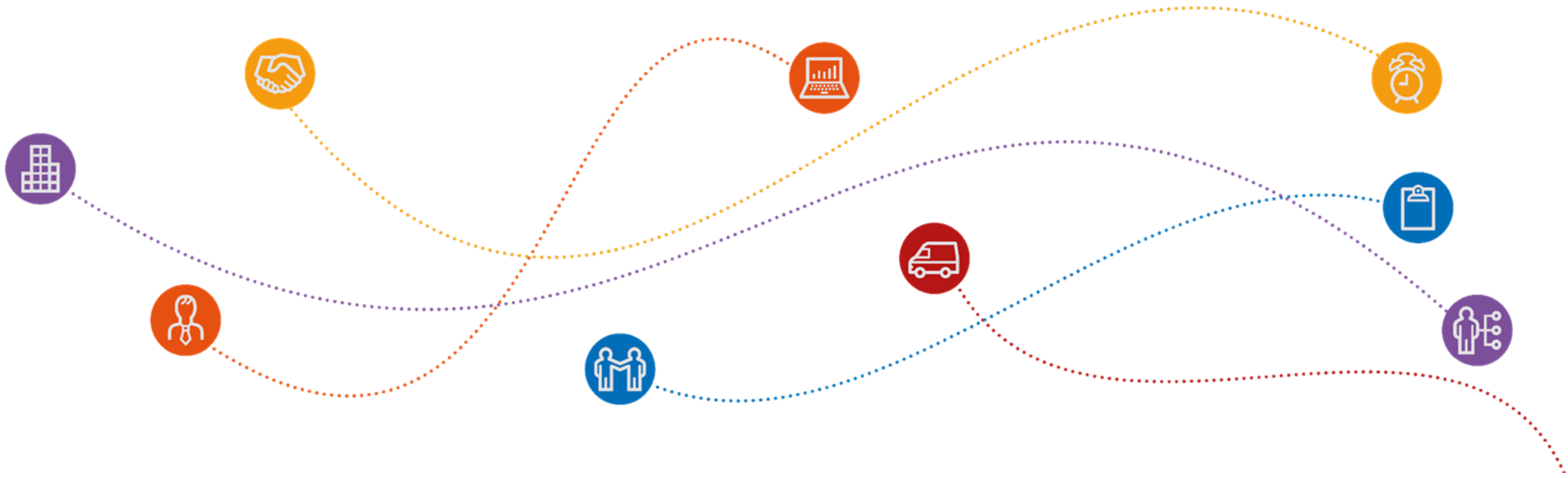


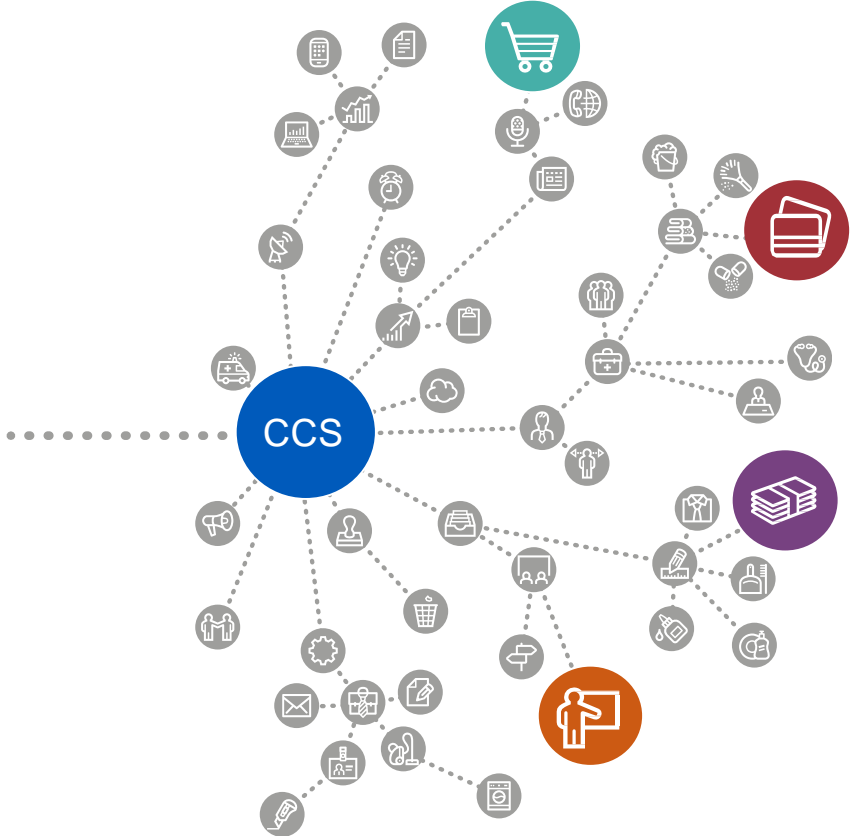


Crown
Commercial
Service

Crown Commercial Service: Fleet



CCS: Delivering effective and efficient public services



Making considerable savings for the taxpayer on procurement

Spending money wisely to protect frontline services

A renewed focus on using digital technology to deliver services

Supporting innovation and improved delivery models

We aim to save customers £2bn between 2016 - 2020

The areas we work in

Buildings

People







Technology

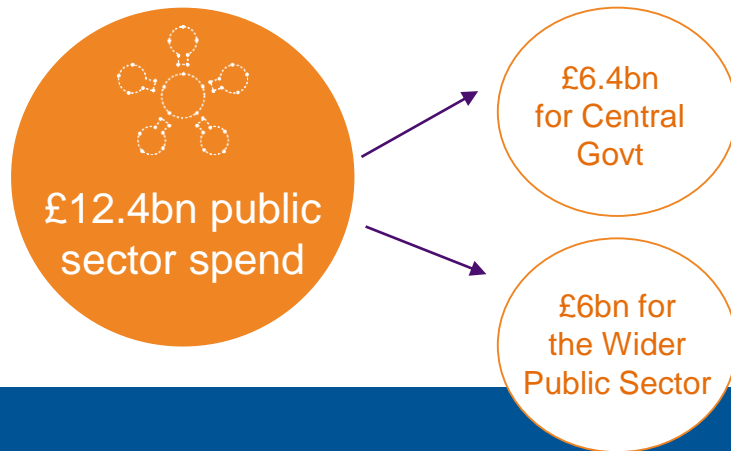
Corporate Solutions

-  Facilities management
-  Utilities & fuels
-  Property maintenance
-  Construction

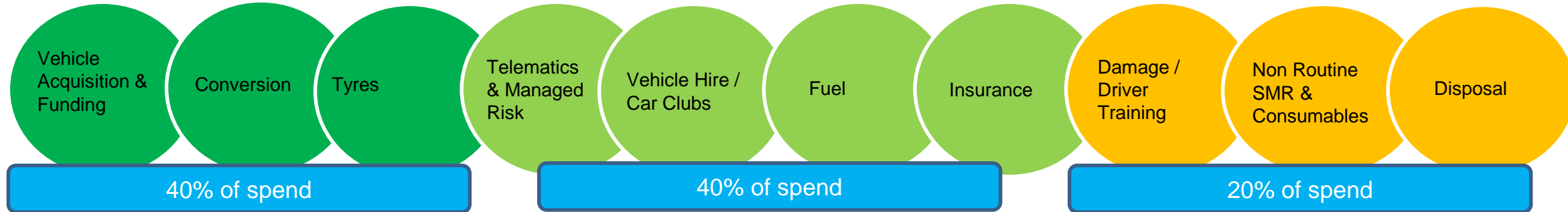
-  Professional services
-  Workforce
-  Employee & people services

-  Cloud & digital
-  Network services
-  Software licensing
-  Technology products & services

-  Fleet
-  Financial services
-  Travel
-  Office solutions, print, post & storage
-  Marketing & communications
-  Contact centres



Focus on whole life cost



- The public sector fleet accounts for 7% of all UK fleet spend
- 78% of CCS fleet spend is via the wider public sector
- Frameworks **wide ranging** and **flexible** to accommodate diverse requirements
- Provide a mix of **fully operational** and **private use** vehicles
- A fleet size of around **120,000 vehicles procured via CCS**
 - Circa 35% Central Government and 65% Wider Public Sector
- Customers **set their own fleet policies/operations**, and therefore decide on vehicle **specifications** and **contract types**
- CCS support the procurement by giving customers access to agreements and **Fleet Portal** (self-serve) and **eAuctions** (CCS-managed)

Our **vision** is to be the **“go to provider”** for total fleet solutions and market insight for public sector fleets.
 Our **aim** is to **deliver commercial benefits** by focusing on the whole life cost model and key influencers

