

# THE RIGHT VEHICLES FOR CHARITIES

WHY RETHINKING YOUR FLEET  
CAN MAKE A HUGE DIFFERENCE  
FOR YOUR BUDGET



**If you're running a fleet for a charity, you've got a tough job on your hands.**

Your vehicles are indispensable to delivering essential services to those in need:

- Driving them places
- Picking up donations
- Delivering meals

Your budget's tight.

And chances are your wheels have seen better times.

And the older your vehicles, the more those unforeseen repairs bite big chunks out of the budget.

So, even though charities often get treated like 'amateur' enterprises, you actually have to be far more professional than fleet managers in well-funded companies.

**THE PROBLEM:**

In the UK, the average charity vehicle is 7 – 10 years old.



## Over the last few years, your life hasn't exactly become easier:

Government support for your work is getting smaller, every year.

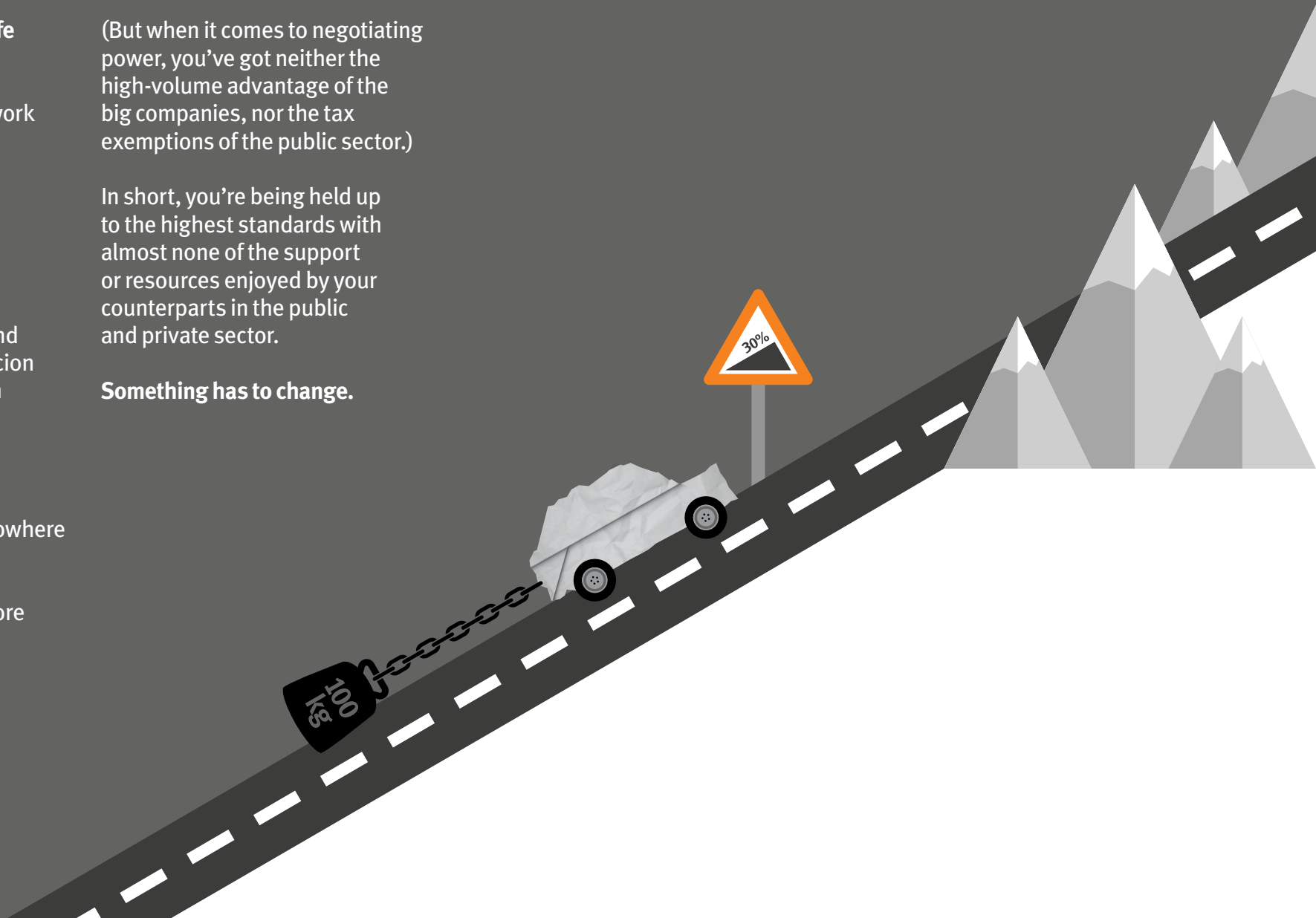
The New Companies Act and the heavily publicised charity scandals of the last years have made you work even harder to:

- Become super-transparent and counteract the general suspicion of mismanagement you seem to be under
- Constantly prove that you're as efficient and productive as a private company (with nowhere near their resources)
- Renew that fleet to deliver more consistent, reliable service

(But when it comes to negotiating power, you've got neither the high-volume advantage of the big companies, nor the tax exemptions of the public sector.)

