

Category Dossier

June 2021

Corporate Fleet Management

Table of Contents

1. Category Overview

- Industry Classification
- Market Overview
- COVID-19 Scenarios
- Regional Segmentation
- Industry Trends
- Cost Structure and Cost Drivers

2. Category Supplier Landscape

- Supplier Segmentation
- Supplier Segment Characteristics
- Buying Decision Facilitation
- GEP Perspective on Representative Suppliers

3. Category Best Practices

- Typical Sourcing Challenges
- Engagement Models
- Pricing Models
- Negotiation Levers

4. Buyers Toolkit

- Supplier Profiles (Top 10 Global/Regional Vendors)
- Emerging Innovators

5. Category Commandments

- Key Recommendations

Corporate Fleet Management

Category Overview

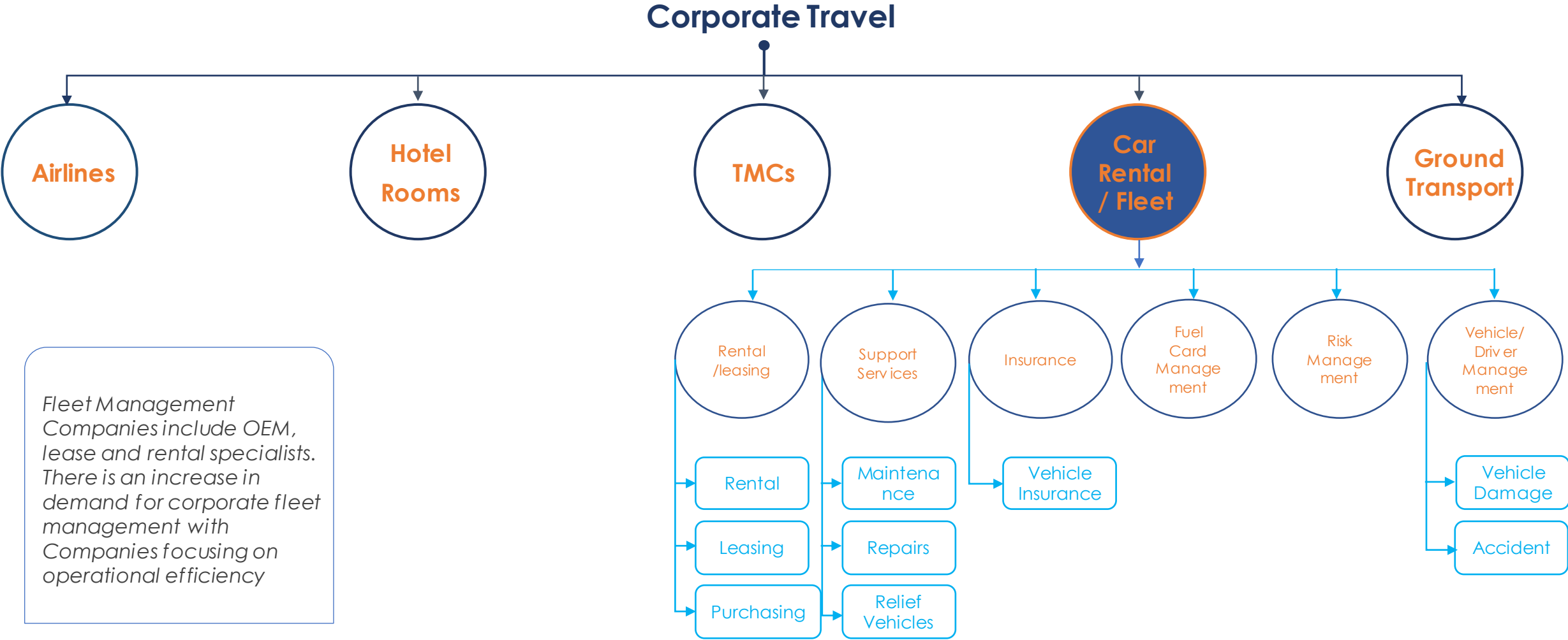
● April ● May ● June ● July ● August ● September

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Fleet management Companies provide a number of services to corporates to help them improve their operational efficiencies



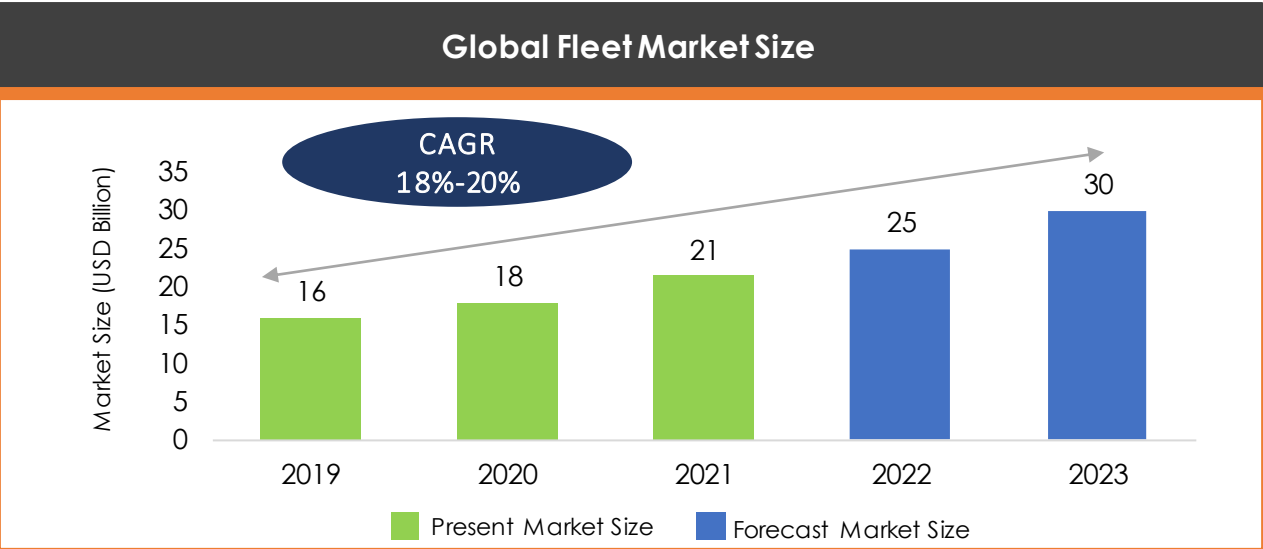
Corporate Fleet Management: Industry Classification



Despite of COVID-19 constraints on the Global Fleet Management, the market size is expected to grow at a CAGR of 18%-20% by 2023



Corporate Fleet Management: Market Overview



Market Commentary

- The global fleet industry market size is observed to steadily increase over the years, despite of the COVID-19 pandemic
- The adoption of affordable fleet management solutions and Electrification of the vehicles were the key trends followed in the fleet management in the year 2020
- For following the COVID-19 safety protocols, the fleet management companies have adopted sanitization measures and constant inspections to ensure safety of the customers and the drivers
- The AI Technology in vehicle telematics is being used to improve fleet efficiency and minimize the potential risks

Drivers and Constraints of the Fleet Management Industry



Drivers

- Increasing international trade through fleets
- Rising disposal incomes and urbanization
- Adopting fleet management solutions like Telematics, to increase operational efficiency

Constraints



- The COVID-19 pandemic restricted traveling by group to follow the safety protocols
- The remote working by the corporates led to steep fall in the usage of the corporate fleet services

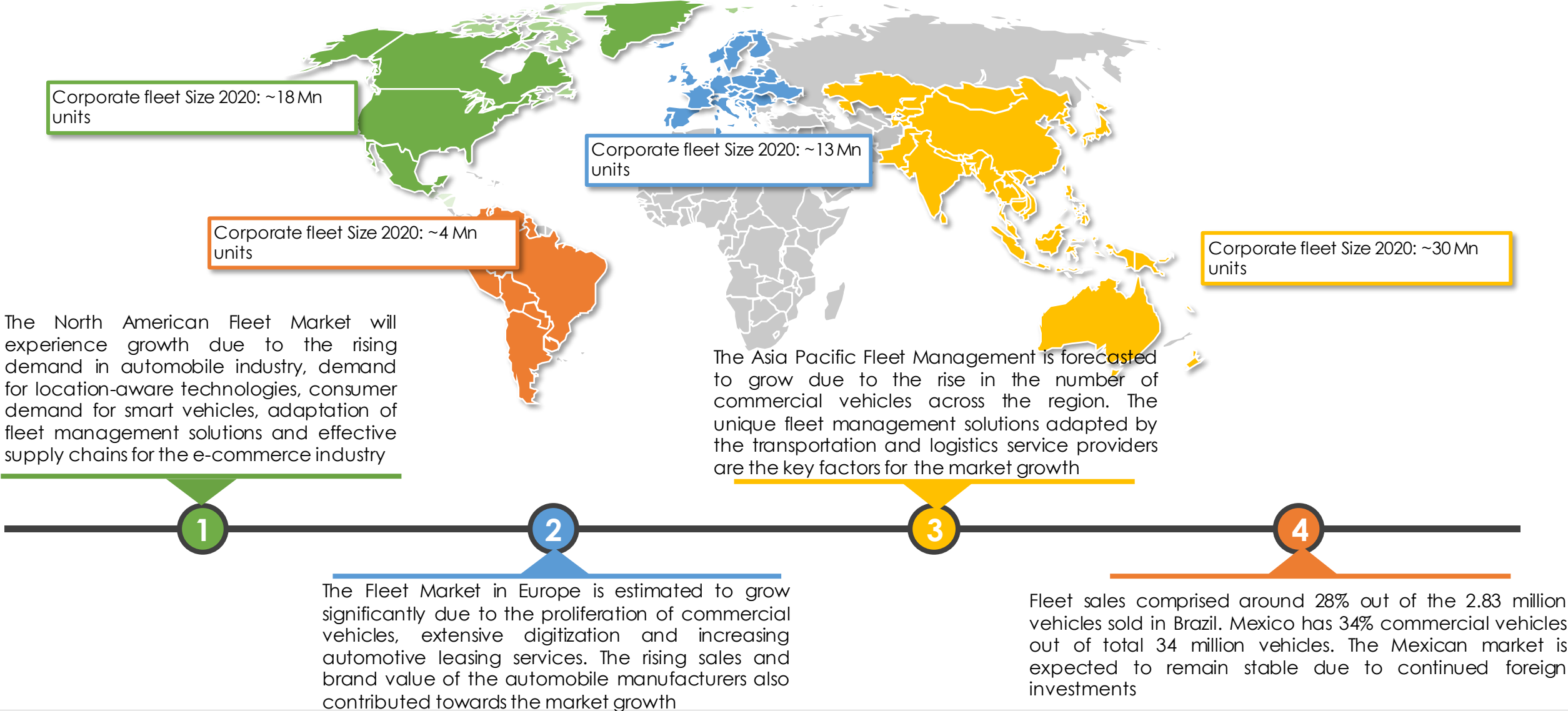
Market Outlook

- The global fleet management market is expected to grow by 2023, as the passenger fleets are predicted to hold the largest market share with proliferation of the fleets
- Due to the early adoption of fleet management solutions and Electric Vehicles in the near future, the global fleet management is forecasted to increase in its market size
- The adoption of cloud-based solutions for the fleet companies would constitute a larger growth in the market size due to its cost-efficiency and hassle-free integration