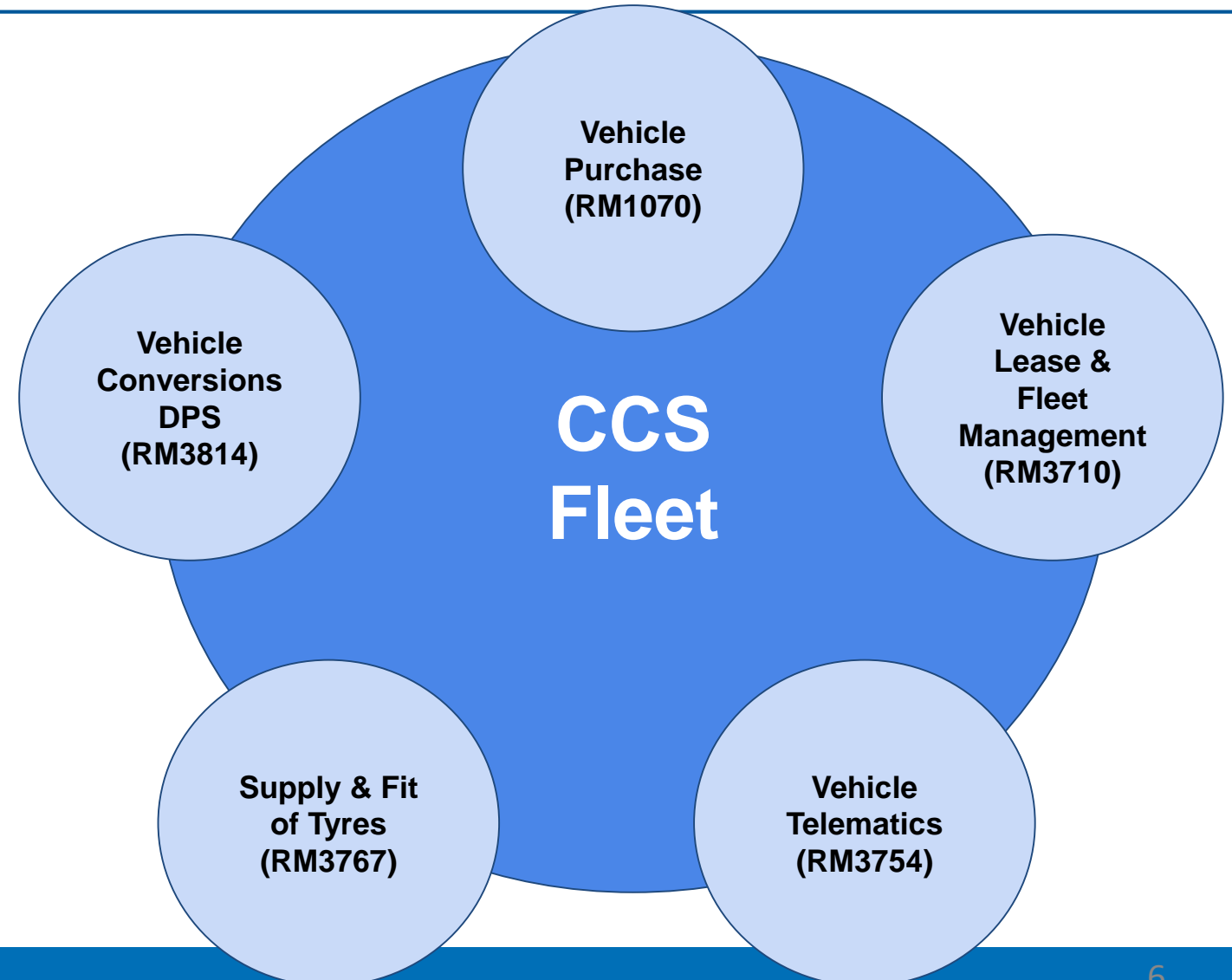
Fleet Agreements and Services

Fleet Enablers & Services

- Fleet Portal
- Fleet Customer Forum
- eAuctions
- Dynamic Purchasing Systems
- Aggregation
- Market insight & Best Practice
- Advice of framework usage

Other fleet related CCS agreements:

- Vehicle Hire
- Fuel Cards
- Electrical Charging/Technology
- Insurance
- Driver Training
- Liquid Fuels



