



APSE Vehicle Maintenance & Transport Advisory Group (Southern Meeting): Vehicle Telematics



Who are Crown Commercial Service (CCS)?

Our role is to deliver **savings for the taxpayer**
and improve the quality of commercial and
procurement activity across the **whole of the**
public sector

CCS - An Introduction



Why CCS

- We help you buy the right goods and services at the best price, **securing value for the public sector**



How much we manage

- **£15bn** annual spend in common goods and services



Our Customers & Suppliers

- **14,500 customers** across the public sector
- **2,600 suppliers**, 61% of these are small businesses

Wider Public Sector services and support

- We want to be a **procurement partner** to the wider public sector.
- WPS currently spend £6bn with CCS – roughly half our total framework spend
- Devolution and commercial challenges are fundamentally changing the landscape.
- Social Value is an increasingly important part of the procurement process.





Why choose CCS for your fleet solutions?

- **Commercial expertise**
- **Bulk buying power**
- **Save time and money so you can focus on your local priorities**
- **Dedicated account managers**
- **Advice and support from fleet specialists**

Customers save £4.3 million on vehicle hire and car share services

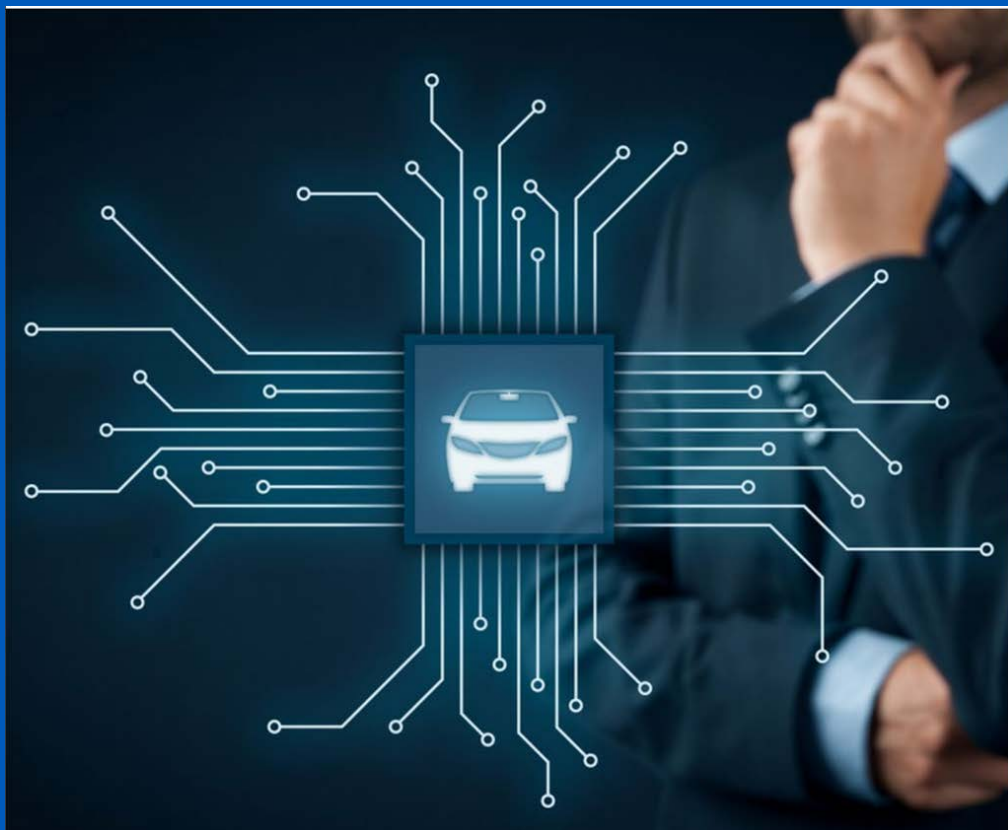
Vale of Glamorgan Council saved over £71,000 on its purchase of 40 cars

Average standard discount for vehicle purchase is 32% on manufacturers retail price (MRP)