North America comprises the largest market for corporate fleet management, followed by Europe and Asia Pacific



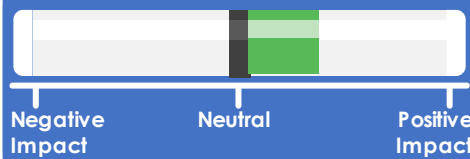
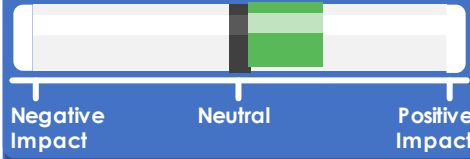
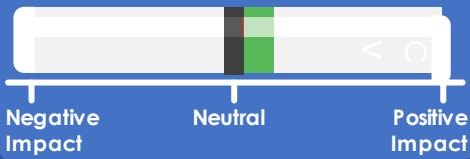
Corporate Fleet Management: Regional Segmentation



Usage of MaaS, Telematics and Dash-Cams are on the rise for monitoring the fleet



Corporate Fleet Management: Megatrends (1/2)

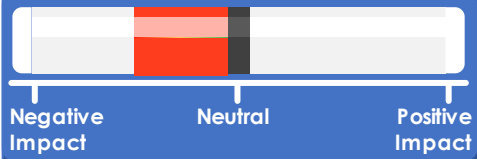
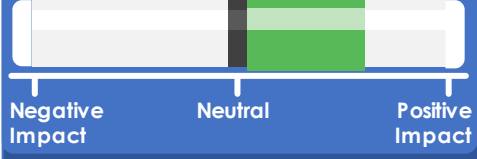
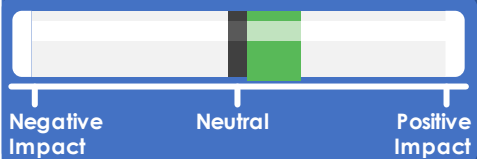
Trends	GEP PoV	PROCUREMENT IMPACT
Using Mobility-as-a-Service (MaaS)	<ul style="list-style-type: none">Mobility-as-a-Service (MaaS) is popular among the fleet managers as it enables them to customize their services and improvise in every aspectMaaS lets the fleet managers embrace the fleet management decisions like Vehicle Sharing, better use of idle vehicles, making the services more cost efficient and reducing the carbon footprint	
Adoption of Telematics	<ul style="list-style-type: none">Telematics helps to collect information on vehicle location, driver behavior, engine diagnostics and vehicle activityFrom Electronic Logging Devices (ELD) to in-cab video, the fleet managers are now able to monitor the real-time vehicle updates. The GPS and telematics tools can update about the safety, health and performance. The ELD can provide insight regarding the maintenance needs of the fleet	
Improved Driving Monitoring with Dash-Cams	<ul style="list-style-type: none">Every year, more than a million fatalities are caused due to the road accidents. The fleet management companies are taking serious responsibility to increase the safety of the drivers to avoid such accidentsTo avoid the costs incurred due to legal and insurance claims caused by distracted driving, the fleet management companies are now adopting Dash-Cams. Hence, the Dash-Cams are a valuable tool towards maintaining driver accountability	

Source: GEP Analysis, Experts, GEP SME, Secondary Research, Supplier Websites, and Primary Research

Adopting new technologies to the fleet can improve the fleet management services



Corporate Fleet Management: Megatrends (2/2)

Trends	GEP PoV	PROCUREMENT IMPACT
Adoption of Electric Vehicles and Autonomous Vehicles	<ul style="list-style-type: none">The Electric and Autonomous Vehicles are the future of fleet management due to their advanced technology and easy solutions for the fleet challengesThe rising prices of fuel globally are raising concerns for the affordability of the fleet. Hence, the fleet management companies are now considering adopting the Electric Vehicles (EV) for their operations. EVs are accounted to be high in demand due to its affordability factor. They are forecasted to be priced competitively with gasoline-powered cars in the coming yearsThe auto-driving technique in the Autonomous Vehicles (AV) is the significant opportunity to improve productivity by increasing the driving hours. Hence, enhancing profitability of the companies as well	 <p>Negative Impact Neutral Positive Impact</p>
Expansion in 5G Technology	<ul style="list-style-type: none">The next-generation network is having massive impact on the fleet management companiesThe 5G fleet management is improving the speed of data transfer and response times, lowering costs and boosting connectivity, which is increasing the productivityThe fleet management companies adopting the 5G would be benefiting with More Efficient Routing, Improved Sensors, Improved Vehicle Maintenance and Real-time V2V Applications	 <p>Negative Impact Neutral Positive Impact</p>
Using Solar-Powered Fleet Tracking Devices	<ul style="list-style-type: none">With the developing technologies that run on renewable energies, Solar powered fleet tracking devices offer many benefits for the fleet management companies as well as the environmentThe Lithium batteries provide a continuous recharge that reduces the need for replacing batteries, hence lowering fleet maintenance checksThe solar-powered tracking devices can have live data reports that can track the fleet with geofencing, making the tracking easy	 <p>Negative Impact Neutral Positive Impact</p>

Source: GEP Analysis, Experts, GEP SME, Secondary Research, Supplier Websites, and Primary Research

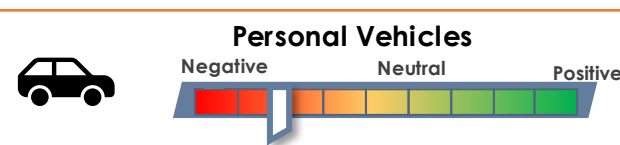
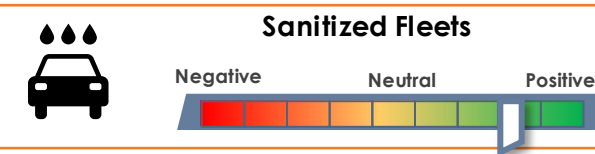
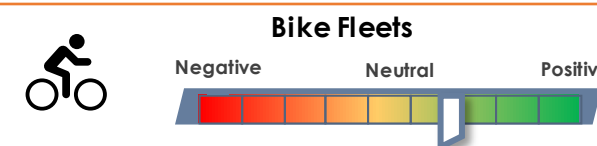
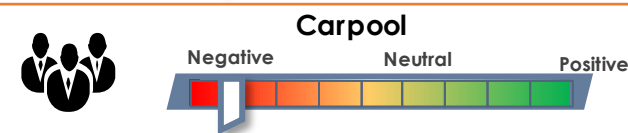
Corporate Fleet Management: Impact of COVID-19

Pandemic Outbreak

What and How?

- In 2020, many countries had imposed restrictions during the COVID-19 pandemic, where the corporate organizations had to adopt “work from home” approach
- During this period, the demand from the organizations for the corporate fleet services reduced as there was limited business activity
- Some organizations had to consider sale or lease back of the vehicles in-order to save the costs
- Even though the restrictions have been lifted in 2021, the carpooling and ride sharing among the employees has minimized for the safety

Impact On Corporate Fleet



Other Trends being witnessed during COVID



Adapting to Remote Fleet Management

- Switching to the remote fleet management due to COVID-19 pandemic was the biggest challenge to the fleet managers as their team were used to being spread across the country. In 2021, as the restrictions were lifted, many fleet management companies plan to operate their fleet remotely to save costs
- With adapting the fleet management software, the remote fleet management is an effective way to manage drivers, as it provides real-time visibility across operations to monitor tasks and productivity, and to stay connected to the team



Improved Driver's Safety and Sanitization of Vehicles

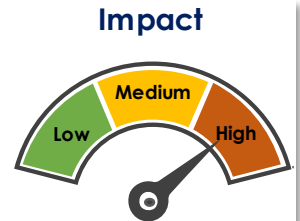
- For the fleet industry, the COVID-19 pandemic has also brought awareness about the health and safety of the fleets, and hence in 2021, the fleet management industry would continue taking safety precautions and sanitization measures
- Constant vehicle inspections and ensuring the drivers use PPE kits, can help keep drivers, passengers and customers safe, and avoid risks and exposure

Corporate Fleet Management: COVID-19 Impact



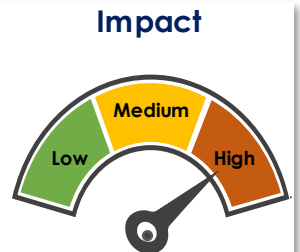
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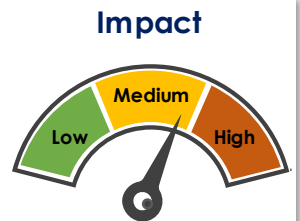
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Minimized use of Carpooling and Ride Sharing