In short, you're being held up to the highest standards with almost none of the support or resources enjoyed by your counterparts in the public and private sector.

**Something has to change.**



**In all your efforts to improve efficiency, there's a rather low-hanging fruit you may have overlooked.**

And that's the way you manage your fleet.

More precisely, the way you:

1. Fund your vehicles
2. Tender your contracts
3. Run your fleet
4. Manage and maintain it

Working with a fleet service company that understands the challenges of the charity sector can change the way you go about these four things.

It can also massively help you to:

- Get the vehicles you need for your important work
- Make a huge difference to your fleet spend
- Budget without nasty surprises
- Outsource a lot of the tedious admin that comes with running cars and vans



# 4 TIPS FOR RUNNING A MORE EFFECTIVE FLEET





## Most charities still own their vehicles outright.

That may look like the “no-surprises” way of managing fleet cost, but it means you’re paying for everything upfront.

What’s more, all the headache of maintenance and repair – scheduled and unforeseen – sits with you.

The truth is: Switching from purchase to contract hire may well be the single biggest step to budget efficiency you’ll ever take for your fleet:

- It means you’ll buy for less (Leasing companies are bulk buyers who get amazing deals)
- It spreads the cost over time, with a budgetable monthly spend
- It moves the burden of maintenance and service to your fleet provider
- It lets you modernise your fleet without a huge capital outlay
- AND outsource the risk and admin of unforeseen repairs and downtime

That’s a lot of benefits for any charity trying to squeeze more from less.

## THE SALE AND LEASE-BACK MODEL

Saving cost is about whatever works. Though it may sound counterintuitive, it can make sense for some charities to sell their fleet and lease it back. The model has saved many organisations a lot of money in a surprisingly short time. [Here’s an example.](#)





## Get the leasing firms to treat you like the valuable customer you are.

There's no shame in admitting that only the big charities can afford an in-house expert who knows how to map their fleet to their needs.

But fleet leasing companies are chock-full of experts with intimidating amounts of aggregated fleet knowledge.

And they can put that knowledge to use for your benefit and help spec out the fleet that's right for you, including:

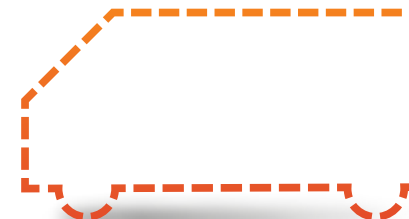
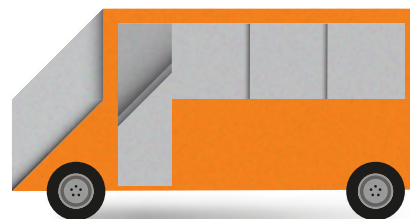
- **The number and types of vehicles**  
For all your purposes: Staff cars, people carriers, refrigerated trucks. With all the payloads (and resulting fuel consumption), accessories (like special racking) and ancillary equipment (like tail-lifts or wheelchair ramps) optimised for you
- **The conditions of your contract hire**  
Like contract length. Tyre policies. Contracted mileage. Maintenance agreements. The small print.

**And the best thing is: Once you're happy, you can invite for tender, sit back, wait for the offers to come in, and start cherry-picking.**

## WHY INERTIA MAKES YOU PAY TOO MUCH

Traditionally, when charities have leased, they've gone for rolling contracts (choosing a new supplier can be scary). But these are usually far from the best deal you could be getting.

Today's contracts (short, medium, and long term – and everything in between) can be far more flexible and allow for changes in the way you run your charity. So dare to go for the contract you want, not the one you already have.





As a charity, your people have other things on their minds than checking licenses, watching fuel consumption and educating drivers on payloads. But these things are super-important for:

- Complying with VOSA regulations
- Minimising cost
- Keeping your vehicles on the road without fail

Fleet management services have the know-how to take care of the everyday running of your fleet in a reliable and cost-efficient way.

