Take Control

Don't let the Grey Fleet drag you onto the hard shoulder

LeasePlan

What's next?

Millions of people in the UK use their
own vehicles for work purposes.

They are the Grey Fleet.
And they're starting to
get **out of control.**

There are around

14 million

Grey Fleet cars in the UK.

Often these cars **are older,**

built to outdated emissions standards and without modern safety features.

Often they're
poorly maintained.

because that expensive car
service can always wait until
next month, **can't it?**

And often they're used instead of **cheaper alternatives**

adding unnecessary costs where other options would be more **cost-effective.**

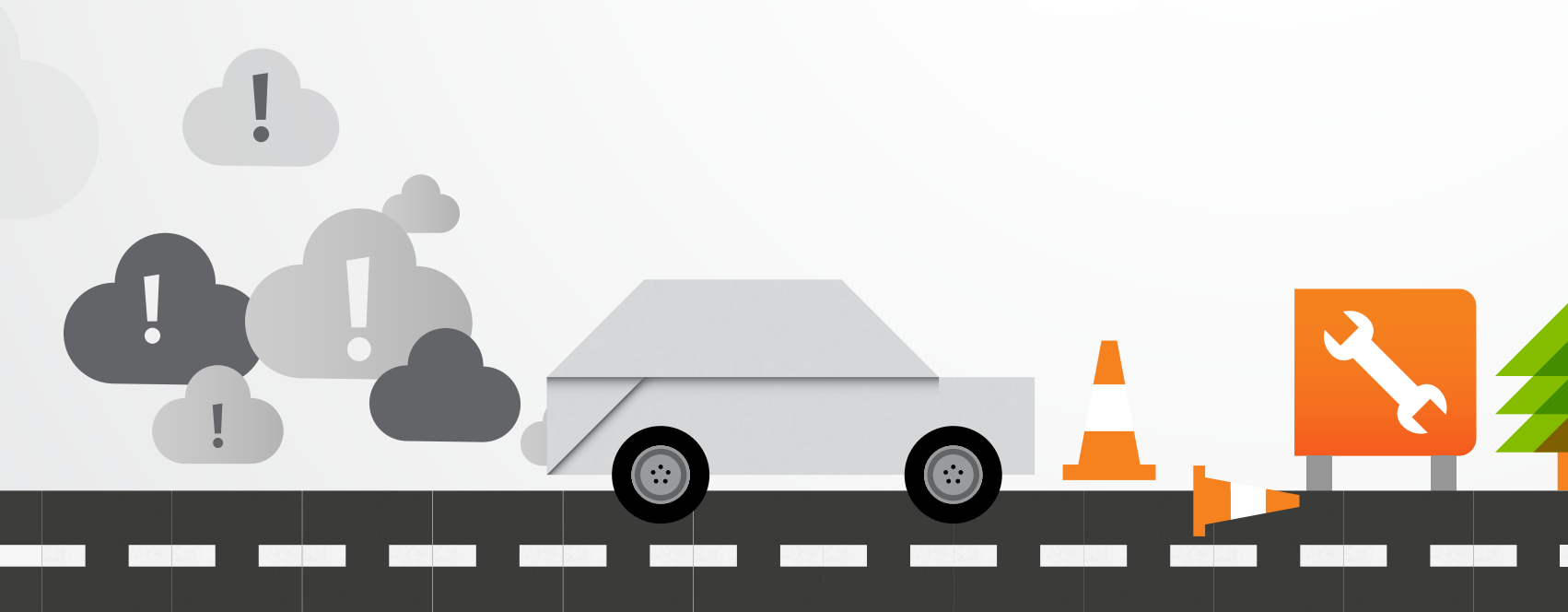# And in the public sector, Grey Fleet use isn't the exception. **It's the norm.**

More than half of all public sector business travel is in driver-owned vehicles.*

*2014 iGov survey

It's not cost-effective.

It's not environmentally friendly

And it's not safe.