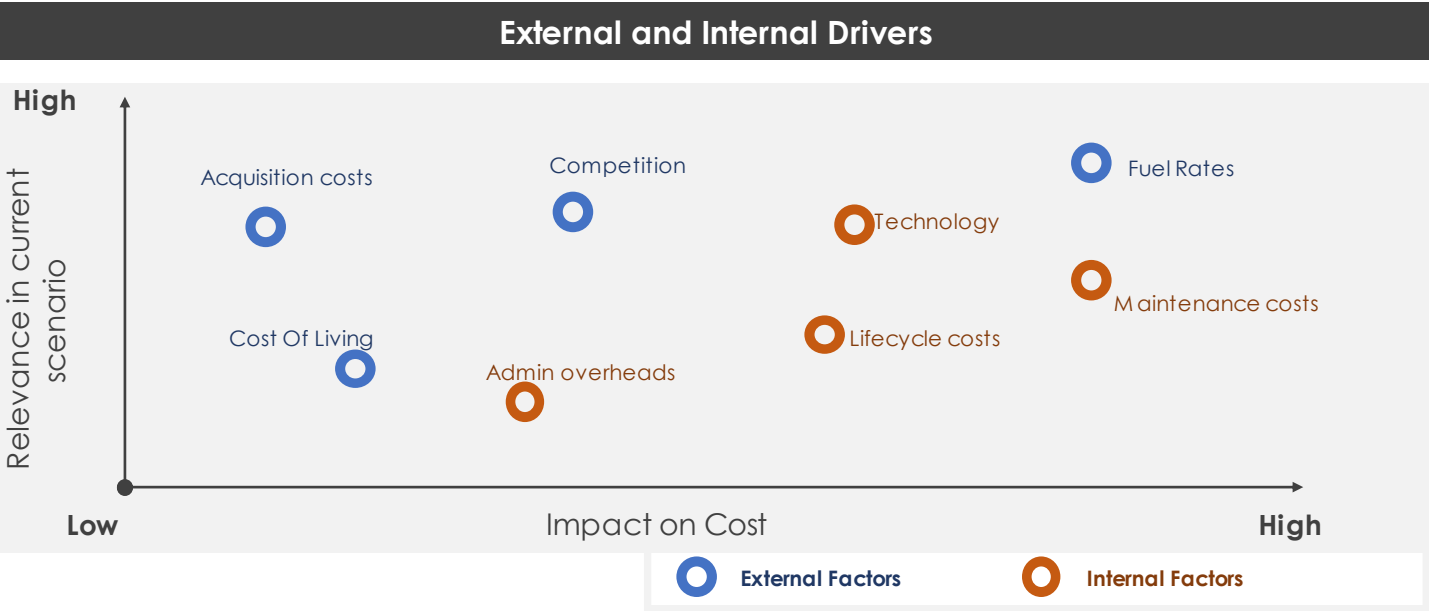
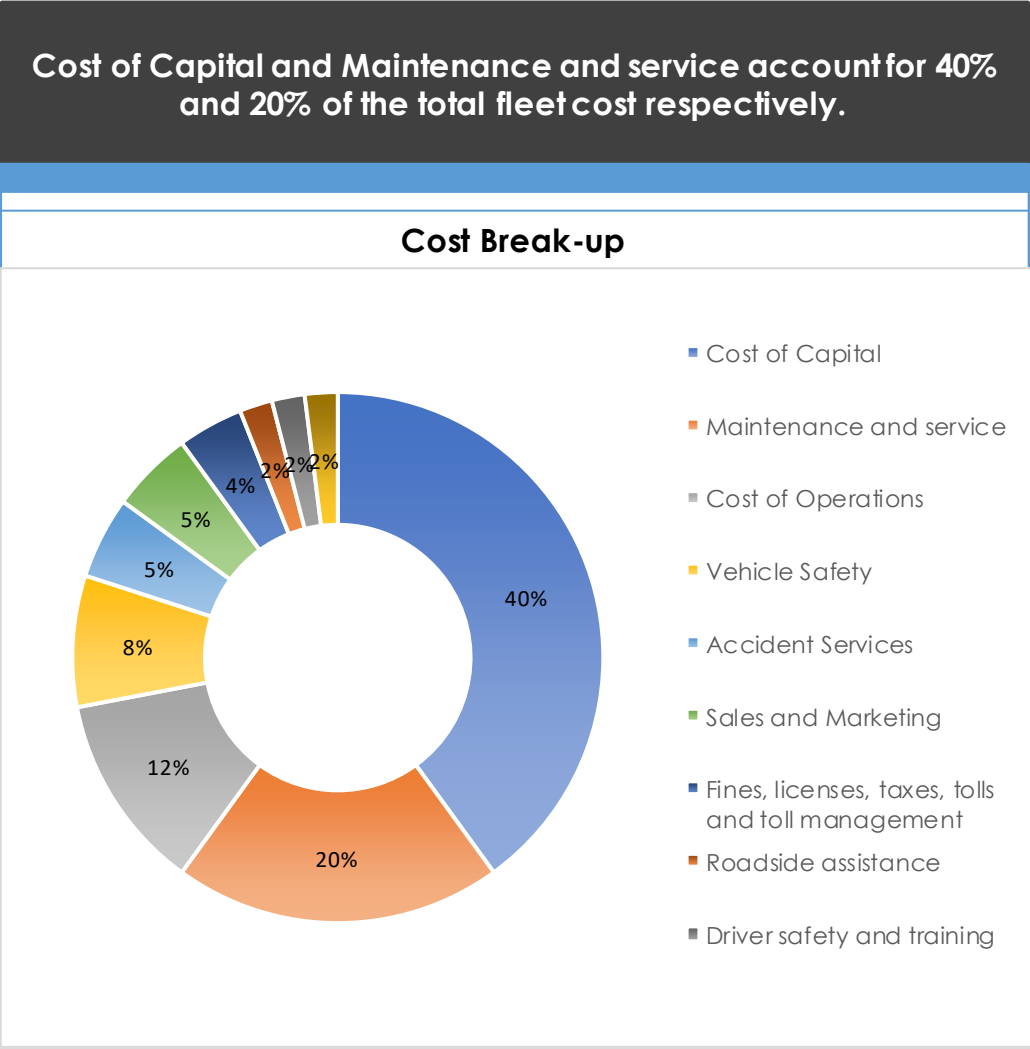
- In 2020, as the COVID-19 pandemic hit all the countries, the fleet management companies had to bring a complete restriction of the Carpooling and Ride Sharing services for the corporate fleets in-order to keep the drivers and the passengers safe
- Even though the restrictions have been lifted in 2021, the carpooling and ride sharing among the employees has minimized for their safety and they are recommended to make use of personal vehicles or bikes



Cost of capital and maintenance and service account for the major portion of the cost of a fleet management service



Corporate Fleet Management: Cost Structure and Cost Drivers



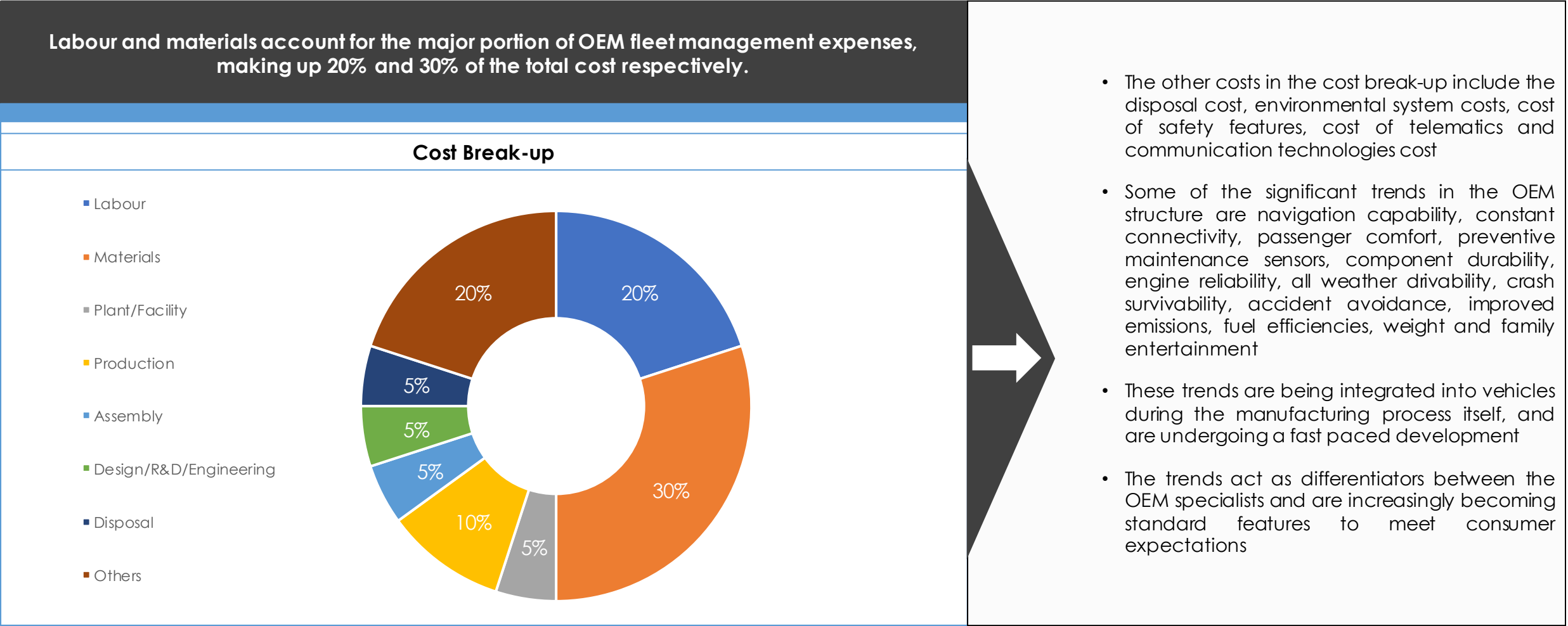
Fuel Rates in the market

Fuel costs have a direct impact on the cost of fleet management services. Fleet managers need to consciously keep an eye on fluctuations in the fuel prices. The adoption of telematics software helps in tracking driver movement and the widespread issue of fuel theft

Maintenance Costs

The maintenance costs depend on the usage, type as well as the age of the vehicle. Maintenance costs go up as the vehicle becomes older. Preparing and adhering to fleet maintenance programs helps in controlling the maintenance costs as the cost of scheduled maintenance is predictable. Effective management of parts inventory is another maintenance cost-saving element