They'll report to you in real-time – keeping you in control and enabling you to spot opportunities for cost reduction as you go.

**So your people can focus on your important work – while you make a difference to the bottom line.**

## HOW MUCH YOU CAN SAVE

Changing to the way you run your fleet can mean savings of up to 39%, or £390(!) per vehicle. [Here](#) are some more cool numbers.







There's essentially two kinds of maintenance, the scheduled and the unscheduled kind. Both can create a headache:

- **Scheduled maintenance:** All your routine inspections, check-ups by mileage, tyre swaps and so on. They're important to keep your fleet running. You can plan them ahead (but it's not always easy!)
- **Unscheduled maintenance:** Breakdowns and accident repairs that throw a spanner in the works of your operation. They usually mean you're in trouble (especially if we're talking hard-to-replace CVs)

This gets even more complex with the specialised vehicles that charities often require.

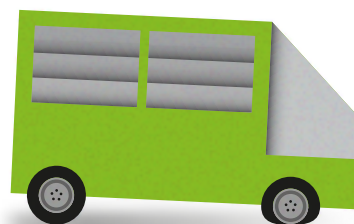
The right fleet provider will have two magic weapons for this:

**The first is telematics** – a nifty device in each vehicle that lets them capture all the data they need to optimise your maintenance schedule.

**The second is a strong supplier network** that understands the cost of downtime and kicks in to:

- Get as many fixes as possible done at roadside
- Find you a garage that will do them when it suits you best. And that has the manpower and the facilities to take care of commercial vehicles
- Source replacement parts as quickly as possible

Your fleet provider's network and buying power means it costs less to get your vehicle back on the road quickly, helping you make a difference out **there**.



We're Automotive Leasing, a LeasePlan brand. And we know that as a third-sector player, you've got loads of things to figure out on your own.

Your fleet isn't one of them.

We run hundreds of fleets from passenger car battalions in the Health Sector to Minibuses for schools and Local Government gritters and sweepers (and everything in between).

And we help charities plan, run and maintain professional, compliant and cost-efficient fleets that get the job done and save them money.

We do it from tender to termination of contract, from paper push to petrol pump. And we know that it's all about making the individual requirements and sector-specific regulations come together in a whole-life picture they're comfortable with.

## WANT TO KNOW MORE?

Send us a message:  
[hello@automotive-leasing.co.uk](mailto:hello@automotive-leasing.co.uk)

Give us a call: 0844 493 5840

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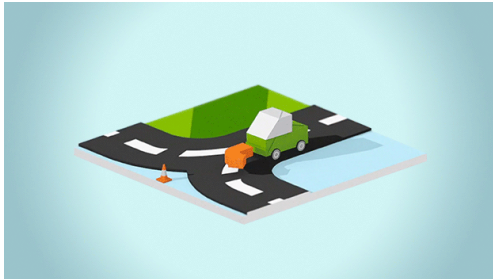


## MORE FROM LEASEPLAN





## Telematics Video



Find out what this telematics thing is all about by watching this video.



## Assessing Risk



Want some useful tips on how to access risk then read this blogpost.



## Taking Green Strides ISO14001



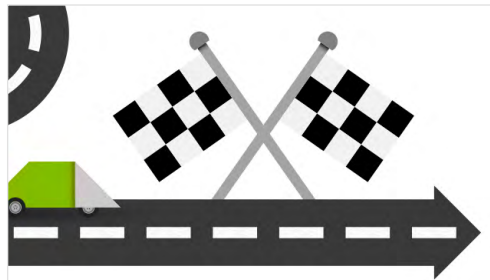
Want to ensure your fleet provider has green credentials watch our ISO14004 video.

## Telematics Datasheets

What's included	
 Mileage management	<input checked="" type="checkbox"/>
 Driver management	<input type="checkbox"/>

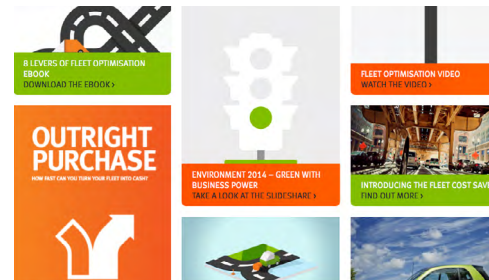
For the full LeasePlan Telematics offer have a read of our datasheets.

## Outright Purchase



Maybe the best way to get most out of your fleet is to sell it, to see why check out our infographic.

## The Hub



For more fleet related content check out our hub.