

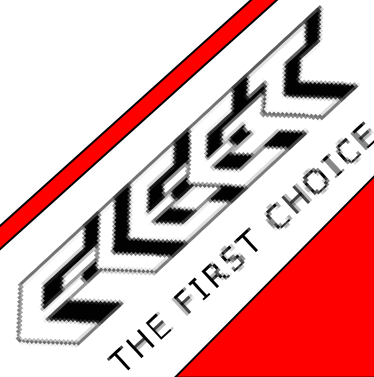
The logo for 'apse' is a purple oval with the word 'apse' in white lowercase letters.

Introduction



Fleet Factors

- Thank you for inviting us
 - Fleet Factors Limited
 - Gary Norris
 - David James.
 - Since 1975 – (Promise – Deliver)



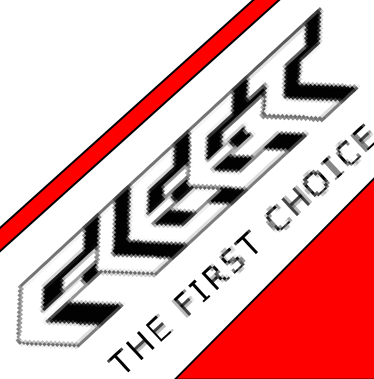
The logo for 'apse' is a purple oval with the word 'apse' in white lowercase letters.

Presentation April 18th 2018



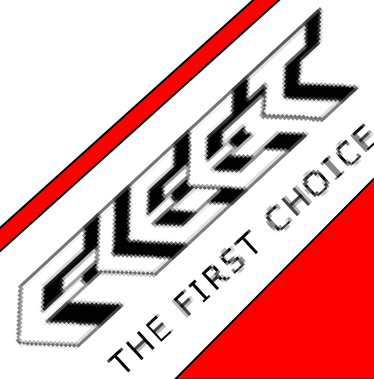
Fleet Factors

- 30 minutes – then Q&A
- Not intended as a sales pitch – we would like to share with you our experiences.
- We are totally committed to the parts industry and passionate about what we do.



What are we going to share?

- About Fleet Factors?
- What do we do?
- Share our experience so far?
- Q&A



The logo for 'apse' is a purple oval with the word 'apse' in white lowercase letters.The logo for 'FLEET' is a stylized, bold, black and white graphic with a jagged, arrow-like shape on the left side.

Fleet Factors

Fleet Factors Limited

- Private limited Co – Established in 1975
- Profitable
- Turnover £45 million
- 23 depots
- 100+ managed stores sites
- 277 staff
- 190 delivery vehicles
- £8 million stock
- 12500 customers in UK
- QUALITY-SERVICE-VALUE



**UK PARTS
ALLIANCE**



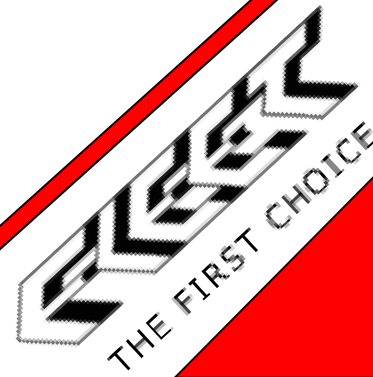
UK



UK



UK

A diagonal logo with 'FLEET' in a stylized font and 'THE FIRST CHOICE' below it, set against a red background.



apse

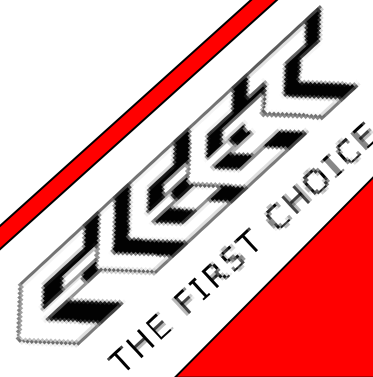
What do Fleet Factors do ?