But you know the **worst thing** about The Grey Fleet?
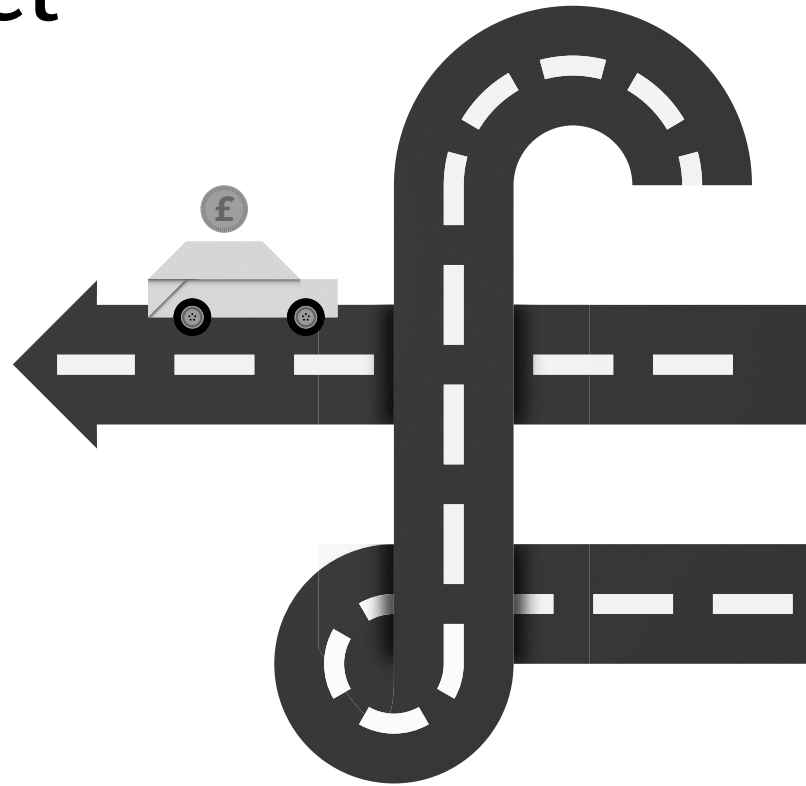
The worst thing is
not knowing.

The true financial costs
The environmental impact
The health and safety issues

Let's be honest about this.

In most organisations **nobody knows** how much the Grey Fleet **actually costs.**

But once you sit down and think about it,

the costs soon start to **add up.**

No central view
of cost

Pence per mile rates **too high**

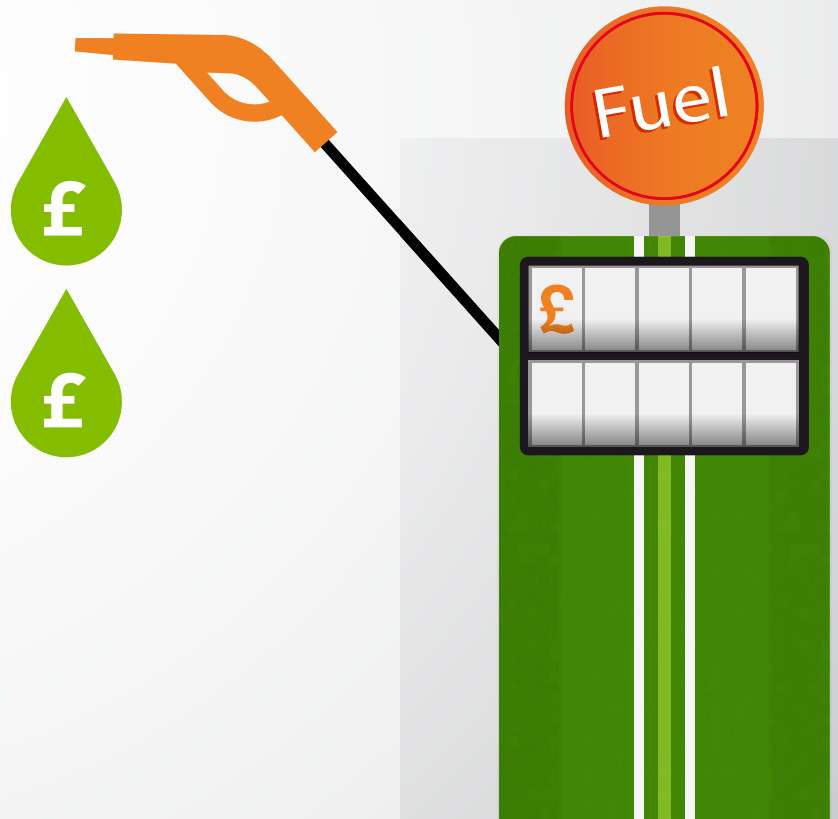# Plenty of more cost-effective **alternatives**

Employees taking
the scenic route...

And who's monitoring all these costs?

Who's keeping on top of it all?

Who's in charge of this mess?

Usually, the answer is:

nobody.

So far, so terrible.

But that's not all.

There's no way of measuring their
environmental
impact.

Tens of thousands of miles every year

+ older vehicles

+ poor maintenance

= higher emissions

And when you've got **carbon footprint targets** to hit you need to **know everything** about the impact of the Grey Fleet.

New EU and UK Government directives demand that larger organisations **record all emissions,** and that includes personal vehicles used on business.