RM1070 Vehicle Purchase






- **41 suppliers** (vehicle manufacturers) over 9 Lots
- Availability of **standard build** and **converted vehicles**
- Customers may nominate a preferred **local dealership**
- **Direct Award, Further Compete** or **eAuction**
- To be replaced by **December 2018**

Lotting Structure	
Lot 1	Cars, including 4x4 Variants
Lot 2	Light to Medium Commercial Vehicles up to but not including 7.5 tonnes (including Car Derived Vans, 4x4 variants and Minibuses)
Lot 3	Medium to Heavy Commercial Vehicles 7.5 tonnes and above
Lot 4	Motorbikes, quad bikes & scooters
Lot 5	Buses and coaches
Lot 6	Vehicles for Overseas
Lot 7	Blue Light Cars including 4x4 Variants
Lot 8	Blue Light Light to Medium Commercial Vehicles up to but not including 7.5 tonnes (including Car Derived Vans, 4x4 variants and Minibuses)
Lot 9	Blue Light Motorcycles (including Quad Bikes and Scooters)

Why get involved?

Joining one of our eAuctions will save you both time and money:

-  we run the eAuction for you so there is very little administration for you to deal with
-  flexible payment and delivery terms
-  save as much as 40% on manufacturer's retail price (MRP)

The Vehicle Purchase (RM1070) agreement already has attractive standard discounts of an average of 32%, and we have found our eAuctions have added an average 8% additional discount, giving customers a total saving of 40% on MRP.

Our eAuctions are open to all public sector organisations and any volume or vehicle type can be considered. We can also help you if you want to lease rather than buy the vehicles.