Southampton City Council has saved more than 10% on its annual tyre bill



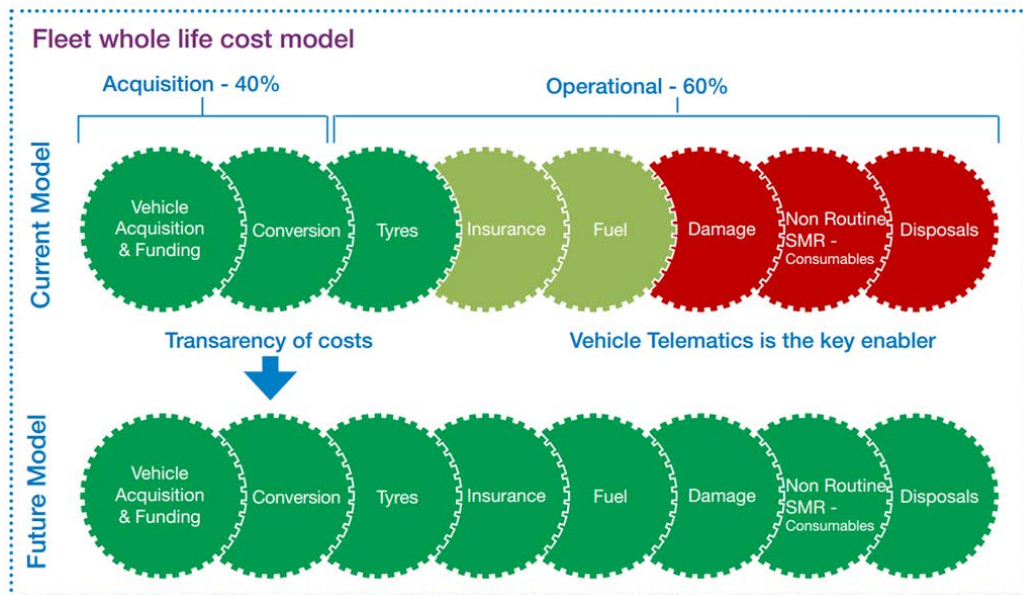
Vehicle Telematics



- Use in support of driver training & impact upon whole life costs

What are Vehicle Telematics?

- **57% of public sector fleets** have already/plan to introduce telematics.
- 51% had introduced telematics **to monitor individual vehicles and lone workers** (2016 *iGov survey*)
- Telematics is a **key enabler** for mature fleet management: the collection and analysis of data can help:
 - **reduce fleet costs**; support employer's' **duty of care** obligations; increase **productivity**; improve vehicle **security**; manage **legislative compliance**; and **reduce carbon footprint**.
- Vehicle telematics also supports the **whole life cost management** of vehicles, providing live, operational data



Equipment & Services

Equipment examples:

- Devices/data recording equipment, fitted to vehicles, to retrieve/store data
- Other hardware to ensure connectivity, e.g. radios, WiFi capability and transmission to data systems
- Dashboard devices for operation by drivers and/or to offer live feedback to driver on driving style
- Driver identifiers such as key fobs or ID cards

Services examples:

- Equipment installation, commissioning, testing, maintenance/repair, decommissioning and disposal
- Data collation, analysis, reporting tools, recommendations
- Fully managed service
- Combination/interpretation of data from other sources, e.g. fuel cards, insurance, vehicle maintenance and manufacturer alerts.
- Training requirements (driver, manager, vehicle maintainer etc.),
- A web-based portal to access data
- Asset Management database and associated services
- Customer Services provisions (email, phone, on-site attendance)

The Benefits

**For every £1 invested in telematics:
£3 return in savings**

- 1. Reduction in fuel consumption**
- 2. Increase in vehicle utilisation**
- 3. Reduction in cost of accidents**
- 4. Reduction in insurance premiums**

1 Cost

- Decision-making on replacement cycles and specification
- Able to track servicing, maintenance and repair cost

2 Risk management

- Access information to improve safety of vehicles
- Reduction in frequency and costs of accidents
- Reduced insurance premiums