And audits are happening **right now.**

So when the **auditors** turn up at the door who's going to tell them **exactly** how much the Grey Fleet is adding to your carbon footprint?

Don't panic,
here they come...

Oh...
It's **nobody** again!

But hold on – there's still more.

Employers are **legally responsible** for employees driving for work.

Regardless of the ownership of the vehicle.

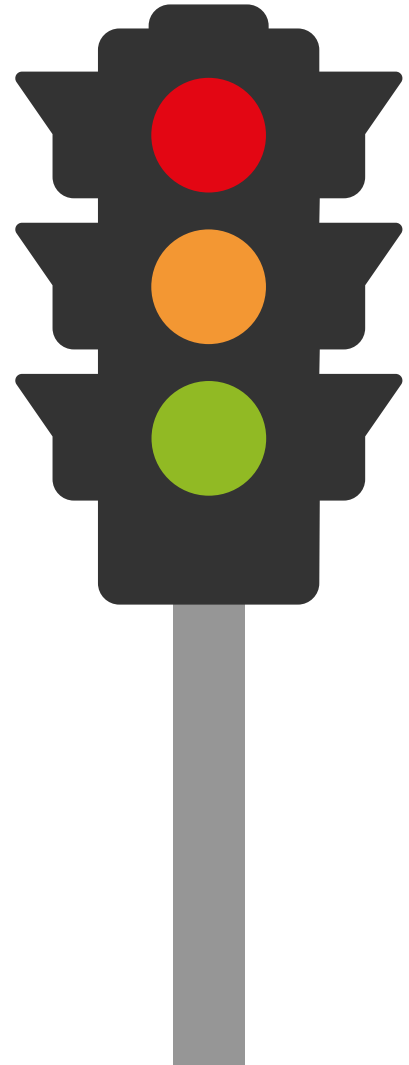# To fulfil their duty of care, employers need **up-to-date information** on Grey Fleet cars

How old are they?

Do they have an MOT?

Do they have valid insurance?

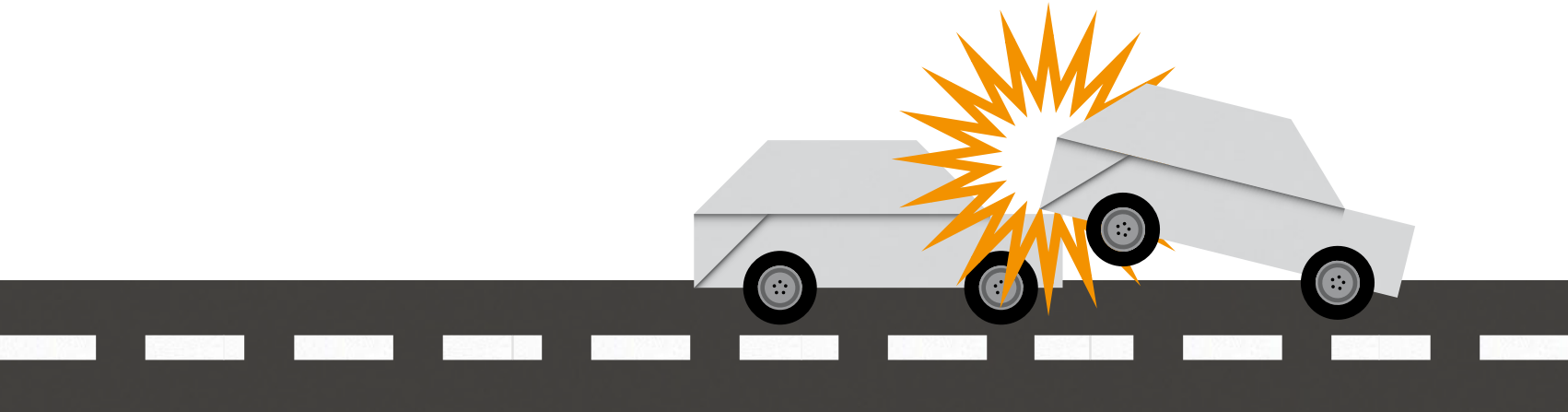Does the driver have a valid license?

Three guesses who knows about all this in most organisations.

You got it
in one:
Nobody.

Often, the first time this information surfaces is **after** an accident.

Too late.

Costs.

Environmental impact.

Safety.

All things you'd expect to know everything about in **any other area** of your organisation.