RM3710 Vehicle Lease & Fleet Management

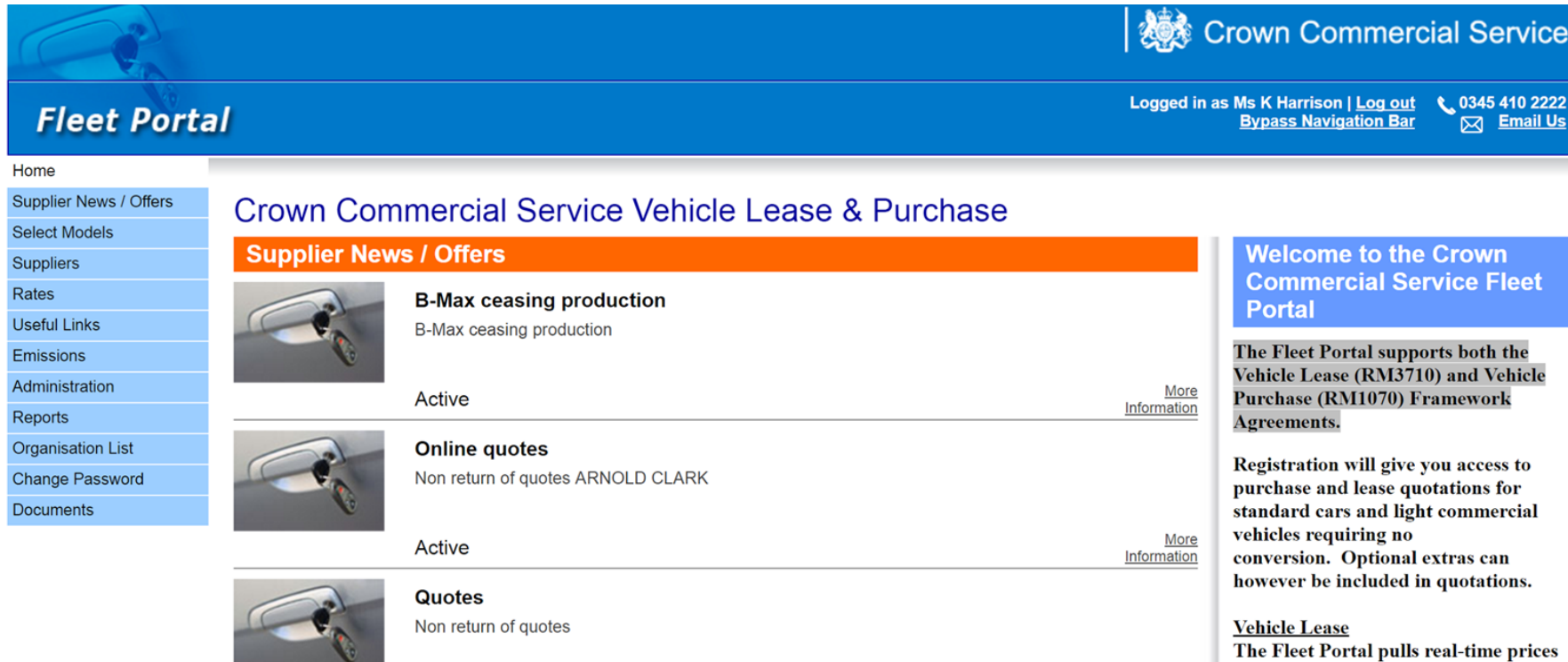


Lotting Structure	
Lot 1	Lease of passenger vehicles (including 4x4s) and light commercial vehicles up to 3.5 tonnes with the option to convert the vehicle where required
Lot 2	Lease of commercial vehicles 3.5 tonnes and above, including buses, coaches trailers and municipal vehicles
Lot 3	Provision of fleet management services, including but not limited to the management, sourcing and supply of passenger cars, light commercial and commercial vehicles

Supplier	Lot 1	Lot 2	Lot 3
ALD Automotive Ltd	✓		
Alphabet (GB) Ltd	✓		✓
Arnold Clark Vehicle Management	✓		✓
Arval UK Ltd	✓		
BT Fleet			✓
Dawsonrentals Truck and Trailer Ltd		✓	
Fleetcare (PSCSM) Ltd			✓
Fraikin Ltd		✓	✓
GMP Drivercare Ltd			✓
Hitachi Capital Vehicle Solutions	✓	✓	✓
Inchcape Fleet Solutions	✓		✓
Knowles Associates Total Fleet Management Ltd			✓
Leasedrive	✓		✓
LeasePlan UK Ltd t/a Automotive Leasing	✓	✓	✓
Lex Autolease	✓		✓
Lookers Leasing Ltd	✓		
Mercedes-Benz Financial Services UK Ltd (Daimler Fleet Management)			
Ryder Ltd		✓	✓
Volkswagen Group Leasing	✓		

- Use of **Fleet Portal** for Lot 1
- Supplier access to other CCS fleet frameworks
- Benefit from aggregated volume pricing on base vehicle via lease
- Customers may **nominate a preferred local dealer**

- **Real-time pricing** from 12 funders on Vehicle Lease framework, and manufacturer base vehicle pricing for purchase
- Quotes for **standard build Cars and LCVs**
- Access to **vehicle technical information** (CAP data)
- Pricing for **low volume** – increased volume better suited to eAuction/further competition



The screenshot shows the Crown Commercial Service Fleet Portal interface. At the top, there is a blue header with the Crown Commercial Service logo and the text "Crown Commercial Service". Below this, a navigation bar includes "Fleet Portal" and user information: "Logged in as Ms K Harrison | Log out | Bypass Navigation Bar" and contact details "0345 410 2222" and "Email Us".

The main content area is titled "Crown Commercial Service Vehicle Lease & Purchase" and features a "Supplier News / Offers" section. This section contains three items, each with a small image of a car door handle:

- B-Max ceasing production**: B-Max ceasing production. Status: Active. [More Information](#)
- Online quotes**: Non return of quotes ARNOLD CLARK. Status: Active. [More Information](#)
- Quotes**: Non return of quotes.

On the right side of the page, there is a "Welcome to the Crown Commercial Service Fleet Portal" message. It states: "The Fleet Portal supports both the Vehicle Lease (RM3710) and Vehicle Purchase (RM1070) Framework Agreements." Below this, it says: "Registration will give you access to purchase and lease quotations for standard cars and light commercial vehicles requiring no conversion. Optional extras can however be included in quotations." At the bottom, it mentions "Vehicle Lease" and "The Fleet Portal pulls real-time prices".