Fleet Factors

Traditional part supplier

- ‘Our core activity is to supply goods to vehicle operators and workshops throughout the UK’:
- **ALL PARTS – ONE SUPPLIER**
 - HGV, LCV, Car, Refuse, Sweeper, Gritter Grounds,
 - Service items
 - Major parts and components
 - Consumables
 - Lubricants
 - Tools and workshop equipment
 - Paint and refinish products



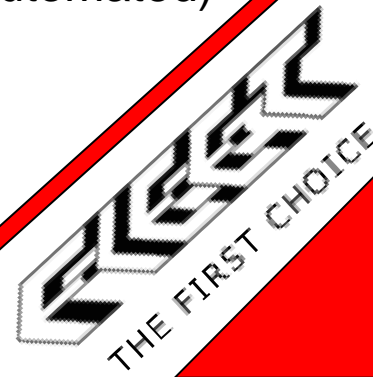
THE FIRST CHOICE

The logo for 'apse' is a purple oval with the word 'apse' in white lowercase letters.The logo for 'FLEET' is a stylized, bold, black and white graphic with a perspective effect, where the letters are slanted and overlapping.

Fleet Factors

We provide a fully managed stores service

- Stores staff on site?
- TUPE transfer – Admitted body status (LGPF)
- Buy all your existing stock
- Provide ALL IT (hardware & Software, systems)
- Barcoded stores system (with an e-Catalogue by Fleet Number)
- Provide 1 consolidated invoice per month
- One stop shop – For ALL parts (including
- Open book – Management information
- Oil monitoring – to dispense all lubricants (fully integrated and automated)

A diagonal banner with the 'FLEET' logo and the text 'THE FIRST CHOICE' in white on a red background.



Some Current customers



Fleet Factors



Northern Ireland Fire & Rescue Service



Nottingham City Council



City of BRADFORD METROPOLITAN DISTRICT COUNCIL



CITY OF LONDON



EAST RIDING OF YORKSHIRE COUNCIL



UK PARTS ALLIANCE





Norman the Storeman

Our experience



Fleet Factors



apse

Ordered – deferred

Store full or parts!!





Our aim



Fleet Factors

- Simple
- Safe
- Secure
- Locked - monitored
- Barcoding
- Electronic cataloguing
- Compliant
- Modern and efficient
- Tailored to each individual customer (not one fits all)



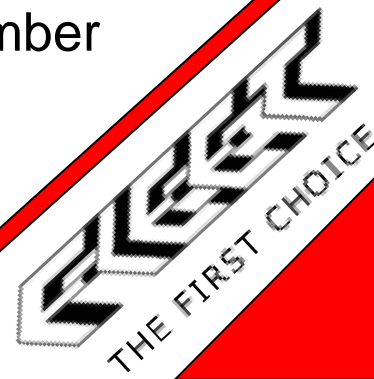
 apse

Modern Technology



Fleet Factors

- Fully intergrated with other systems
- Efficient – Reduce waste and duplication
- Automated
- De-skilled (shared information)
- ISO27001
- Fleet Profiling
- Electronic catalogue – to customer fleet number
- Accurate data – Monthly management information



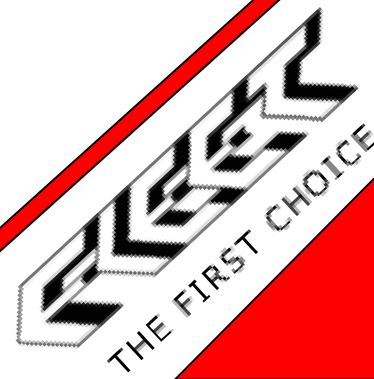
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Compliance



Fleet Factors

- ISO9001, 14001, 18001 (ISO 27001)
- Auditable and transparent (data & process)
- Terms of the agreement (Measured against performance)
- Procurement process
 - YPO
 - NEPO
 - Scottish XL
 - OJEU - FRAMEWORK



Your Ref:
Our Ref:
Direct Line: 01924 821756
Date: 12/12/2014

Mr Gary Norris
Fleet Factors Limited
Wallis Road
Middlesbrough
TS6 6JB

Dear Mr Norris

FRAMEWORK AGREEMENT – 000576

Lot 1 – Fully or Partially Managed Materials Stores

Tender OJEU Contract Notice Reference Number: 2014/s 191-336982

Further to the recent Tender Exercise undertaken and completed by the Yorkshire Purchasing Organisation, I am pleased to inform you that the YPO accepts you're tender for the fulfilment of the agreement referred to above for the following lots:-

Fleet Factors LOT	Weighted Score
1	
Quality Total	37%
Price	40%
Price Total	40%
Overall Score	77%

However, this letter is not, at this stage, a communication of YPO's formal acceptance of your offer.