Corporate Fleet Management: OEM Cost Structure and Cost Drivers



Corporate Fleet Management

Category Supplier Landscape

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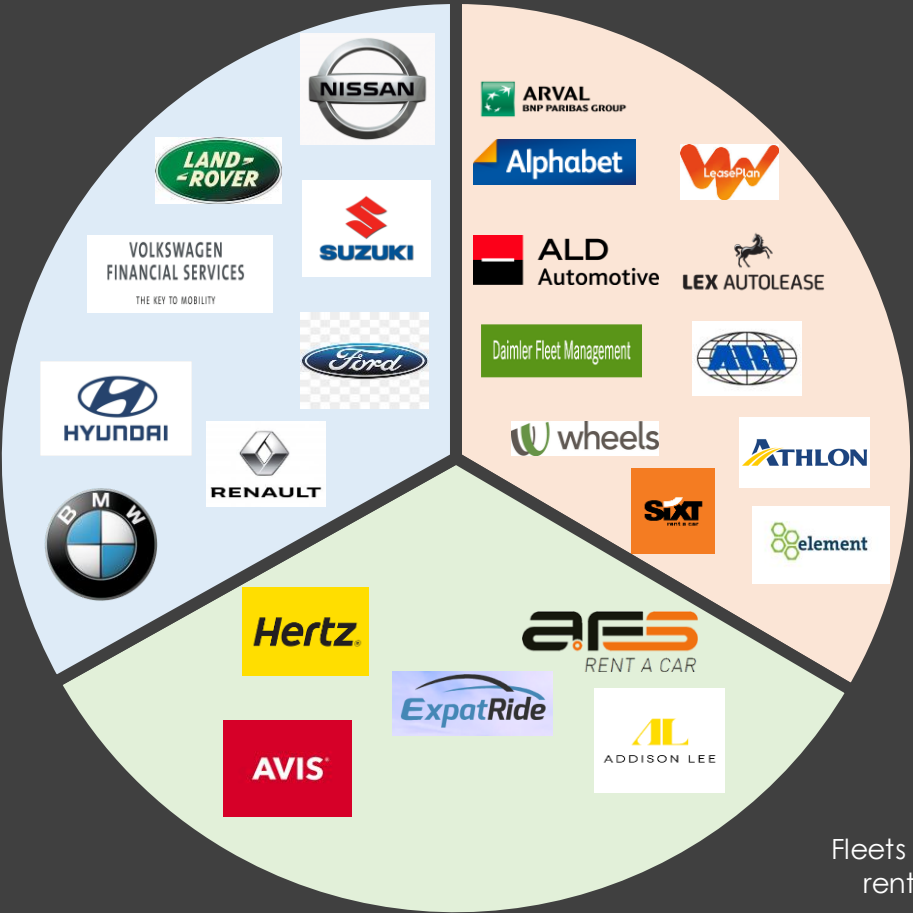
Fleet Management suppliers can be segmented into OEM, leasing and rental specialists



Corporate Fleet Management: Supplier Segmentation

OEM Specialists

They develop in-house fleet management facilities in order to provide fleet management solutions to corporates



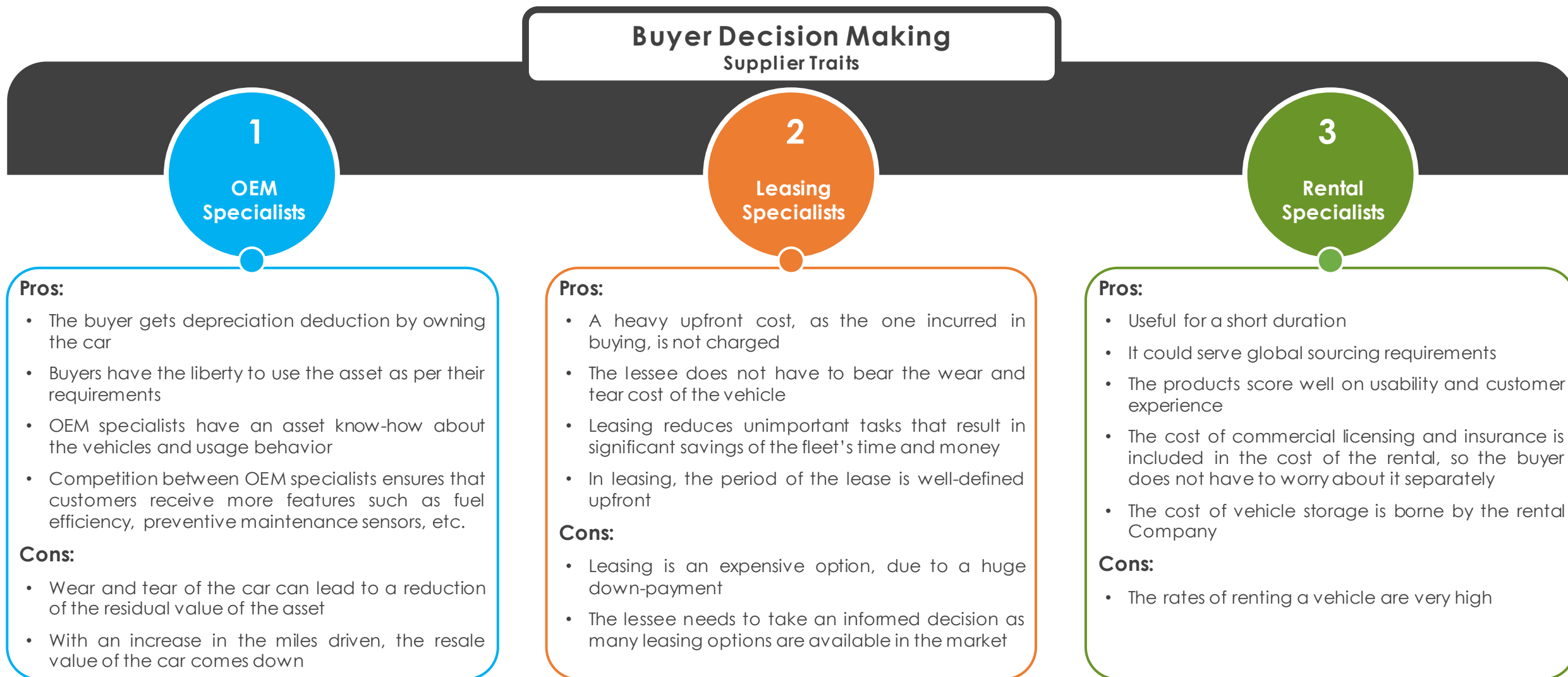
Leasing Specialists

They provide fleets for a long duration, usually a minimum of 12 months, with the terms of leasing clearly documented and unchangeable

Rental Specialists

Fleets are provided for any period. The terms of the rent can be changed by a mutual agreement between the two parties

Corporate Fleet Management: Supplier Segment Characteristics



Some of the factors on which buying decisions can be taken are damage cover, maintenance cost, financing options and roadside assistance






Corporate Fleet Management: Buying Decision Facilitation




Buying Decision Factors		OEM Specialists	Leasing Specialists	Rental Specialists
Evaluation Criteria	Damage Cover			
	Tracking Services			
	24/7 Roadside Assistance			
	Maintenance			
	Warranty and Repair Service			
	Insurance and Damage Cover			
	Financing options			
	Account team responsiveness and problem escalation path			

Very Weak
 Weak
 Moderate
 Strong
 Very Strong





Corporate Fleet Management: GEP Perspective on Representative Suppliers

Supplier	Offering Overview	Presence	Why Partner?	Risks
	<ul style="list-style-type: none"> ALD provides a wide range of products and services, including full-service leasing, fleet management, sale and lease back, six-wheel lease and second lease 	Global - EMEA - APAC	<ul style="list-style-type: none"> Global reach and business partner network Wide range of product offerings 	<ul style="list-style-type: none"> Customers have reported poor and slow customer service There have also been reports of incorrect information been put on their credit file
	<ul style="list-style-type: none"> Arval's product portfolio includes car policy consulting, TCO analysis, tyre changes and replacements, accident management, insurance, apps and online tools, relief vehicles, service, maintenance and repairs and 24/7 service lines 	Global - Americas - EMEA - APAC - Australia	<ul style="list-style-type: none"> Provides tailored solutions to optimize employees' mobility and outsource fleet management risks Specializes in full-service vehicle leasing 	<ul style="list-style-type: none"> Not enough payment modes are available Time consuming maintenance procedures
	<ul style="list-style-type: none"> The services provided include fleet policy advice, fleet acquisition and leasing, insurance management, maintenance and repairs, tyre management, replacement cars, vehicle pick and drop and 24/7 helpline 	Global - Americas - EMEA - APAC	<ul style="list-style-type: none"> Provides car leasing services to corporates as well as SMEs These include leasing for field staff, senior management and leasing of Light Commercial Vehicles (LCVs) 	<ul style="list-style-type: none"> Customers have experienced billing and payment issues The wear and tear policy is flawed, as reported by some customers

Corporate Fleet Management: GEP Perspective on Representative Suppliers

Supplier	Offering Overview	Presence	Why Partner?	Risks
 <p>VOLKSWAGEN FINANCIAL SERVICES THE KEY TO MOBILITY</p>	<ul style="list-style-type: none"> It includes a wide range of services, including motor insurance, warranties, roadside assistance, service value packages, and add-on warranties 	<p>Regional</p> <ul style="list-style-type: none"> APAC Europe 	<ul style="list-style-type: none"> Known for providing innovative car finance solutions Provides hassle-free finance 	<ul style="list-style-type: none"> Customers have reported poor customer service There have also been complaints about the functioning of the website
 <p>wheels BUSINESS MOVES BETTER WITH WHEELS</p>	<ul style="list-style-type: none"> Its range of services includes on-road assistance, vehicle optimization, trucks, driver support services, reimbursements, fleet support services and regulatory and compliance services 	<p>Global</p> <ul style="list-style-type: none"> Americas EMEA APAC 	<ul style="list-style-type: none"> Designs unique programs according to clients' requirements Tries to continuously enhance its improvements 	<ul style="list-style-type: none"> Potential threat from other major fleet management suppliers
 <p>element</p>	<ul style="list-style-type: none"> Provides cars and light duty vehicles, medium and heavy trucks and material handling equipment. It also fleet solutions to reduce cost and risk 	<p>Regional</p> <ul style="list-style-type: none"> U.S. Australia New Zealand 	<ul style="list-style-type: none"> Helps in consolidating administrative services and tracking local changes and has programs for fuel consumption saving and safety It has also partnered with Element and Arval to expand the services under the fleet management toolkit 	<ul style="list-style-type: none"> Issues regarding registration of the vehicles have been reported by customers