Anywhere else, these are the **basics.**

So why are they missing in the one area where:

⤑ Expenses can be almost **boundless**

⤑ Carbon footprint is potentially **huge**

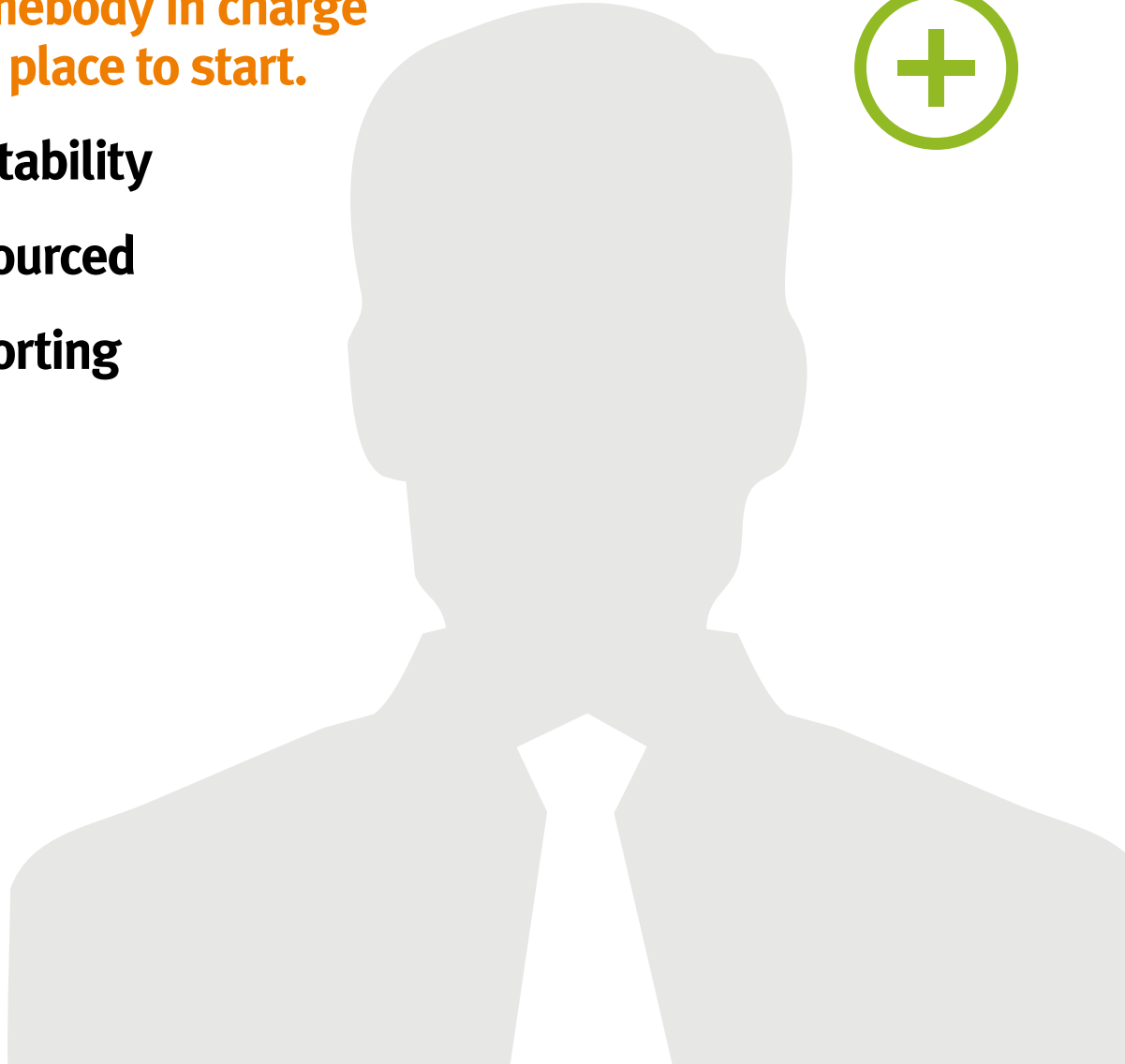⤑ Employees are **at risk**

It's time to **take back control.**

But how?

