambulances Motorcycles
Refuse disposal vehicles Road
gritters Sweepers Snow ploughs
Tractors Mobile libraries Laundry
vans Even ice cream trucks {cool}



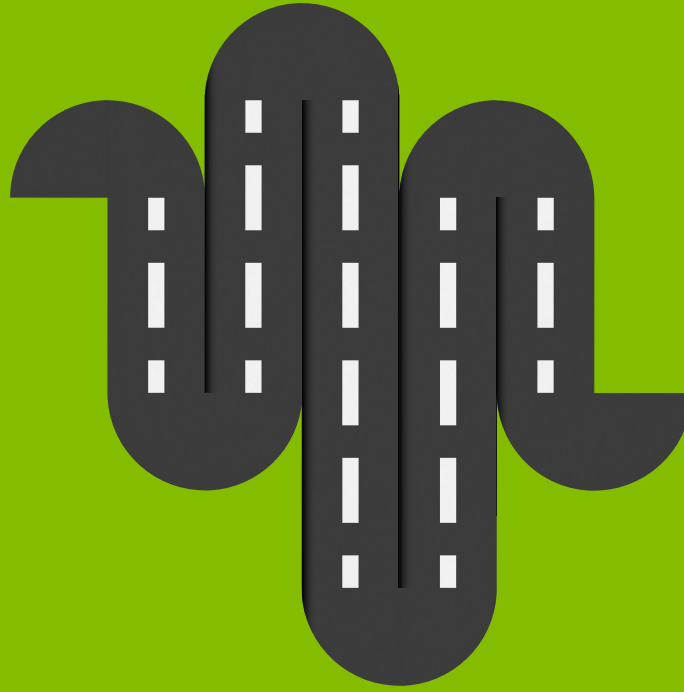
...AND EACH ONE HAS SPECIAL REQUIREMENTS

Maintenance Disability access
Multiple driver permissions
Specialist insurance Ancillary
equipment Storage Battery
charging Multiple fuel types
Usage patterns Procurement
terms Special Tax and
Registration processes



**IF YOU FIND YOUR SUPPLIER
TREATING A SPECIALIST
COMMERCIAL VEHICLE AS
IF IT WERE JUST A CAR
WITHOUT WINDOWS,
YOU'RE IN FOR TROUBLE**

All these demands should be standard practice for Public Sector fleet providers. **But they're not.**



**IT'S TIME TO ASK YOUR
VEHICLE LEASING COMPANY
FOR MORE**

**AND YES, THAT INCLUDES
ASKING US.**

Having worked with the Public Sector for over two decades gives us some natural advantages...

**...LIKE KNOWING
YOUR BUDGET AND
TENDER PROCESSES...**

...and up-to-the-minute
PROCUREMENT FRAMEWORK
comparisons...

**...AND LOTS OF EXPERIENCE
WITH ULTRA LOW EMISSION
VEHICLES...**

...and dealing with all sorts
of vehicles, every day...

...AND, YES, BEING PART OF THE WORLD'S LARGEST LEASING COMPANY IS A BIG HELP...

Pricing and supply terms **Globally-**
negotiated discounts Financial
stability and security **Convenient**
local servicing networks Buying
power for ancillary services

...BUT, STILL, WE THINK WE CAN DO MORE TO HELP YOU...

Increase availability **Achieve budget savings**
Reduce administration
Mitigate risk

...AND WE WANT TO KNOW WHAT YOU HAVE IN MIND

After all, the more efficient the Public Sector can be, the better for all of us.

DEMAND
MORE*

***LET'S TALK**

Tel: 01753 802098

Email: newbusiness@leaseplan.co.uk

Visit: leaseplan.co.uk