Corporate Fleet Management: GEP Perspective on Representative Suppliers

Supplier	Offering Overview	Presence	Why Partner?	Risks
	<ul style="list-style-type: none"> Orix offers services like leasing, corporate finance, industrial/ICT equipment, environment and energy, automobile-related, real estate-related, private equity investment and concession, banking and life insurance businesses 	Regional <ul style="list-style-type: none"> APAC Europe U.S. Middle East Africa 	<ul style="list-style-type: none"> Ensures healthy risk management through innovative solutions Offers unique services for Auto Infrastructure and Leasing & Finance 	<ul style="list-style-type: none"> With the slowdown in the Japanese economy, it is also facing a declining financial stability
	<ul style="list-style-type: none"> The company offers range of services in technology, business management, vehicle management and driver management 	Regional <ul style="list-style-type: none"> North America UK Europe 	<ul style="list-style-type: none"> Invests into technological advancements for the benefit of their clients and partners 	<ul style="list-style-type: none"> It doesn't have good geographical presence
	<ul style="list-style-type: none"> With fleet management services, Alphabet provides services like Funding Solutions and Advanced Mobility Solutions to its clients 	Regional <ul style="list-style-type: none"> Europe China 	<ul style="list-style-type: none"> Provides unique solutions to its clients and partners based on the innovative new Business Mobility Solutions for company's development 	<ul style="list-style-type: none"> Alphabet has a very low geographical presence
	<ul style="list-style-type: none"> Athlon provides Full-Service Lease which includes tailored all-in-one services E-Mobility for full range environmentally friendly options 	Regional <ul style="list-style-type: none"> North America UK Europe 	<ul style="list-style-type: none"> In the field of business mobility, Athlon would provide its clients and partners with easy solutions for their fleet business 	<ul style="list-style-type: none"> It operates more in the European countries, hence lacking its geographical presence

Corporate Fleet Management

Category Best Practices

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The biggest sourcing challenge facing organizations is the rising volatility of fuel costs

Corporate Fleet Management: Typical Sourcing Challenges



1

Volatility of Fuel Costs

- Selecting fuel efficient vehicles is a challenge faced when sourcing a fleet management service
- Various fuel saving technologies, such as electric vehicles, hybrids and diesel are available
- Different fuel saving technologies are provided by different OEMs, such as direct injection, turbo charging and transmission options that help in fuel efficiency
- However, going electric is not a very ideal option in terms of the costs incurred



2

Adoption of telematics

- There are numerous opportunities for better route optimization and driver productivity
- Companies are hesitant to manage their salespeople, which is a big sourcing challenge
- The biggest challenge is that telematics as a system is under-utilized to a large extent
- There are issues regarding inconsistency or lack of data quality in terms of the depth and scope, in the sense that the data is either too complex or tedious to analyze



3

Regulatory compliance

- Enforcement of various compliance regulations is increasing, and more regulations are likely to come up
- This leads to an increase in complexity and an increase in costs
- An example of a compliance is the Compliance Safety Accountability (CSA)
- Regulatory compliances are particularly more in case of truck fleets
- Abiding by regulatory compliances becomes easier with the help of logistics software



4

Fleet Transaction Costs

- Acquisition costs of fleet companies is increasing, due to added technologies such as fuel saving devices, electronics, etc
- This in turn, is leading to an increase in the leasing costs of fleet management services



5



Employee Safety

- Fleet managers need to focus on driver and employee safety
- Installing GPS devices in vehicles is widely being adopted to track the location of the vehicle
- In addition to human safety, insurance, maintenance and loss of productivity due to downtime are also significant challenges

Buying and Leasing are the two engagement models used in case of corporate fleet management. Leasing is gaining traction among larger corporations

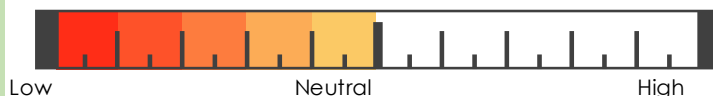


Corporate Fleet Management: Engagement Models(1/2)

	Leasing	Buying
Adoption Levels		
Definition	The service provider is an external supplier	The Company buys its own vehicles
Scenarios / Fitment	Preferred for conservation of capital, administrative ease and for ancillary programs, such as maintenance, accident management, etc	Preferred in case of a very large number of employees and high-volume orders
Advantages	<ul style="list-style-type: none">• Tax is deducted on monthly lease payments as a business expense• Lower monthly payments than financing or an outright purchase• Regular maintenance expenses already covered in leasing contract• Vehicle returnable at the end of contract	<ul style="list-style-type: none">• Discounts can be availed from manufacturers or dealers in case of high-volume orders• No restrictions to employees on mileage limitations and customization
Disadvantages	<ul style="list-style-type: none">• Least customization on leased vehicles• Additional costs due to improper maintenance or driving, additional expenses due to excessive wear and tear	<ul style="list-style-type: none">• Blocks the capital and restricts business cash flow. Requires high finance costs• No tax advantage. Sales or registration tax applicable• Increase in opportunity cost on depreciation of purchased vehicle

Corporate Fleet Management: Engagement Models(2/2)

Open-ended Leasing



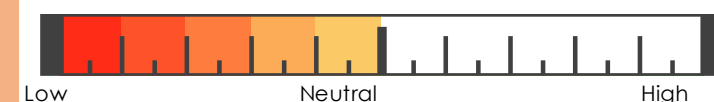
The lessee agrees to a minimum term of at least 12 months and can terminate the agreement anytime after the end of the term

Preferred for fleets having rough usage and high mileages. Ideal if 95% of the vehicle's life is going to be consumed by the lease

- Buyer is credited the difference between the Selling Price and the value of the car
- The buyer can select depreciation factor used to amortize the capitalized cost. Different factors can be used for different vehicles, based on usage and specification

- The buyer assumes the depreciation risk. The capitalized cost is reduced monthly by a pre-determined amount for as long as the vehicle remains in service
- If SP less than the value of the car as per TRAC, buyer bears the excess payment

Close-ended Leasing



The term of the contract is fixed, and the monthly payment is made on the estimated residual value of the vehicle at the end of the term

Preferred for fleets that are subjected to less damage, predictable mileages and usage patterns. Ideal if 50%-60% of the vehicle's life is going to be consumed by the lease

- If higher mileage is anticipated by the buyer, it may be purchased at least inception with cost added to monthly payment or a graduated allowance may be available
- Budgeting is simpler, as all taxes and fees are bundled into one fixed monthly payment

- A close ended lease has pre-set mileage restrictions over lease term. The buyer is responsible for excess mileage charges that vary from USD 0.10-0.15 /mile
- The buyer is responsible for excessive wear and tear as well as early termination penalties

The most widely used pricing model used in corporate fleet management is the fixed+management+service component fee











Corporate Fleet Management: Pricing Models

Pricing Strategy	Description	Pros	Cons	Adoption Rate
Service+Fixed+Management Component Fee	This model includes a fixed fee, along with administrative fees and fees for additional services availed	<ul style="list-style-type: none"> It includes a wide range of services being offered such as accident management, fuel cards fee, etc 	<ul style="list-style-type: none"> The price can go up if the administrative fees are very high or if multiple services are availed 	
Fixed Management Fee+Set up Cost	It includes the cost of setting up the service as well as recurring management expenses. This model is usually used when new cars are managed	<ul style="list-style-type: none"> The price will be very high only during the first payment since it would also include the set-up cost 	<ul style="list-style-type: none"> There is no uniformity in the price charged since the services opted for can vary 	
Costs as a percentage of savings achieved+Fixed management fee+ performance bonus	The price includes the percentage of savings achieved by the buyer in addition to the management fees. It also includes a performance bonus at the end of the contract period	<ul style="list-style-type: none"> It takes into consideration the performance of the fleet management Company 	<ul style="list-style-type: none"> The performance bonus would vary as per the size of the fleet management Company, since a larger Company would be able to ensure greater savings due to its operational efficiency 	

Some of the negotiation levers in fleet management are the geographical outreach, engagement duration and centralization



Corporate Fleet Management: Negotiation Levers

 <p>Geographical Outreach</p>	 <ul style="list-style-type: none">• Large corporates are choosing to partner with fleet management companies who have better geographical outreach• The corporates also look at the FMC partner ecosystem, to gauge whether they have a partner in place in geographies where they are not present, which can help them avoid multi vendor contracts
 <p>Engagement Duration</p>	 <ul style="list-style-type: none">• When upfront cost saving is the primary factor while considering the length of lease contracts, corporates choose to get into 3-4 year contracts with FMCs• If, however, corporates are looking to boost employee satisfaction and reduce company's environmental impact while also minimizing tax burden and benefiting from discounts, then it is preferable to shorten vehicle replacement cycle, and hence shorten the contract duration
 <p>Fuel Card Program</p>	 <ul style="list-style-type: none">• A negotiable monthly fee for fuel cards is usually contained in a bundled fleet management program• If the volume of the fleet is high, this fee can be negotiated away or a discount can be availed
 <p>Fleet Tracking Services</p>	 <ul style="list-style-type: none">• Companies can ask those fleet management companies who do not provide vehicle tracking services to bring down the cost of their fleet management service


Corporate Fleet Management

Buyers Toolkit

● April ● May ● June ● July ● August ● September

DATE	TIME (MINUTES)	PACE (MINUTES/MILE)
4/1	20.00	10.00
4/3	25.30	11.24
4/10	30.00	12.00
4/12	30.30	12.25

ALD Automotive: Capability Overview



Company Snapshot

Industry : Car leasing and fleet management

Ownership : Societe Generale Group

Headquarters : Rueil-Malmaison,France

Year Established (ALD) : 1946

Number of Contracts : 1.76 million

Number of Employees (2017): 6500+


Number of countries: Present in nearly 43 countries

Website: www.aldautomotive.com

Client Retention Rate : 90%+ over last 10 years


Net Income: EUR 509.8 million

Revenue of ALD (2017) : EUR 567.6 million




Key Industries Served

- Pharmaceuticals
- Building and Construction
- Food and beverage
- Telecom






Key Service offered

- Full-Service Leasing
- Fleet Management
- Sale and Lease back
- Six Wheel Lease
- Second Lease
- ALD Flex
- ALD Move
- ALD ProFleet
- Outsourcing Solutions
- Fleet Consultancy



