

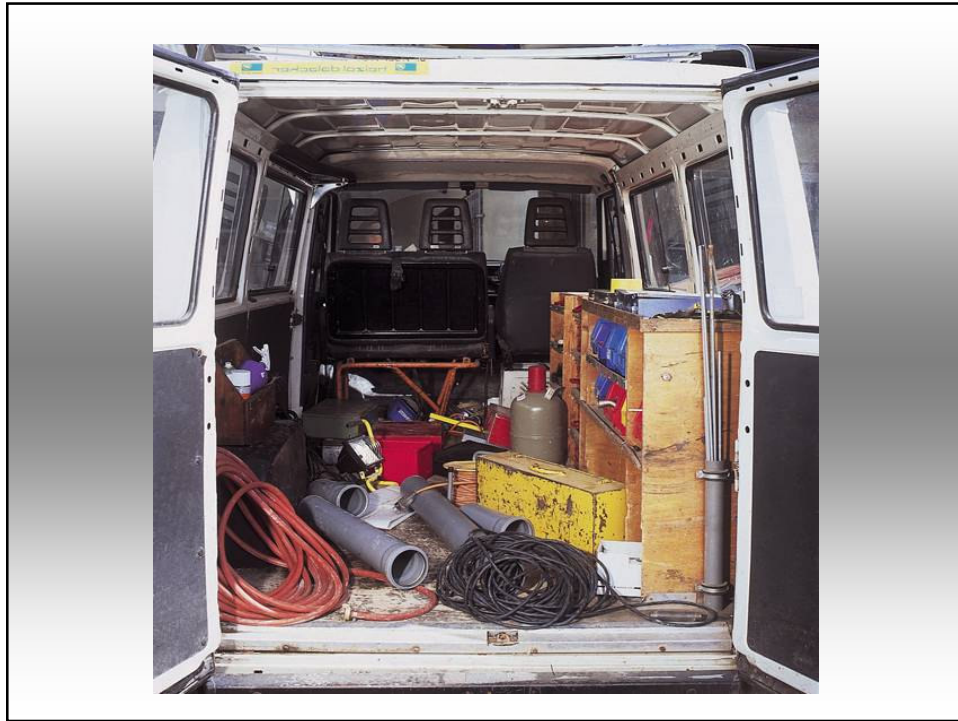
# BT Fleet

Dedicated to keeping your business running

## Procurement for a fitter fleet

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## BT Fleet

### Understand Your Business Strategy

- New markets / products
- Operational structure:
  - Hours
  - Skills
- Geographical impact
- Cost efficiencies
- Legislative changes
- Funding / risk position
- Growing or shrinking

....You can then set your fleet policy.

## Sourcing Strategy

- Vehicles
  - Funding
  - Services
- } Bundled or unbundled?
- Consolidated requirements:
    - Volume leverage vs user requirement.

## Feeling Healthy?

- Overweight?
  - High sickness levels?
  - Poor diet?
  - Too much alcohol?
  - Not enough exercise?
  - Stressed?
- } ...Measure it!
- Fleet too big
  - Excessive downtime
  - Managing emissions
  - Driver risk
  - Servicing regime
  - Compliance

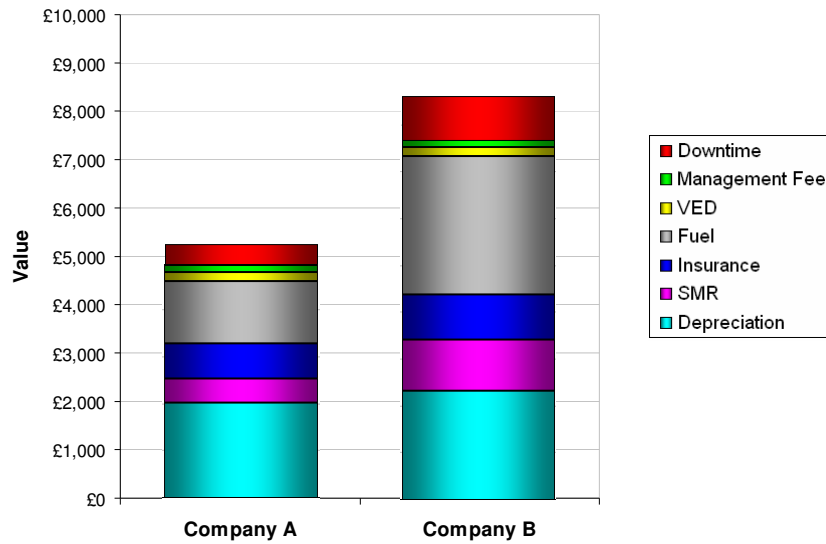
## What is a Fit Fleet?

- Right vehicle
- Right volume / mix
- Right fleet management / services
- Right funding method
- Right service partners
- Right for now & the future.

## Some Things to Consider

- Total transport costs
  - Wholelife
  - Downtime
- Funding method
- Usage
  - Carrying / delivering
  - Mobile tool box
  - Urban / rural
- Payloads
  - Weight / size
  - Mostly full / half-full / empty
- Operating cycle
  - Driver ratios
  - Annual mileage
- Volume required
  - Batch / pipeline
- Seasonality
- Compliance
- Taxation
- Environment
- Branding / image
- Security
- Safety
- Affordability.

## Total Transport Costs



## Who's Your Customer?

- Drivers
- Transport managers
- Operational teams
- Finance
- Procurement
- HR

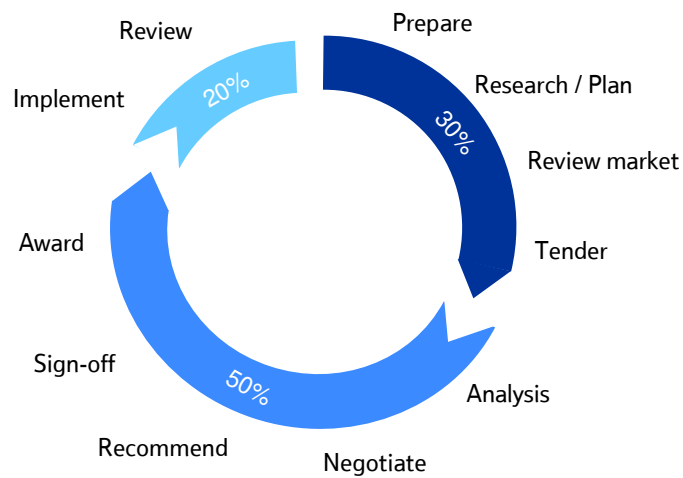
...All of the above.

## Who's Going to Authorise?

- Need to find your way through the FOG:
  - Financial
  - Operational
  - Governance

...Know before you start.

## How Do You Get There?



## Tendering – Things to Avoid

- Not testing / understanding the market
- Not being joined up – Procurement & Operations
- Over-complicating
- Being wholly prescriptive
- Adjudicating only the easy to measure
- Not engaging with bidders
- Providing inadequate information
- Underestimating the time & effort
- Tendering just for the sake of it!

## What to look for in a Partner

- Business values match
- Value for money
- Good people
- Fits with their core business
- Resilience & depth
- Future vision & innovation

...There for you tomorrow.

## Final Thoughts

- Vans are different
- Buying the right solution is not easy
- You are not alone

*...It's good to talk!*

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