A mandatory "standstill" period is now in force pursuant to Regulation 32A of the Regulations; this period will end at midnight on **22nd December 2014**. Subject to YPO receiving no notice during the standstill period of any intention to legally challenge the award process, YPO aims to issue the Proposed Contract documents with you on or after **23rd December 2014**.

The framework commencement date is **5th January 2015** - I will be in touch with you again at the end of the standstill period.

Louise Roberts (Buyer)



Information



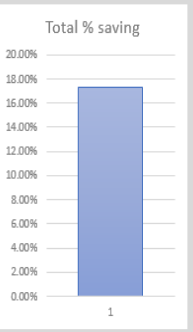
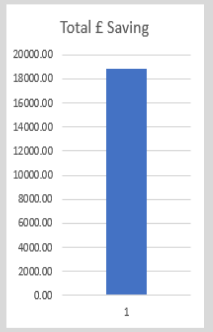
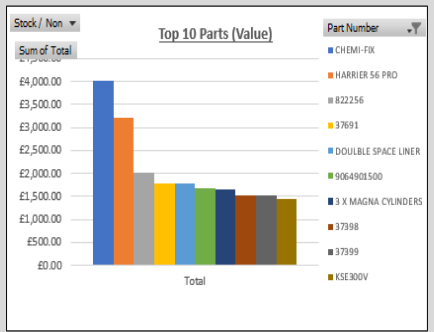
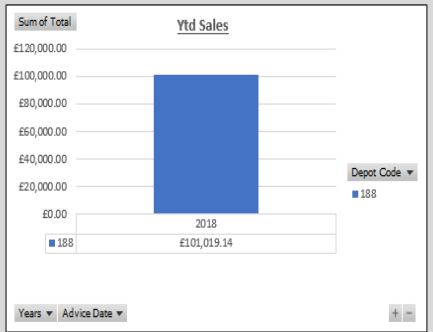
Sample of M1.xlsx - Excel Gary Norris

File Home Insert Page Layout Formulas Data Review View Tell me what you want to do

Clipboard Font Alignment Number Styles Cells Editing

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A B C D E F G H I J K L M N O P Q R S T U V W X Y Z AA AB AC AD AE AF AG



Depot Code

188

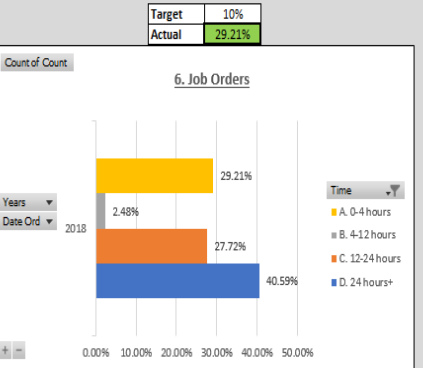
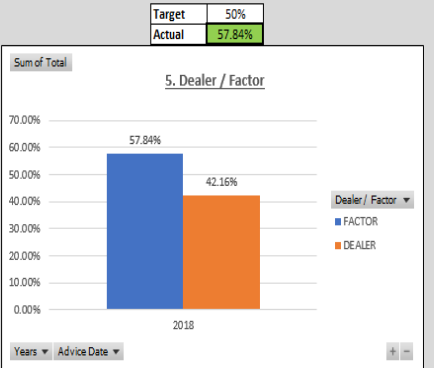
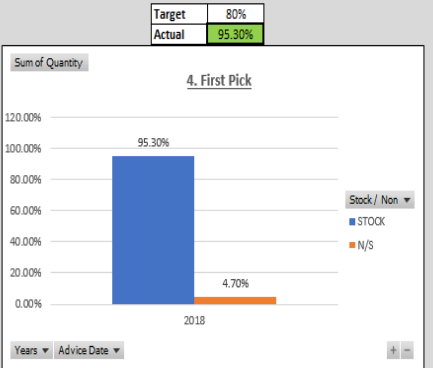
Advice Date