Key Partnerships (Past and Present)

Fleet Leasing	
Vehicle Management	
Fleet Managemnt	

Key Developments (Past and Present)

- Frederic Hamain who is CEO of ALD Automotive in Russia, is also appointed as the Northeast Europe Regional Director
- ALD appointed new CEO- Klaudija Casar Torkar for ALD Belgium, where she also joined ALD's Operating Board
- ALD Automotive announced David Wilkinson as the new CEO of ALD Automotive, Ireland
- ALD has announced Diony Lebot as the Deputy Chief Executive Officer of Societe Generale in the ALD's Board of Directors, after Philippe Heim resigns

ALD Automotive: Capability Overview

Strength

- One of the top 5 global fleet management Companies
- Works in close association with multiple technology partners, such as Adobe, Citrix, IBM, Microsoft, Oracle and SAP to ensure the smooth functioning of its business
- Despite of COVID-19 scenario, ALD Automotive had strong financial performance, which highlights the resilience of the company's business model
- In 2021, ALD also had excellent productivity of remarketing operations where the record volume of used sales car sales was at 305,000 units (above guidance range)

Weakness

- The vehicle asset finance market in U.K. is mature and highly developed
- To sustain in such a competitive market, ALD will need to continuously innovate and improve its product portfolio
- One of the primary risks that ALD would have to overcome is the fluctuations in the used car market
- The Company should try to increase its geographical presence



Supplier Updates (Past 2 years)

Innovation

- Ford and ALD Automotive launched a new integrated fleet leasing and management solutions named- Ford Fleet Management across Europe to support commercial vehicle and fleet growth
- ALD Automotive launched new phase of expansion in distribution channel with ALD Carmarket, for its ambitious development strategy


Growth Strategies

- ALD has signed a partnership agreement with Mazda in Belgium and Luxembourg, providing mobility solutions and leasing services
- ALD plans to acquire Bansabadell Renting, totaling 20,000 vehicles, to strengthen fleet services in Spain

Technological Advancements

- ALD Automotive has announced the launch of ALD Flex, providing flexible mobility solution with fully serviced vehicles and on-demand availability for the corporate fleet managers
- ALD has launched ALD ProFleet in Spain, providing car solutions for the fleet managers and drivers that would give them access to their real-time car data

Arval: Capability Overview



Company Snapshot

Industry : Vehicle Leasing

Ownership : BNP Paribas

Headquarters : Paris,France

Year Established (Arval) : 1989

Number of Clients : 200+


Number of Employees: 7200

Number of countries: Present in nearly 30 countries

Website : www.arval.com


Client Retention Rate : -

Total Revenue: EUR 1373.56 million




Key Industries Served

- Individuals
- Professionals and SMEs
- Mid and Large Companies
- International Corporates






Key Service offered

- Maintenance solutions
- Relief vehicle solutions
- Insurance services with accident management
- Fuel card management



Key Partnerships (Past and Present)

Fleet leasing	
Fleet Leasing	
Fleet Management	

Key Developments (Past and Present)

- Arval has appointed Damien Pellissier as the new international Procurement Director
- Several other appointments made by Arval are- Lakshmi Moorthy as UK General Manager and Emilie Wirth as Arval Retail Director
- For the strategic ambitions of Arval Beyond plan of full-service leasing and new sustainable mobility solutions, Arval has announced the appointment of Gerry Wagner as the new Director of Institutional Relations at international level

Arval: Capability Overview

Strength

- In 2020, there was 6.4% growth in leasing vehicles which made Arval the European Leader in Full-Service Leasing
- Arval has been awarded a Platinum Rating by Ecovadis CSR Platform in 2020
- Despite of the COVID-19 crisis, the financial statements of 2020 show an increase in the net income which indicated that Arval has a strong business model
- Arval has launched an International Biodiversity Project, where 1 tree will be planted for every 1 electrified vehicle leased. This project highlights the mission of the company- Sustainable Mobility Solutions

Weakness

- The Company faces challenges in the UK car market due to uncertainties regarding diesel emissions
- A major risk being faced by Arval is the fluctuations in the used vehicle value, which might adversely impact its profitability
- The Company should try to increase its geographical presence



Supplier Updates (Past 3 years)

Innovation

- Arval in Netherlands, launched an online service to propose private customers and prospects, a personalized experience while selecting a vehicle that best suits their requirements
- Arval launched New Mobility Services within its 360 Mobility Offer, which gives easy access of mobility to the employees for Arval corporate premises of clients'


Growth Strategies

- Arval and CaixaBank renewed their partnership in order to promote private leasing and sustainable mobility solutions
- Arval and SIXT signed a strategic partnership, which enables the employees of Arval's clients and partners to have access to the products offered by SIXT

Technological Advancements

- Arval has developed SMaRT, which makes use of several digital tools, helps customers select the best powertrain to reduce environmental impact
- As an update of SMaRT, Arval has launched Arval Mobility Consulting, which deals with rapidly changing corporate mobility needs

LeasePlan Corporation: Capability Overview



Company Snapshot

Industry : Vehicle Leasing

Ownership : Lincoln Group Holding Pvt Ltd

Headquarters : Amsterdam,Netherlands

Year Established (LeasePlan) : 1963

Number of Clients : 1,75,000+


Number of Employees: ~7,700

Number of countries: Present in 32 countries

Website : www.leaseplan.com


Client Retention Rate : -

Revenue of LeasePlan: ~USD 1.9 billion




Key Industries Served

- Services
- Consumer Durables
- Capital Goods
- Construction and Infrastructure



Key Service offered

- Purchasing and Financing Services
- Fleet Management Services
- Maintenance Management Services
- Insurance, Damage, Fuel, Accident and Rental Management service
- CarNext



Key Partnerships (Past and Present)

Rental Cars

Uber

Car sharing

GoMore

Key Developments (Past and Present)

- In December 2019, Franca Vossen, Chief Risk Officer and Yolanda Paulissen, Chief Strategic Finance & Investor Relations Officer of LeasePlan had decided to leave the company by mutual agreement
- LeasePlan has announced that Jochen Sutor, being Managing Board Member, has also been appointed as the Chief Risk Officer for LeasePlan
- Toine van Doremalen who earlier was the Chief Financial Officer of Car-as-a-Service, is now appointed as the Chief Financial Officer of the LeasePlan Group

LeasePlan Corporation: Capability Overview

Strength

- According to the LeasePlan's survey on COVID-19 Mobility, 81% of the people surveyed, plan to personally drive rather than using public transport, which was beneficial for the CarNext service provided by them
- LeasePlan has joined UN Global Compact where it ensures to support the 10 Principles of Human Rights, Labor, Environment and anti-corruption; which the plan to apply in their culture and day-to-day operations

Weakness

- LeasePlan faces significant challenges in the European market, due to high interest rates and changing taxation policies
- The European car market is also on a decline, due to rising fuel prices, which may affect the Company's operations
- The Company should try to increase its geographical presence



Supplier Updates (Past 5 years)

Innovation

- In 2019, LeasePlan's CarNext service launched an app for the users who would prefer leasing a car for short-term use. The company aims at delivering sustainable subscription services to its private and SME customers
- LeasePlan also launched an app named Tess which allowed selected friends and family of the customers to lease the cars


Growth Strategies

- Partnered with Fleetcor to manage the processing and billing of its fuel card program
- In 2019, LeasePlan acquired AutoManager which enabled the users of CarNext to hire the car service, anytime and anywhere across Europe

Technological Advancements

- LeasePlan with its partner PowerD, has launched ChargeUpNow globally, to ensure universal, affordable and sustainable charging infrastructure for the EVs

Volkswagen Financial Services: Capability Overview



Company Snapshot

Industry : Financial Services

Ownership : Volkswagen Aktiengesellschaft

Headquarters : Braunschweig, Germany

Year Established (WFS) : 1991

Number of Clients : 100+

Number of Employees: 16,500+

Number of countries: Present in 48 countries

Website : www.vwfsag.de

Client Retention Rate : -

Revenue of VFS : USD 735.18 million




Key Industries Served

- Technology, media and communication
- Pharma and Healthcare
- Agri-business




Key Service offered

- Travel Booking Services
- Travel Management Software
- Expense Management
- Travel Consulting
- Risk Management and Duty of Care




Key Partnerships (Past and Present)


Insurance



Insurance



Insurance



Key Developments (Past and Present)

- In 2020, Harald Heßke left VFS Management for Spain and Oliver Roes took over as General Manager
- VFS expands management by appointing Frank-Michael Czarnetzki, who would be responsible for the Truck & Bus business
- Gerhard Künne has been appointed as the new CEO of EURO-Leasing GmbH / MAN Financial Services Rental

Volkswagen Financial Services : Capability Overview

Strength

- VFS makes use of multiple technologies such as Adobe, Cisco, Citrix, IBM, Microsoft, Oracle, SAP, Symantec and vmware to support its business functions, which makes it technologically efficient
- The Company expanded its fleet services to USA in 2018
- The digital and direct operations by VFS which is their new business model had a potential growth in 2020 and is expected to be expand globally by 2025 creating convenience for the European businesses and fleet customers
- In 2021, VFS has started offering their commercial customers, easy and quick digital business travel management, which will make VFS a recommended service for travel bookings

Weakness

- The European market faces an uncertainty regarding the residual value of diesel vehicles, since the share of these value is diminishing. This could impact the residual value of the portfolio vehicles at VFS
- The South African market, where VFS operates, is facing structural deficits, social unrest and political issues, which might affect the functioning of VFS in that market
- The Company needs to increase its geographical presence

Supplier Updates (Past 5 years)

Innovation

- VFS has developed FleetCAR\$driver app for company car drivers. The app provides the driver with all important information about the usage of vehicle.
- In 2020, VFS plans to expand its mobility offering by launching Auto Abo across Germany, that would give tutorials for seven different vehicles of Volkswagen


