

50 Shades of Grey Fleet

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Driving is Dangerous



- 1,602 people killed on Great Britain's roads in 2024
- 27,865 people seriously injured on Great Britain's roads in 2024
- 4–5 people a day killed on Great Britain's roads in 2024
- Every 18 minutes someone was killed or seriously injured on Great Britain's roads in 2024



- Approximately 9 in 10 collisions have human driver error as a contributory factor



- £3.1bn estimated medical and ambulance costs from collisions in 2024
- £6.9bn estimated lost outputs due to collisions in 2024

Safety has become optional



- One in 10 drivers have neglected to replace worn tyres or skipped MOTs



- 20% of UK drivers under 44 have cut costs by skipping legally required MOTs or delaying tyre replacements,



- The cost-of-living crisis has also driven 19% of all drivers to reduce or halt car servicing and repairs entirely.

Why Grey Fleet matters



- Average age of the UK Grey Fleet is 9.years, 10 months old
- **“The difference between older and newer vehicles is literally the difference between life and death”-Thatcham**



- Estimated PS annual expenditure on fleet (Purchase/Lease/Rental) is £4bn



- UK PS Grey Fleet expenditure £786m-AMAP increase of 22%
- £959m-this equates to approximately 25% of the UK PS fleet expenditure (purchase/lease/rental)

Grey Fleet Governance Contradictions

Owned/Leased/Rented Fleets

- Strict procurement rules with minimum standards
- Annual budgets at central and cost centre level
- Service Level Agreements
- Key Performance Indicators
- Continuous Improvement plans
- Emissions standards & targets
- Audit, Accountability & Ownership
- Savings targets
- Social Value commitments



Grey Fleet

- **No** Procurement with no minimum standards
- **No** central budget, or annual forecasting
- **No** Service Levels
- **No** KPI's
- **No** continuous improvement plans
- **No** Emissions standards
- **No** Audit, Accountability or Ownership
- **No** Savings targets
- No Social Value



Common Local Auth Grey Fleet use cases

Children's services

Adult Social Care

Health Protection

Planning & Development

Environmental Health & Licencing

Corporate & Enabling Functions



Proven Alternatives to Grey Fleet

- More options than ever before
- Lower risk
- Lower emissions
- Formally procured, measured and managed
- Continuous improvement with KPI's & SLA's
- Forecasted and allocated to responsible cost centre



How Enterprise can help

- We know councils are being asked to tackle grey fleet but are not allocated the funding
- Larger pool fleets to absorb Grey Fleet journeys
- Car Club technology in pool fleets allows full cost allocation of asset and fuel directly to cost centre based on actual usage
- Daily rental & on Street Car Clubs allocate cost directly to cost centres
- Enterprise are asset utilisation specialists

Examples of success



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