



# APSE Presentation

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Wednesday 24<sup>th</sup> April 2019



# *Where it all started...*

- » **2010 – Transforming Transportation Project**
- » **2012 – Regional Review of Fleet Management and Operations (6 N. Wales Authorities)**
- » **2013 – Engage in procurement of consultants to deliver efficiencies outlined in Regional Approach Diagnostics Reports on risk/reward basis**

The purpose of this work was to:

- Create a baseline for spend and service metrics
- Conduct a comprehensive review of all aspects of the fleet service
- Engage with all Service teams
- Identify the best service delivery and cost management options
- Challenge utilisation across all assets
- Develop and confirm specific business case for change

# *What came next...*

- » **2013/14 – Engagement with stakeholders**
  - Regular Monthly Meetings with partner authority to ensure all avenues explored and set priorities**
  - Service Specific Business Cases –**
    - Grounds, Minibuses, Waste, Gully Emptiers & Sweepers
  - Overarching Business Cases for Fleet Management & Operations**
    - Change Ownership Model, Use Less, Contract Service Provider
  - All Directorate fleet budgets transferred to Fleet Services**
  - Improved Utilisation of vehicles through challenge**
  - Influencing driver behaviour – Reports and Accidents**

# *Where we are now...*

» 2015-17 –

**Deliver Service Specific Business Plans**

**End Lease arrangements and provide a short-term hire arrangement through existing network of suppliers**

**Meet with Industry to understand what the market is offering**

**Explore existing procurement options and decide on route to market**

**Conduct dialogue with bidders to ensure correct solution is employed for both partners**

**Arrange appropriate financial arrangements to protect the Authority**

**Award Contract and Mobilise**



# *What the future looks like...*

**Engage with Go Plant Fleet Services to provide Fully Managed Fleet and Workshop Operations**  
*(Go Plant were previously called Kier, then Essential Fleet Services)*

**Contract is let on 7 + 7 years terms**

**In-house team of mechanics retained by the Authority and daily instruction issued by partner**

**Contract price set over 7 years and avoids inflation**

**Funding Model is designed to protect the Authority from loss of Partner, and provides flexibility**

**New vehicles across majority of Fleet users**

**Technical and Back-Office support from Partner**

# Operational and financial benefits of a partnership approach

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- To provide a bespoke, cost effect fleet model
- To provide in house savings off forecast.
- Improved compliance
- A new fleet provision
- To improve fleet and plant uptime
- Partnership Health and Safety working model

# Who are Go Plant Fleet Services?

**40**  
YEARS'  
EXPERIENCE



  
**85**  
MILLION  
TURNOVER

  
**700+**  
EMPLOYEES

  
**5000+**  
VEHICLES  
ON FLEET

**NATION  
WIDE**  
COVERAGE



**49**  
OPERATIONAL  
CENTRES



# Services we provide

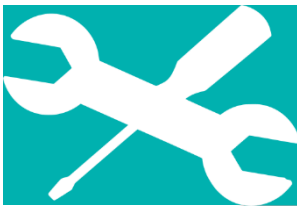
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Flexible funding and fleet management solutions.



Short-Term Spot Rental (Operated and Self-Drive options)



Nationwide service, maintenance and repair network.



Dedicated contracts management structure delivering operational excellence



# GPFS new contract requirements

## Exceptional People

Our people make the difference. We have the right people with the knowledge, experience and expertise across our business to ensure we deliver value to our customers.

## Operational Efficiency

Delivered through our proven special contracts team, all of whom have the knowledge of managing and running workshops supported by effective processes and systems.

## Safety first culture

Safety and compliance is at the heart of what we do. Our policies and procedures are developed by our in-house team supported by regular audits.

## Trusted Partner

Delivering contracts, managing and maintaining specialist vehicle fleets for over 40 years. A mobilisation and contracts structure built on supporting our customer's for the long term.

# What has GPFS brought to the contract

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- Proven experience in delivering financial and operational efficiencies by up to 20%.
- Dedicated special contracts team with the knowledge and experience to ensure the right funding and fleet management package is offered.
- Flexible funding packages available at competitive borrowing rates (from 2.5% in current market).
- Workshop systems and processes proactively challenged to maximise fleet 'uptime' with a clear focus on O License compliance and achievement of associated KPI's.
- Engineering and procurement expertise on hand to achieve best value through the demand plan and vehicle specification stage.
- At the forefront in delivering innovation through a dedicated in-house team using the latest in technologies delivering solutions tailored to your needs.
- Commitment and support at all levels within the business to provide you with the highest levels of service.

# Flintshire County Council

## The Challenge

1. Deliver 18% fleet reduction.
2. Provide brand new fleet of vehicles.
3. Fixed annual fleet/transport budget.
4. Give visibility of utilisation across all departments.
5. Implement value added services.
6. Ensure maximum use and efficiency of workshop.

## The Solution

1. Dedicated support team.
2. Proactive demand plan management.
3. Took ownership of current FCC fleet, to ensure continuity of service.
4. Implemented telematics & supporting MI across the fleet.
5. Actively challenging internal departments to reduce fleet.
5. Delivering third party work through workshop.

## The Future

1. Pool car booking software.
2. Route optimisation/analysis.
3. Fleet Planning
4. Driver telematics
5. Alternative fuel Vehicles.
6. Implementation of new fleet management software.

# What has been achieved in partnership

OVER  
**50 FEWER**  
VEHICLES  
NEEDED



**£8M**  
NEW VEHICLE  
INVESTMENT



**£700,000**  
**BUS**  
REGENERATION  
PROGRAMME



**360°**  
LIVE VIDEO  
STREAMING



**67%**  
VOR  
IMPROVEMENT



**ENHANCED**  
SCHEDULE  
MANAGEMENT



**100% MOT**  
FIRST TIME  
PASS RATE



**TELEMATICS**  
WORKFLOW  
STREAMLINING



**INCREASED**  
VEHICLE AVAILABILITY