Growth Strategies

- In 2020, VFS acquired Hamburg-based business travel start-up Voya for expanding in business travel management service
- In 2021, VFS plans to expand its mobility offering by leasing and financing of bicycles
- VFS and the Danish Semler Gruppen A/S in a joint venture have started operations in Denmark. The venture plans to provide attractive financial services related to fleet

Technological Advancements

- Launched a new online used car platform HeyCar in 2017

Wheels,Inc: Capability Overview



Company Snapshot

Industry : Fleet Leasing and Management

Ownership : Frank Consolidated Enterprises,Inc

Headquarters : Illinois, United States

Year Established (Wheels) : 1939

Number of Clients : 100+


Number of Employees: 700+

Number of countries: Present in 59 countries

Website : www.wheels.com


Client Retention Rate : -

Revenue of Wheels : USD 2.5 Billion +




Key Industries Served

- Healthcare
- Industrial
- Consumer Goods
- Chemicals
- Energy
- Agriculture
- Food & beverage
- Government
- Construction
- Electronics
- Insurance
- Manufacturing
- Medical devices & technology
- Pharmaceuticals & healthcare






Key Service offered

- Fleet Optimization
- On road safety, maintenance, fuel and accident management
- Regulatory and Compliance
- Support Services
- Reimbursements



Key Partnerships (Past and Present)

Fleet Management	
Rental Cars	
Vehicle Management	

Key Developments (Past and Present)

- Laura Jozwiak has been elected as the Automotive Fleet and Leasing Association (AFLA) board secretary
- The Vice President of Strategic sales of Wheels Inc, Norman Din, has retired

Wheels,Inc : Capability Overview

Strength

- In 2021, Wheels Inc. has been honored with 2 Silver Stevie Awards for Sales & Customer Service, for their COVID-19 Customer Feedback Strategy
- Wheels Inc. has also been given Silver Sustainability Rating by EcoVadis
- It has won several awards in the field of IT, business and workplace conditions and American Business Awards
- Wheels Inc. has a low moderate risk, having industry's highest credit rating and stable leadership
- Wheels Inc. customizes its consultative service as per client goals and has brought 99% client satisfaction as the company focuses on client success
- It has passionate and experienced people with industry-leading driver support, that can provide the clients a world-class experience

Weakness

- Though Wheels Inc has their presence in 59 countries, it needs to increase the presence in African countries too, so that they can have their operations globally
- Wheels Inc. is known for its excellent fleet services and customer satisfaction but their activities on sustainability for the environment are low



Supplier Updates (Past 5 years)

Innovation

- Announced the launch of GlobalFleetReporting.com to consolidate fleet management data from multiple sources


Growth Strategies

- Wheels Inc partnered with Qmerit, a leader in green energy transformation to provide electrification technology to the companies for fulfilling their employee's residential electric vehicle (EV) charging needs
- Wheels Inc. & General Motors' OnStar Business Solutions have partnered to extend Vehicle Connectivity Services to their mutual fleet customers

Technological Advancements

- In 2018, Wheels Inc. introduced the FleetView mobile app for fleet managers that would help them to stay on the top of their fleet operations

Element Fleet Management: Capability Overview



Company Snapshot

Industry : Fleet Management

Ownership : Element Fleet Management Corp

Headquarters : Toronto, Canada

Year Established (EFM) : 1946

Number of Clients : 5,500+


Number of Employees (2018): 2700+

Number of countries: Present in 50+ countries

Website : www.elementfleet.com


Client Retention Rate : 90%+ over the years

Revenue of EFM: USD 795.17 Million



Key Industries Served

- Agriculture
- Business services
- Chemical
- Construction
- Consumer Products
- Education & NPOs
- Energy
- Food & Beverages
- Insurance
- Manufacturing
- Pharmaceutical
- Professional Services
- Telecommunications
- Transportations
- Utilities



Key Service offered

- Fleet Expertise
- Tailored Fleet Solutions and Services
- Fleet Financial Strength and Resilience
- Global Services
- Technology



Key Partnerships (Past and Present)

Vehicle Leasing



Rent-a-car



Fleet Management



Key Developments (Past and Present)

- In 2021, Element Fleet Management Corp. appointed a senior leadership team to lead the company's EV Strategy. Avninder Buttar is appointed as the Vice President, Strategy focused on EVs, and Jason Kazmar to Director, Electric Vehicle & Sustainability Strategy
- Arielle Meloul-Wechsler has been nominated for election of the Company's Board of Directors
- Element Fleet this year, has also appointed Frank Ruperto as Chief Financial Officer

Element Fleet Management : Capability Overview

Strength

- In the terms of Investment Grade Ratings, Element is the only fleet management company to be affirmed as BBB+ by FitchRatings and BBB by S&P Global
- The fleet expertise of Element reduces the administrative burden, simplify operations and helps to reallocate resources of the business
- Element gives cost saving and financial control solutions for the businesses which is beneficial for the profit maximization
- Element provides customized solutions for the fleet management which intends to increase productivity of the businesses

Weakness

- Element has a very low credit score of 69 percentile, which indicates a low moderate risk of associating with it
- The Company has been witnessing client attrition
- Competitive pressures might impact its margins and market share
- It needs to increase its geographical presence



Supplier Updates (Past 5 years)

Innovation

- Element along with AYRO Inc. launched first Electric Vaccine Vehicle (EVV) for the access to COVID-19 Vaccination and Testing
- In 2019, Element Fleet Management launched its Element Navigator fuel product to provide the clients a higher level of service and fuel spending control


Growth Strategies

- Element Fleet Management entered into an agreement with AYRO Inc, a designer and manufacturer of the EVs, aiming to deploy large fleets of AYRO electric delivery vehicles over the next four years.
- The Element Navigator launched in 2019, was launched under the partnership of Shell Fleet Solutions

Technological Advancements

- Created a platform, Xcelerate, that provides a central hub for fleet data to optimize fleet performance
- Created "Xcelerate for Drivers" to help them manage their vehicles more effectively
- Making investments in mobile hardware and software to increase user experience

Orix Corporation: Capability Overview



Company Snapshot

Industry : Fleet Management

Ownership : Orix Car Rentals SDN. BHD.

Headquarters : Tokyo, Japan

Year Established (Orix) : 1964

Number of Clients : -


Number of Employees: 33,000+

Number of countries: Present in 31 countries

Website : <https://www.orix.co.jp/grp/en/>


Client Retention Rate : -

Revenue of Orix : USD 20774.5 million



Key Industries Served

- IT
- Manufacturing
- Engineering
- BFSI
- Hospitality



Key Service offered

- Rent a car
- MyChoize- Self-drive Car Rentals
- Business Transportation Solutions
- Mobility Solutions
- Commercial Vehicle Financing
- Leasing
- Loan against property
- Real Estate Financing



Key Partnerships (Past and Present)

Technology	
Media	
Industrial Products	

Key Developments (Past and Present)

- In 2021, Orix Corporation has appointed 12 new Members of the Board of Directors for the Audit, Nominating and Compensation Committees, composed of 6 outside directors as well
- ORIX announced that its Saudi Arabian branch- Saudi ORIX Leasing Company, has been renamed to Yanal Finance Company

Orix : Capability Overview

Strength

- Stable and diversified funding base provides resilience to market developments
- Diversified business portfolio reduces revenue volatility
- Strong business franchise in Japanese leasing industry
- Infrastructure development to boost company's operational performance
- Acquisitions are likely to increase revenues
- Medium term corporate management strategies could improve financial performance

Weakness

- Orix is facing a declining financial flexibility
- It is facing intense competition
- Slowdown in the Japanese economy is likely to affect its functioning
- Fall in real estate business is likely to affect overall business operations
- The Company does not have a very strong geographical presence



Supplier Updates (Past 1 year)

Innovation

- ORIX launched Tera Protect Disinfectant that has virus-suppression properties, with a joint agreement with Santa Mineral Co. Ltd. Produced from water and minerals extracted from plants, Tera Protect is completely free from chlorine and other harmful chemical substances


Growth Strategies

- ORIX completed its acquisition of shares in the Major Indian Renewable Energy Operator Greenko Energy and further plans to integrate the entire wind power generation business in India's Greenko
- ORIX entered in a capital and business partnership with Ridge-I, a startup that offers development consulting for systems

Technological Advancements

- ORIX Corporation along with Kaihara Co. Ltd introduced a PPA Model for solar power generation systems of 2.2 MW at Hiroshima, Japan

ARI Global Fleet Management Services: Capability Overview



Company Snapshot

Industry : Fleet Management

Ownership : Holman Automotive Group

Headquarters : New Jersey,United States

Year Established (ARI) : 1948

Number of Clients : 2600+

Number of Employees: 2,700+

Number of countries: 5 regions (USA, Mexico, Canda, UK, Europe)

Website : www.arifleet.com

Client Retention Rate : -

Revenue of ARI: USD 700 million




Key Industries Served

- Oil & Gas
- Energy and Utility
- Food and Hospitality
- Education
- Telecommunications, etc






Key Service offered

- Account Management
- Fleet Sustainability
- Strategic Consulting
- Vehicle and Driver Management



Key Partnerships (Past and Present)

Fleet Management	
Vehicle Management	
Broadcasting	

Key Developments (Past and Present)

- In 2020, ARI had announced Craig Pierce as the Vice President of US Sales
- In 2019, ARI appointed Nick Caller as the UK Managing Director
- ARI received a national certification as a Women's Business Enterprise (WBE) by the Women's Business Enterprise National Council (WBENC) in 2019
- ARI had been recognized as the 50 most engaged workplaces for the third consecutive year in 2018

ARI Global Fleet Management Services : Capability Overview

Strength

- ARI's investment in the enhancement of work environment and technology has helped almost every client in generating more revenue, as the company stays on the top of productivity and emerging technologies
- There is constant evolution of processes as ARI believes in improvisation practices based on customer feedbacks. Through this, it provides single-source fleet and mobility solutions for the most complex needs
- ARI provides with powerful software and expertise to its customers that would help them reduce their expenses, streamline processes and track all the operations

Weakness

- ARI's operations in the UK market are faced with challenges due to uncertainties related to technology and government policies impacting Company car fleets
- The Company needs to increase its presence in more countries around the world