3 Enviromental

- Reduce carbon and nitrous oxide emission through driver training
- Reduction in fuel consumption
- Inform replacement cycles and specification

4 Fleet productivity and efficiency

- Work planning and travel mapping to optimise utilisation of fleet
- Reduction in miles travelled and fuel consumed



CCS Fleet

- CCS Vehicle Telematics Framework;
purpose & use

CCS Fleet Frameworks & Services

- Fleet portal
- eAuctions
- Advice on complex/high value further competitions
- Cross Government Aggregation & Alignment
- Market insight

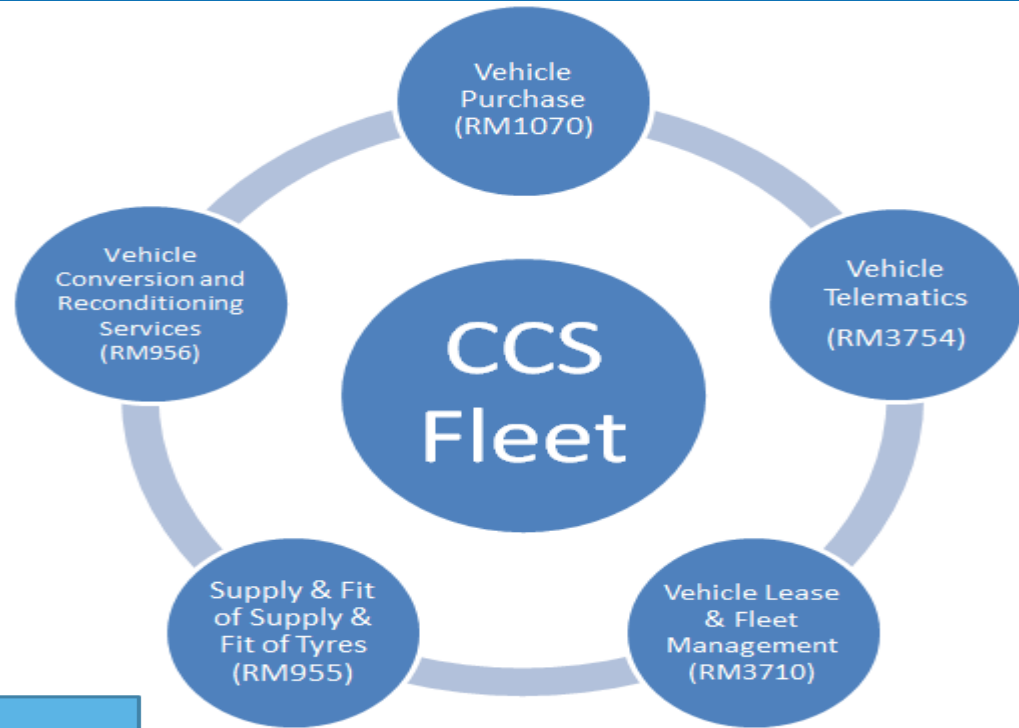
Other Fleet related frameworks:

Insurance
Services

Fuel Cards &
Liquid Fuels

Electric
charging
installations

Vehicle Hire



Telematics Market & the CCS Framework

The Market

- Most suppliers are SMEs
- Vehicle Manufacturers developing “connectivity” is different
- Relatively young market (up to 10 years)
- Fast pace of change
- Non-standard service offerings

The Framework

- Core set of services provided by all Suppliers
- Flexibility for customers to ask for, and suppliers to offer/develop, other services and new market technologies
- No standard pricing – bespoke requirements to be further competed

Supplier name
ALD Automotive Ltd
APD Communications Ltd
Ashwoods Automotive Limited (Lightfoot)
Ctrack Ltd
EDC Systems Ltd (Traffilog UK)
E-Pire Limited
Exeros Technologies
FMG Support (Group) Ltd
Greenroad Technologies UK Ltd
L&A Consultants Ltd
MiX Telematics Europe Ltd
Navman Wireless UK Ltd
Ortus Technology Limited
Quartix Limited
RSG Engineering Ltd
Simplytrak Limited
Terrafix Ltd
Trackyou Ltd
Trimble UK Ltd
Vision Unique Equipment Ltd