Jan

Feb

Product Group

- AGRICULTURAL
- ANTISPRAY
- BATTERIES
- Brake Discs
- Brake Pads
- BULBS & TUBES
- CONSUMABLES
- DENNIS EAGLE PARTS





Invoice & data

1 single invoice per month for ALL parts



Fleet Factors

Q23	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	Invoice Num	Order Num	ID	Job Card	Fleet No	Advice No	Advice Dat	Part Number	Description	Quant	Price	Total	Gro	Product Group	Ty	Stock / N	Dealer / Fac	FFL Pr	Old Cust Pr	Saving
2	188/900255	100038853	3	Job xxxx	Fleet 123	502930	02/01/2018	123456	Vehicle part	1	1232.77	1232.77	990	REPAIRS / RECOVERY	N/SD	N/S	DEALER	1232.77	1491.65	258.88
3	188/900255	100038853	1	Job xxxx	Fleet 123	502922	02/01/2018	123456	Vehicle part	2	60.38	120.76	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	60.38	73.06	12.68
4	188/900255	100038853	1	Job xxxx	Fleet 123	502922	02/01/2018	123456	Vehicle part	2	6.28	12.56	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	6.28	7.60	1.32
5	188/900255	100038853	10	Job xxxx	Fleet 123	502925	02/01/2018	123456	Vehicle part	1	279.59	279.59	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	279.59	338.30	58.71
6	188/900255	100038853	10	Job xxxx	Fleet 123	502925	02/01/2018	123456	Vehicle part	1	11.18	11.18	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	11.18	13.53	2.35
7	188/900255	100038853	10	Job xxxx	Fleet 123	502925	02/01/2018	123456	Vehicle part	1	11.82	11.82	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	11.82	14.30	2.48
8	188/900255	100038853	6	Job xxxx	Fleet 123	502925	02/01/2018	123456	Vehicle part	1	52.52	52.52	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	52.52	63.55	11.03
9	188/900255	100038853	10	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	20.09	20.09	174	LAMPS/BEACONS	DISC	STOCK	FACTOR	20.09	24.31	4.22
10	188/900255	100038853	10	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	4	0.48	1.92	552	CONSUMABLES	DISC	STOCK	FACTOR	0.48	0.58	0.10
11	188/900255	100038853	3	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	423.31	423.31	542	TERBERG MATEC	DISC	STOCK	FACTOR	423.31	512.21	88.90
12	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	107.66	107.66	616	WASTEPARTS	CONT	STOCK	FACTOR	107.66	130.27	22.61
13	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	28.43	28.43	616	WASTEPARTS	DISC	STOCK	FACTOR	28.43	34.40	5.97
14	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	351.4	351.4	542	TERBERG MATEC	DISC	STOCK	FACTOR	351.4	425.19	73.79
15	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	44.28	44.28	542	TERBERG MATEC	DISC	STOCK	FACTOR	44.28	53.58	9.30
16	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	2	28.43	56.86	616	WASTEPARTS	DISC	STOCK	FACTOR	28.43	34.40	5.97
17	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	7.25	7.25	162	TTC (TRUCK & TRAILER PARTS)	DISC	STOCK	FACTOR	7.25	8.77	1.52
18	188/900255	100038853	7	Job xxxx	Fleet 123	502926	02/01/2018	123456	Vehicle part	1	20.09	20.09	174	LAMPS/BEACONS	DISC	STOCK	FACTOR	20.09	24.31	4.22
19	188/900255	100038853	7	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	7.25	7.25	162	TTC (TRUCK & TRAILER PARTS)	DISC	STOCK	FACTOR	7.25	8.77	1.52
20	188/900255	100038853	7	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	2	0.48	0.96	552	CONSUMABLES	DISC	STOCK	FACTOR	0.48	0.58	0.10
21	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	83.69	83.69	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	83.69	101.26	17.57
22	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	60.09	60.09	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	60.09	72.71	12.62
23	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	13.37	13.37	174	LAMPS/BEACONS	DISC	STOCK	FACTOR	13.37	16.18	2.81
24	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	2	3.75	7.5	162	TTC (TRUCK & TRAILER PARTS)	DISC	STOCK	FACTOR	3.75	4.54	0.79
25	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	13.37	13.37	174	LAMPS/BEACONS	DISC	STOCK	FACTOR	13.37	16.18	2.81
26	188/900255	100038853	10	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	2.45	2.45	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	2.45	2.96	0.51
27	188/900255	100038853	7	Job xxxx	Fleet 123	502927	02/01/2018	123456	Vehicle part	1	218.02	218.02	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	218.02	263.80	45.78
28	188/900255	100038853	10	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	4	46.34	185.36	536	DENNIS EAGLE PARTS	DISC	STOCK	FACTOR	46.34	56.07	9.73
29	188/900255	100038853	15	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	1	0.29	0.29	172	BULBS & TUBES	DISC	STOCK	FACTOR	0.29	0.35	0.06
30	188/900255	100038853	6	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	1	2.97	2.97	172	BULBS & TUBES	DISC	STOCK	FACTOR	2.97	3.59	0.62
31	188/900255	100038853	6	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	1	0.24	0.24	172	BULBS & TUBES	DISC	STOCK	FACTOR	0.24	0.29	0.05
32	188/900255	100038853	7	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	1	2.97	2.97	172	BULBS & TUBES	DISC	STOCK	FACTOR	2.97	3.59	0.62
33	188/900255	100038853	7	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	1	0.13	0.13	172	BULBS & TUBES	CONT	STOCK	FACTOR	0.13	0.16	0.03
34	188/900255	100038853	7	Job xxxx	Fleet 123	502928	02/01/2018	123456	Vehicle part	2	0.24	0.48	172	BULBS & TUBES	DISC	STOCK	FACTOR	0.24	0.29	0.05