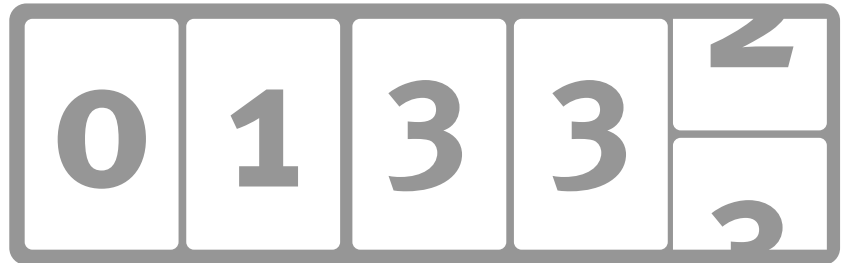**Well, putting somebody in charge would be a great place to start.**

⋯⟫ **Clear accountability**

⋯⟫ **Properly resourced**
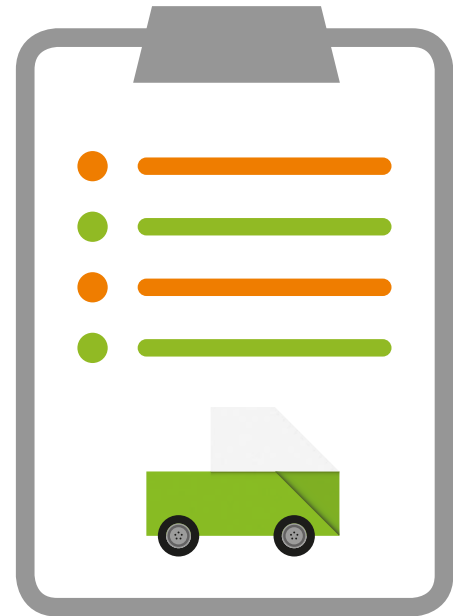
⋯⟫ **Detailed reporting**

And getting a handle on the data is an essential first step.

→ **Central view of all expenses**

→ **Set mileage and emissions baselines**

→ **Identify vehicle/driver issues**

0 1 3 3

Gathering all this information can be difficult

⋯→ **Who's driving what?**

⋯→ **Where are they going?**

⋯→ **And why?**

Time consuming

Are their cars suitable for business use?

Or even roadworthy?

What are their carbon emissions?

maybe even painful

What rates are being paid?

Who authorises payments?

How do costs compare to alternative options?

But not as painful as **paying over the odds** (in pence per mile)

for a **sub-standard product** (old, poorly maintained vehicles)

that puts your employees (and your organisation) **at risk.**

Let's face it –

if you made some changes, what's the worst that could happen?

You'd finally get a true picture of your

┄┄▶ **Costs**

┄┄▶ **Environmental impact**

┄┄▶ **Health and safety issues**

Visibility you take for granted in **every** other part of your organisation

And once you've got the data you can start to make some

informed decisions.

And find the
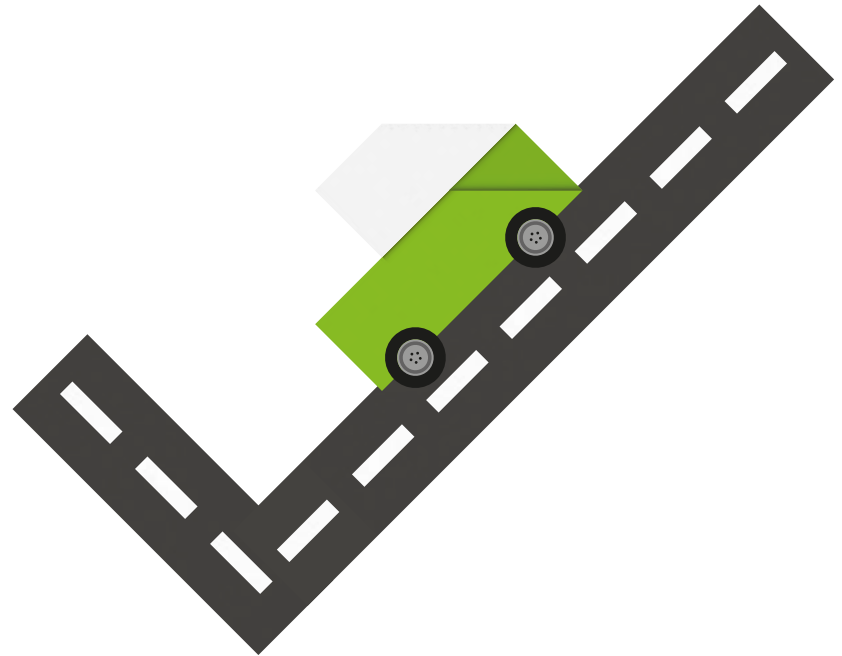# right combination
# of alternatives

Salary sacrifice

Car pools

Hire cars

Company cars

Public transport

Teleconferencing

This is powerful stuff.

It could **transform** your organisation.

- ✔ **More control**
- ✔ **Lower costs**
- ✔ **Reduced pollution**
- ✔ **Improved safety**
- ✔ **Better public image**
- ✔ **Increased productivity**
- ✔ **Less absence**

But remember: this isn't a revolution

It's an
evolution.

Ready to take the first step?

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What's next?