Supplier Updates (Past 5 years)

Innovation

- Received the Fleet Europe industry award as an innovative international fleet supplier
- ARI introduces Alexa App Pilot to provide voice commandments to fleet managers


Growth Strategies

- In 2020, Holman Enterprises partnered with Lordstown Motors, an Ohio-based original equipment manufacturer of EVs, to introduce the first all-electric commercial pickup truck, to vocational fleet operators across North America. With this partnership, ARI would provide fleet management services

Technological Advancements

- In 2020, ARI launched Virtual Learning and Webinar Series which provided fleet management strategies to help the companies cope up with the impact of the COVID-19 pandemic
- In 2019, ARI launched interactive video experience designed to help fleet stakeholders manage the business challenges

Alphabet International: Capability Overview



Company Snapshot

Industry : Fleet Management

Ownership : BMW Group

Headquarters : Bavaria, Germany

Year Established (Alphabet) : 1997

Number of Clients : 85,000+

Number of Employees: 1000+

Number of countries: Present in 31 countries

Website : www.alphabet.com


Client Retention Rate : -

Revenue of Alphabet: EUR 16.6 million




Key Industries Served

- Professional Service Firms




Key Service offered

- Maintenance and Repair
- Consulting Services
- Insurance, roadside assistance, fine management, customer service
- Tax Management, Rental Services, accident management, safe driving training




Key Partnerships (Past and Present)


Fleet Management



EV Charging



Auto body equipment



Key Developments (Past and Present)

- Jürgen Winkler has been appointed as the new Chief Operations Officer at Alphabet International, in 2021
- Richard Schooling who previously was the CEO of Alphabet International between the years 2011-2016, has left the business to follow new professional opportunities in 2020
- Uwe Hildinger has taken up the position of Chief Executive Officer for Alphabet Germany in 2020
- Succeeding CSO Rüdiger Ebel, Susanne Loser has now been appointed as the Chief Sales Officer at Alphabet International

Alphabet : Capability Overview

Strength

- Despite of the COVID-19 pandemic, Alphabet International was able to make a growth in its business in the year 2020, 34% more than the previous year
- Alphabet guarantees customer satisfaction with tailor-made solutions, seamless process flow during mobility, low costs and innovations
- Even though it has low geographical presence, it tries to stay connected to its customers online, via Alphabet OneNet service
- Alphabet has associated with renowned technology Companies such as Microsoft, Oracle and SAP to ensure the efficient functioning of its business
- In 2018, Alphabet expanded its operations to several markets such as Greece, Croatia, Bulgaria, Cypriot, Turkey, Russia, Serbia, Ireland and Portugal

Weakness

- Alphabet has a few competitors in the fleet management industry, and its must constantly keep innovating to survive in the market
- In the past few years, the Company has received criticism from fleet customers regarding its service quality
- Alphabet does not have sufficient market share in the Light Commercial Vehicles (LCV) segment, but it's aiming at having more LCVs in its fleet
- The Company does not have a very strong geographical presence, being present in only 31 countries



Supplier Updates (Past 5 years)

Innovation

- Alphabet got awarded for innovation at FleetWorld Honours 2018


Growth Strategies

- Companies with business operations in New Zealand and Australia can now benefit from the mobility services since Alphabet has expanded its business, in 31 countries in 2021
- In 2019, Alphabet in partnership with Auto Plan, expanded its presence in Norway
- Alphabet in collaboration with Unidas, expanded its mobility services in Brazil

Technological Advancements

- In 2020, the company launched the new version of AlphaGuide app, which has easy-to-use self-service features for fleet drivers
- Alphabet's leasing platform won a major industry award for digital innovation
- Launched a new technology, AlphaCity, for corporate car sharing, with a wider choice of vehicles

Athlon: Capability Overview



Company Snapshot

Industry : Fleet Management

Ownership : Daimler AG

Headquarters : Almere, Netherlands

Year Established (Athlon) : 1916

Number of Clients : -


Number of Employees: 1,700+

Number of countries: Present in 20 countries in Europe and US

Website : www.athlon.com


Client Retention Rate : -

Revenue of Athlon (2019) : USD 2.59 billion




Key Industries Served

- Professional Service firms




Key Service offered

- Long term rental
- Short term leasing
- Vehicle budgets
- Fleet Management




Key Partnerships (Past and Present)


Fleet Safety



Fleet Leasing



Electric Utility



Key Developments (Past and Present)

- Christian Schöler, who previously was the President & CEO of Banco Mercedes-Benz do Brasil, succeeds Gero Götzenberger as CEO of Athlon
- In 2020, Athlon appointed Margareta Nussbaum to the Athlon Management Board
- Michiel Alferink in 2020 has been appointed as Managing Director Athlon Belgium and Luxembourg
- In 2019, Athlon appointed Marchel Koops as the Chief Commercial Officer (CCO) of Athlon International

Athlon : Capability Overview

Strength

- Since Athlon's operations are focused on the European market, it does not face currency fluctuation risks
- Its financial results are also not majorly impacted by interest rate risks

Weakness

- Athlon's operations are focused on the European market. Hence, its operations would be greatly affected in case of disturbances in the European economy, since the risk cannot be spread across different countries
- The Company's geographical presence is not very strong



Supplier Updates (Past 5 years)

Innovation

- Athlon launched ChangeMyCar app, which allows car users to switch to a different leased vehicle every month, which won the Fleet Industry Awards in 2018
- Athlon upgraded its range of BikeLease offerings by adding new features





Growth Strategies

- In 2021, Athlon and Arval announced their agreement on transferring the full-service leasing fleet of Athlon in Switzerland
- In 2020, Athlon announced that Daimler Fleet Management UK Ltd. will continue its operations as Athlon UK
- Athlon in 2020 partnered with Hedef Filo in Turkey, to deliver aligned products and services in an additional market

Technological Advancements

- In 2019, Athlon added e-Bike to ChangeMyCar app. This enabled the app users the flexible usage of both lease car and e-Bike in a single subscription

Corporate Fleet Management: Emerging Innovators (1/2)

Samsara	KeepTruckin	Coretex	Verizon Connect
 samsara		 CORETEX	
1 <ul style="list-style-type: none">• Founded in 2015, Samsara is a mid-size fleet management and ELD company based in the United States, which today offers 15,000 fleets• It offers mid-range pricing and flexible contract offering and mainly focuses on transport and trailer management tools.• The key features provided by the company include- Dispatch monitoring, Plug & Play devices, IFTA Fuel Tax management, Dashcams, Driver coaching, Refrigerated truck monitoring, GPS with Geofencing, and so on	2 <ul style="list-style-type: none">• Best for Budget Solution, KeepTruckin was founded in 2013 and today serves software and hardware to 100,000+ fleets• This company has a wide range of fleet management and ELD tools, which they deliver at a budget price• They provide services like- CSA Score Management, Dashcams, Driver coaching and workflow, Offline mode, Plug & Play devices, IFTA Fuel Tax management, Trailer and asset tracking, GPS with Geofencing and 1-year contract	3 <ul style="list-style-type: none">• Coretex is a telematics company based in New-Zealand which also offers fleet services to their clients• It offers customization options for different vehicles which would let the driver, or the client inspect the vehicles• The unique offerings by Coretex are- Customizable rulesets, Customizable DVIRs, Customer portal for delivery times, proof of service, etc., Waste management, Agriculture support, Oilfield support and Delivery Asset Tracking	4 <ul style="list-style-type: none">• Verizon Connect was founded in 2018 and is a software solution provider to the fleet management companies• It is best for the enterprise fleets and its solutions are most ideal for the big fleets with new vehicles• It provides unique services like- Integrations library for dozens of fleet management tools, Field service management and Integration into onboard ELD

Corporate Fleet Management: Emerging Innovators (2/2)

Gurtam



5

- Gurtam, started in 2002, is a leading developer of GPS tracking and fleet management software
- It's GPS tracking platform for fleet, Wialon, makes use of a web-based SaaS version as well as a server
- The key features provided by the platform include mapping, geofencing, fuel consumption and vehicle electronic systems monitoring, sensing data collection and monitoring driver behavior

FieldLogix



6

- FieldLogix was founded by Yukon Palmer in 2002, as a GPS tracking Company
- It makes use of the IoT technology to support its services
- Its key features include instant real-time tracking, job planning and route optimization, driver dispatching, innovative mobile apps for real time fleet tracking and activity reporting, driver behavior monitoring, driver safety notifications, analytics and reporting, violation alerts and maintenance reminders

SmartWitness



7

- SmartWitness was launched in 2007 by Paul Singh
- It is a designer and manufacturer of vehicle CCTV and safety systems, which can be integrated with GPS tracking and fleet management software
- Its product portfolio includes dashcams, multi-camera systems, video telematics, fleet monitoring and FNOL reporting, driver distraction detection, collision avoidance system and FORS/CLOCS compliance kits

SwitchBoard



8

- SwitchBoard is a mid-sized fleet management company best for small fleets. It is extremely popular within owner-operators and freelancers
- It offers ELD Software with free monthly subscription and also offers a premium subscription
- Its services have unique features like- Weigh Station Bypass, Door monitors, Panic buttons and Route optimization and scheduling

Corporate Fleet Management: Sourcing Recommendations

Which kind of engagement model should companies go for?

Recommendation

- Leasing is the most preferred engagement model. With leasing, the buyer does not have to pay a huge upfront capital
- As vehicles undergo wear and tear, they depreciate, which gives a very less resale value. With leasing companies do not have to worry about the vehicles getting depreciated
- Maintenance expenses, being covered in the lease contract, companies do not have to pay any additional amount for vehicles maintenance

Should companies go for centralized or decentralized fleet policy?

Recommendation

- A centralized fleet policy is preferred over a decentralized one
- A centralized fleet policy creates a single platform where details about the vehicle can be accessed at a single place
- The administrative expenses of handling multiple fleet management locations come down and the overall management efficiency is improved significantly

How should a Telematics programme be implemented?

Recommendation

- The purpose of setting the device in the vehicles should be communicated to the drivers
- Introduction of incentive good results is another way of delighting drivers to keep up with their performance and also serves as a Corporate Social Responsibility activity where the company is taking initiatives to protect their drivers



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