



Iain Walsh

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Making eCommerce happen.

Investing in Sustainable Communities

The Sourcing & Result 1



Project Team comprising landlords and supply partners

Robust assessment and tendering process via OJEU

Unique Public/ Private partnership...the first of many!

Frameworks ready to call-off (direct/ mini-competition)

The Sourcing & Result 2



Benchmarking carried out for initial Project Team members

Savings on commercial vehicles up to 35%

Savings on cars up to 17.5%

Higher 'Spec and Green' vehicles at comparable cost

Flexible pricing model – provides opportunity for competitive deals on all manufacturers

The Framework

- Leasing & Vehicles



Vehicle Leasing

ALD
Automotive

Fleet Hire

Pendragon

Venson

Manufacturers – Commercial Vehicles

Ford

Renault

Citroen

Manufacturers - Cars

Ford

Renault

Volkswagon

The Framework

- Services



Fleet Services

Windscreen
Repair / Replace

Daily / Short
Term Hire

Fuel Cards

Telematics /
Tracking

Roadside /
Breakdown

Driver Assess
/ Training

Accident
Mgmt

Vehicle
Customisation

Vehicle
Purchase

Vehicle
Disposal

Servicing /
Maintenance

PCP Scheme

Vehicle Livery

Tyre Replacement

Next Steps



Engage - Use the representatives here today

Be a Partner...not a Supplier

This is a company...not manager decision

Use the framework...ALL if possible...if not for PART

Don't use it if it doesn't work for you commercially, but...

...work with us on costs if the benchmark isn't enough!