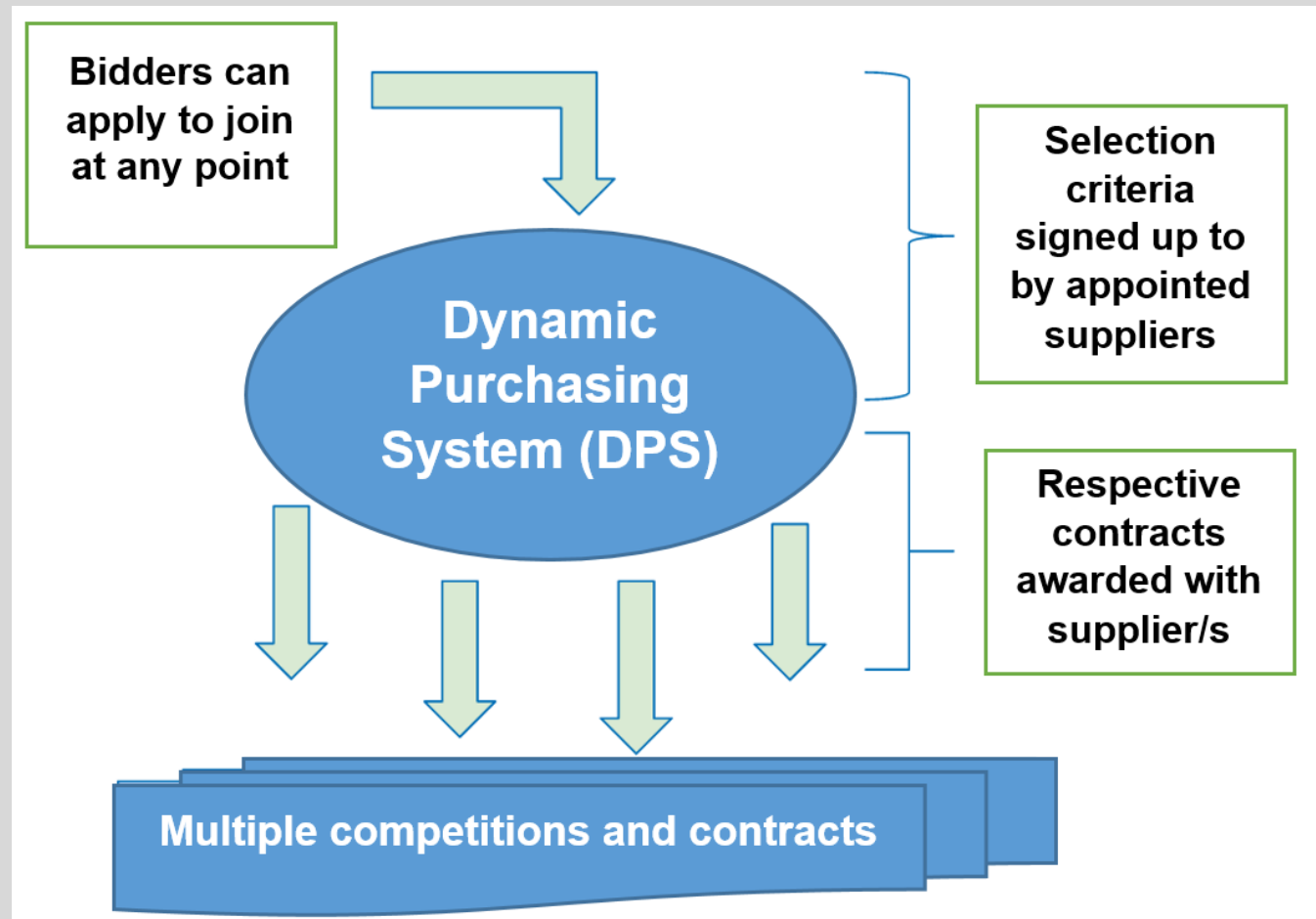
A left-hand navigation menu includes the following links: Home, Supplier News / Offers, Select Models, Suppliers, Rates, Useful Links, Emissions, Administration, Reports, Organisation List, Change Password, and Documents.

RM3814 Vehicle Conversions DPS



What is a DPS?

