

# BT Fleet

## **BT Fleet rides wave in Thames Water contract win**

July 2006

BT Fleet has been delighted to announce that we have also been successful in winning the contract to provide services for Thames Water Utilities Limited (TWUL).

The agreement includes the provision of service, maintenance and repair services, service event scheduling and appointment booking and a range of 3rd party services including breakdown, glass and tyres, for their fleet of c1400 commercial vehicles.

TWUL is the largest UK water company whose area covers the region within the M25, including the M4 corridor as well as extending as far as Gloucester to the West and Banbury to the North. We will now be working through more of the detail with TWUL but at the moment we expect that 12 BTF garages will be providing services to TWUL as well as a proportion of their vehicles going through our contractor network. I attach a list which also shows the volumes we are expecting at this stage.

This is a second piece of great news for BT Fleet this year and continues our drive to be "the leading fleet services provider for fleet operators in the UK". The award of the contract to a single supplier represents a change in strategy for TWUL, who have up to now managed the fleet in-house using a large number of independent garages and dealers to carry out servicing work.

European procurement rules mean there is now a 10-day 'standstill' period during which unsuccessful bidders can challenge the decision. Whilst we don't expect a challenge, TWUL are not allowed to confirm the award of the contract until this period has elapsed. Until then TWUL are not able to start implementation of the contract but we will be getting on with planning activities in the meantime.

As ever, winning this contract was a team effort, with involvement from all parts of BTF. However a particular thank you goes to the team at Reading workshop, who hosted a site visit by the TWUL fleet, procurement and operational teams and played a critical role in convincing TWUL to award the contract to us.