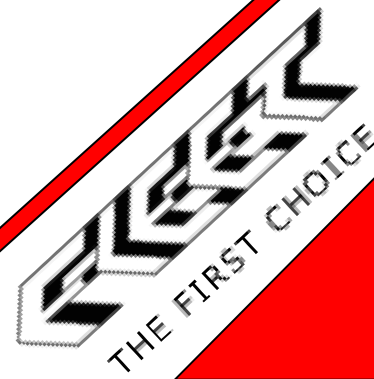
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Integrated systems



Fleet Factors

- Civica – Tranman
- Chevin – Fleetwave
- Jaama - Key 2
- Roadtech – Roadrunner
- Kerridge
- Enterprise software



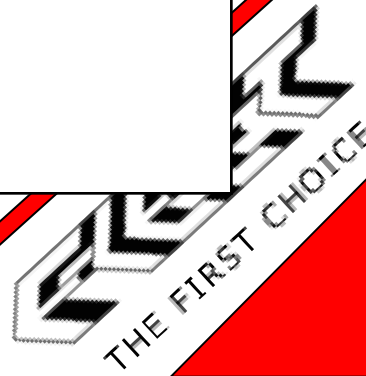
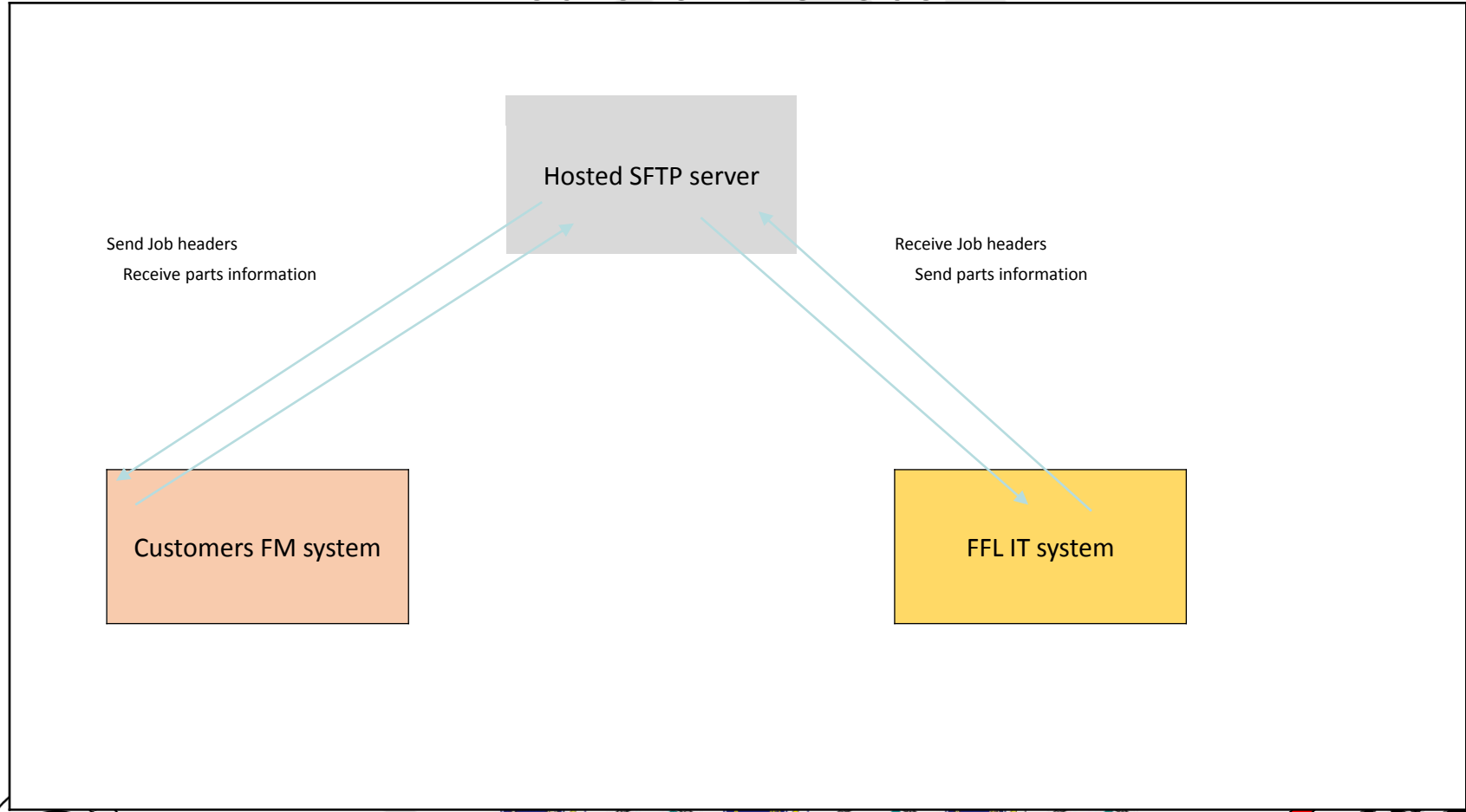


