



LCV LEASING

YOU DELIVER BECAUSE WE DELIVER

LeasePlan

It's easier to leaseplan

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FLEET MANAGEMENT IS ALL ABOUT MOBILITY. AND WHEN IT COMES TO LIGHT COMMERCIAL VEHICLES, THIS IS EVEN MORE CRUCIAL THAN WITH REGARD TO PASSENGER CARS. THE FACT IS THAT AN LCV IS OFTEN VITAL FOR THE BUSINESS OF THE COMPANIES THAT OWN THEM. SO ANY TIME THE VEHICLE SPENDS OFF THE ROAD TENDS TO HAVE AN IMMEDIATE - AND SUBSTANTIAL - IMPACT ON BUSINESS PERFORMANCE.

As an LCV Fleet Manager, you need to walk a fine tightrope, striking the right balance between capital expenditure on mobility and the constant need to contain costs. And then there's the human factor: with each vehicle driven by any number of drivers none of whom is likely to have an emotional tie with it. Managing their behaviour is far more complex than if you were running a fleet of passenger cars.

A 3 PILLAR APPROACH

Here at LeasePlan, we're fully aware of the fact that running a fleet of LCVs is an entirely different from managing a fleet of cars. For this reason, we have adopted a special 3 pillar approach to help you:

- Minimize your vehicles' off-road time,
- Maximize your cost savings,
- Effectively manage your LCV drivers.

A VAN IS NOT A CAR

It may seem blindingly obvious, but a van is not a car. Despite this, many lease companies serve LCV fleets and car fleets in exactly the same way. LeasePlan now offers you a solution that not only meets the specific requirements of an LCV fleet, but relieves you of lots of administrative and operational hassle at the same time. We can help you select the right vehicle for the job, minimize the amount of off-road, provide you with the advice and support you need to optimize your fleet performance and manage your drivers.

SELECTING THE RIGHT VEHICLE FOR THE JOB

We're not going to tell you how to run your business. You're well aware of what your fleet requirements are. What we can do is help you find the right vehicle for the job. We can deliver you

the vehicle you need fitted with the equipment you need (whether it's a fridge, a set of tools or a rack). By leveraging the economies of scale we can offer, you can reduce the cost of the vehicle, regardless of the make or model.

MINIMISE VEHICLE OFF-ROAD TIME

Keeping your vehicles on the road is a big challenge. LCV Leasing from LeasePlan means optimum mobility, thanks to our preferred specialists. Their services cover roadside assistance, scheduled maintenance programmes, breakdown repair, accident damage repair, tyres change.

MANAGING FLEET COSTS

Obviously, cost is always a key aspect of fleet management, and this applies equally to LCVs. However, especially when the fleet itself is critical to your business, it's not always easy to strike the right balance between investment and efficiency. Based on almost 50 years of experience we can help you to optimize the cost of running your fleet of LCVs.

SUPPORTING AND CONTROLLING YOUR DRIVERS

The support and control of the drivers is another critical aspect of the LCV efficient fleet management. LCVs are frequently used by many different drivers who have no emotional ties with them. LeasePlan offers a range of tools to help you manage driver behaviour and keep your drivers safe and happy. LeasePlan offers a comprehensive and easily accessible package of reports with all the detailed information you need in order to have a clear view on the behaviour of your drivers.

LeasePlan also analyzes and study data that helps you design and modify your driver's management strategy depending on the objectives and the targets of your company.



A SOLUTION TO MEET YOUR NEEDS

LeasePlan has developed a seven-step methodology that meets all your needs. A specialist LCV consultant analyses the specifics of your business and assesses the importance of your fleet to your business objectives.



LCV LEASING METHODOLOGY

All steps in the methodology are supported by specific LCV relationship management. This will help you to reach the best results with your fleet, both when it comes to advice on which cars to select and in solving operational issues.

- 1. Assessment:** we analyse your business objectives and mobility needs in relation to your fleet strategy and operating modalities.
- 2. Leasing solution:** based on the results of this analysis, we develop a tailored solution covering vehicles, equipment, stickering, services and driver management.
- 3. Quotation:** we supply you with a quote for the right vehicle and equipment, together with appropriate terms of service, mileage and contract duration.
- 4. Operational support:** we provide ongoing support from delivery to renewal, aimed at minimising off-road time in accordance with the contract terms.
- 5. Renewal:** we ensure there's a smooth contractual transition from your old to your new vehicle, without causing any disruption to your business. We also look at the opportunities for reusing your current ancillary equipment.
- 6. Remarketing:** at the end of the contract, we make a careful appraisal of the vehicle's value and ensure the old contract is terminated (and, where necessary, replaced by a new one) without any unpleasant surprises.
- 7. Review result:** we use monitoring tools and dedicated surveys to optimise your fleet's cost efficiency and mobility status. The aim is to guarantee client satisfaction and driver satisfaction alike.

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LCV Leasing helps you to manage your LCV fleet so that you can deliver your products and services to your clients both effectively and efficiently.