- A DPS is a **public sector sourcing tool** for services and goods
- **Similar to an electronic framework agreement**, in some ways, but where new suppliers can join at any time.
- **Wholly electronic** way of sourcing, but suppliers don't need any special IT equipment
- **Eliminates unnecessary activity** for the supplier, up front



RM3814 Vehicle Conversions DPS - AUGUST 2017



Key differences:

Framework	Dynamic Purchasing System (DPS)
One opportunity for suppliers to join	Suppliers can join at any point
Determine numbers of supplier before tendering	Unlimited suppliers (currently 46)
Selection and Award questions (quantitative and qualitative)	Selection only questions (quantitative)
Direct award permitted	No Direct Award permitted
More work required up front	Less work required up front

- **Simpler, quicker process** - perfect for SMEs accessing public sector business
- **Automated, electronic process** - using existing supplier selection tools and systems
- **Flexible** - new suppliers can apply to join at any point, increasing capacity
- **Choice** - increased scope/scale of service offerings
- **Filtering of supplier offering** - ensures suppliers receive notifications of relevant competitions
- **Dynamic** - customers can build specifications, competitions and contracts in a way to suit them
- **Supports localism and social value** - enabling suppliers to bid for business either locally, regionally or nationally.
- **Access to wider supply chain** - for specialist services or where supplier may previously have been a subcontractor

RM1062 Vehicle Hire

- **12 suppliers** over 6 Lots
- Suppliers actively offer **consultancy services** to support greening initiatives and use of **car clubs**
- **Fixed** framework prices which can be lowered at further competition stage
- **Aggregated further competition** has achieved savings of circa 15% above standard framework prices

Lotting Structure	
Lot 1	UK Vehicle Hire Passenger Car Hire, Light Commercial Vehicles (LCV) Hire, General on road 4-wheel
Lot 2	UK 4x4 Wheel Vehicle Hire with full off-road capacity
Lot 3	UK Minibus Hire
Lot 4	Heavy Goods Vehicles (HGVs) and Heavy Commercial Vehicles (HCVs) over 3.5 tonnes Hire
Lot 5	UK Car Share
Lot 6	International Vehicle Hire

More information on the framework, please contact:
travel@crowcommercial.gov.uk



Lot	Description	Suppliers
1	Blue Light Emergency services Lot: covers the supply and fit of tyres and associated services for Car, 4x4, van, truck, coach and motorcycle tyres; and associated services	Goodyear
2	All Government and Public Sector Organisations Lot: covers the supply and fit of tyres and associated services for Car, 4x4, van, truck, coach and motorcycle tyres; and associated services	ATS Euromaster Goodyear Michelin

Benefits:

- various supply options including **fit at supplier depot, supplier fit at customer premises and roadside fitting**
- **comprehensive range** of tyres and associated services
- On average customers save around **35% on the market price** of tyres

Other services available:

- emergency breakdown service
- standard fitting
- wheel and axle alignment checks
- tyre disposal
- repair of punctured tyres
- tyre hotel facility
- turn on the rim and twinning

RM3767 Supply and Fit of Tyres



RM3754 Vehicle Telematics

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



**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



RM3754 Vehicle Telematics





Delivering Value to the Customer

- Fleet Portal offers quick and compliant route to market for customers
- Convenient self-service solutions: Fleet Portal, DPS and online catalogues
- DPS flexes to offer immediate and compliant accessibility to continually shifting and emerging conversions supply base



- Delivering significant value for money through Framework discounts (Tyres: 17.1%, Purchase: 11.3% and Lease: 12.3% based on a blended average market comparator, with Telematics saving of £3 for every £1 invested)
- eAuction aggregation delivering on average an additional 8% savings on standardised vehicles above Framework standard discounts
- Fleet Portal supports direct award for vehicle lease by enabling real time quotation comparisons all Lot 1 suppliers.

- Range of commercial agreements offers customers various solutions for both acquiring and managing their fleet
- Approach to Whole Life Cost delivering better visibility and control of expenditure, potential savings and management of risk and a focus on duty of care

Procurement Timelines

Vehicle Purchase & Vehicle Lease

	2017/18								2018/19												2019/2020			
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
RM1070 Vehicle Purchase (Ends 1/12/18)	Market and Stakeholder Engagement																							
					Issue PIN																			
					Market and Stakeholder Engagement																			
									Tender Period				Award				Supplier Onboarding							
RM3710 Vehicle Lease & Fleet Management (Ends 15/5/2019)	Market and Stakeholder Engagement																							
					Issue PIN																			
					Market and Stakeholder Engagement																			
									Tender Period				Award				Supplier Onboarding							

Customer Stakeholder Event – 2nd November CCS Offices in Liverpool (9:30 – 13:00)

New Commercial Arrangements – Key Considerations

1. The changing landscape: electric, autonomous, technology
2. Coverage - national, regional, local
3. HGVs, buses, coaches and plant
4. Gaps in scope
5. Understanding the customer routes to market

Q&A