Confirm:

- Budget
- Support/sponsorship of senior management
- Staff and driver engagement

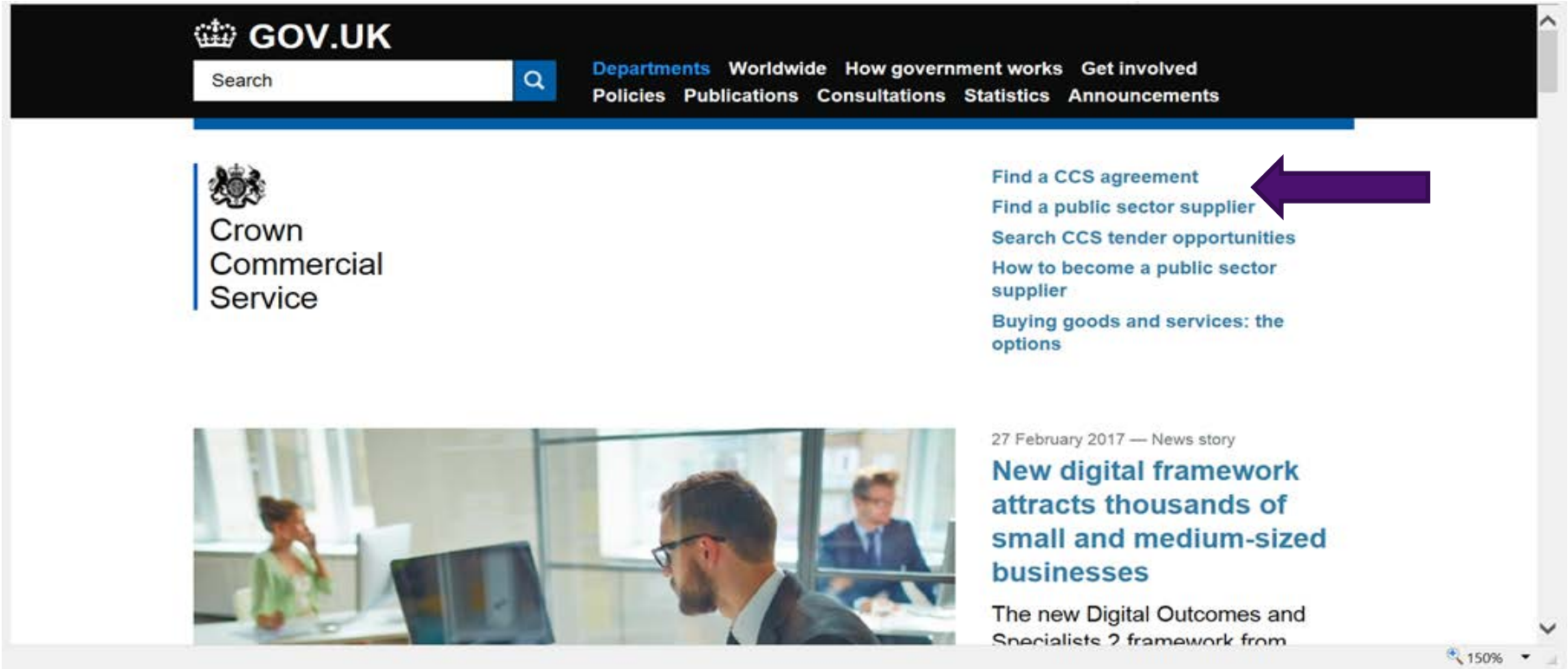
Decide

- What are the main incentives for your telematics contract, (commercial and non-commercial)?
- Quantify benefits and set a baseline to measure against


Then

- Draft your further competition and engage with the market


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150%



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We're here to help

Welcome to CCS. We're a public procurement organisation: we help people save time and money on buying the everyday goods and services they need to run their organisations efficiently, so they can focus on delivering the essential services that matter most to them.

[Find out more about CCS](#)

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Thank you

Any questions?

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