Established integrated data share



Fleet Factors

Bi – Directional interface





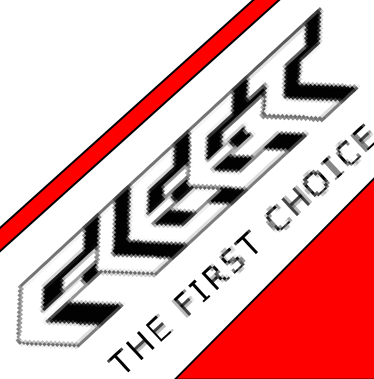
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Impact on customers ?



Fleet Factors

- Reduce cost of parts
- Reduce cost to serve
- Share resources
- Modern – use of technology
- Provide accurate and meaningful data
- Compliance (process and regulation)
- Secure stores
- MI (pick rates, Savings, VOR)





apse

Benefits ?

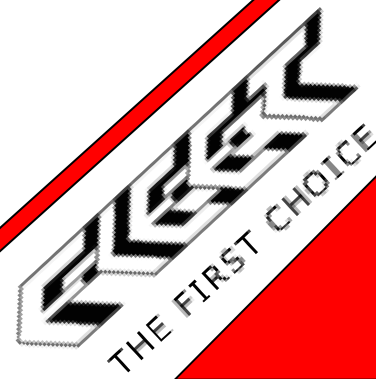


Fleet Factors

- Reduced cost
- Reduced waste
- Individual tailored solution
- System integration and efficiency
- NO STOCK inventory
- No Stock checking
- No stock loss
- No surcharge
- Improved vehicle availability
- Better productivity in workshop
- Improved parts pick rates



**UK PARTS
ALLIANCE**





www.fleetfactors.co.uk



Fleet Factors



MY ACCOUNT

(0) ITEMS
£0.00 (inc. vat)

CHECKOUT

FOR HELP & ADVICE, CALL US:
01642 770 664

SHOP BY APPLICATION ▾ SHOP BY CATEGORY ▾ PRODUCTS & SERVICES

ENTER SEARCH TERM / PART NO.

SEARCH

BRANCHES THROUGHOUT THE UK

VIEW ALL PARTS

TRADE ACCOUNTS AVAILABLE

TRUCK & TRAILER PARTS
VIEW OUR COLLECTION HERE >



ACCOUNT
LOGIN OR REGISTER
CLICK HERE >

LUBRICANTS

Th



Thank You



Fleet Factors

- Questions and Answers
- ?????

