

# Principles of Fleet Management

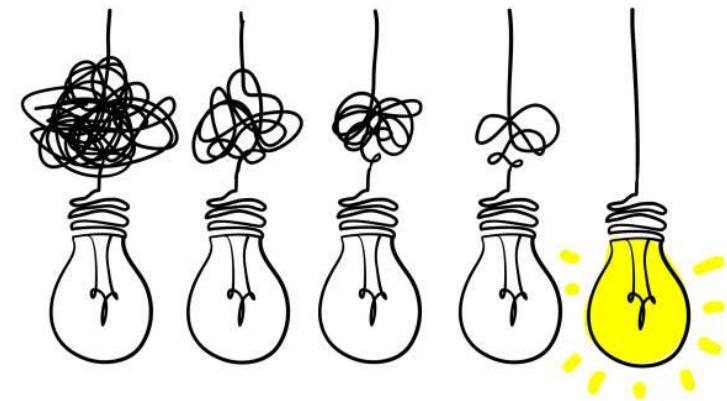
Peter Hollinshead, APSE Associate



# Learning Outcomes

By the end of today you will...

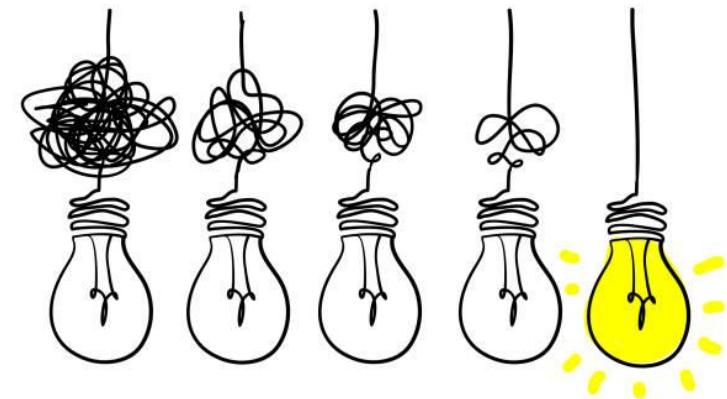
- ✓ Appreciate the importance and key principles of fleet management
- ✓ Explain the different types of funding and procurement options
- ✓ Recognise the importance of budget setting and ongoing monitoring
- ✓ Evaluate the need to manage vehicle in life performance and day to day administration of the fleet



# Learning Outcomes

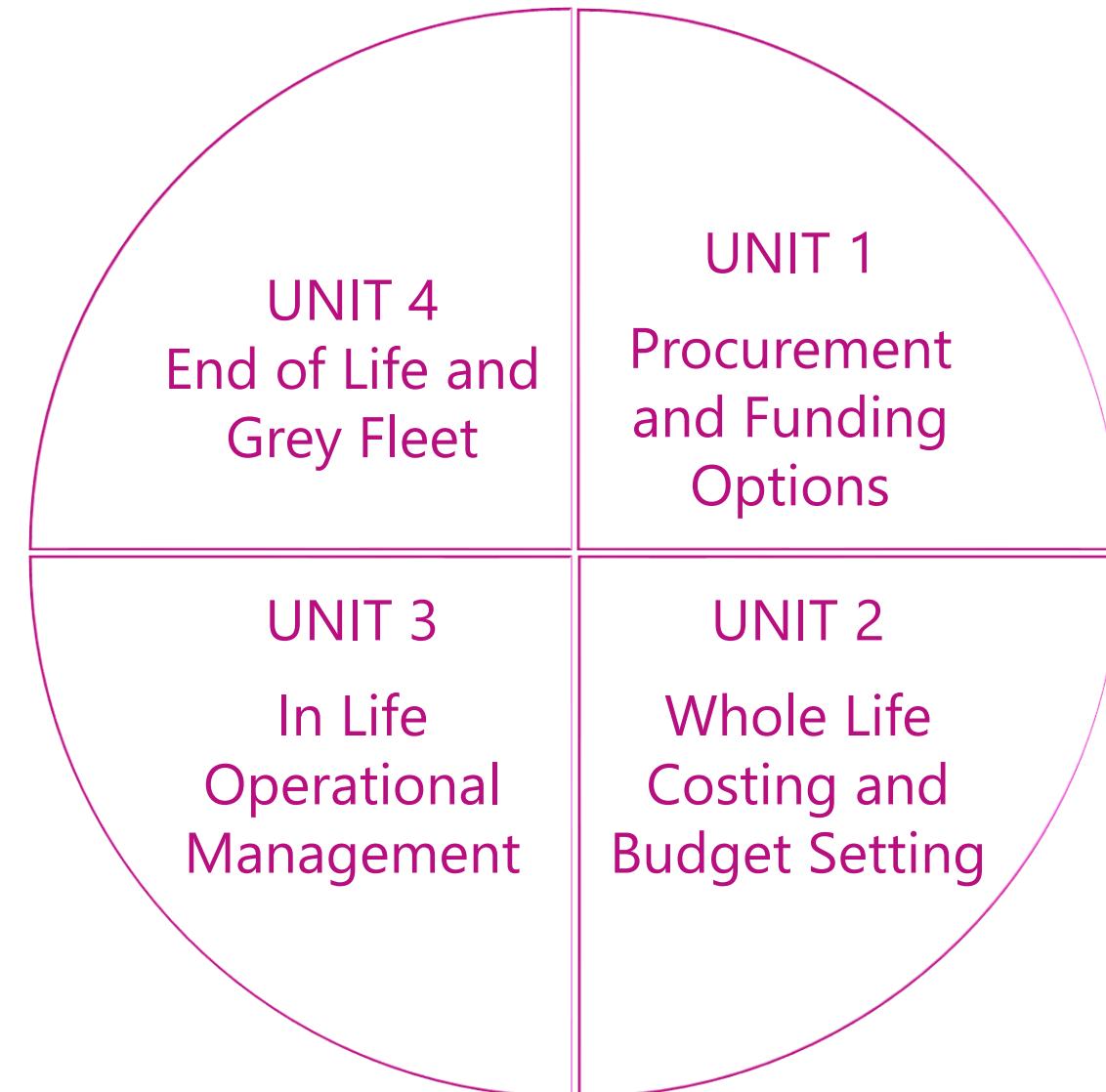
By the end of today you will...

- ✓ Classify the different end of life routines and disposal routes
- ✓ Justify vehicle choice, using whole life costing to compare vehicle types on a like for like basis
- ✓ Realise the inherent risks of running a fleet and how to manage them using management information reports
- ✓ Examine the extent that grey fleet is used in the public sector and the risks that need to be managed



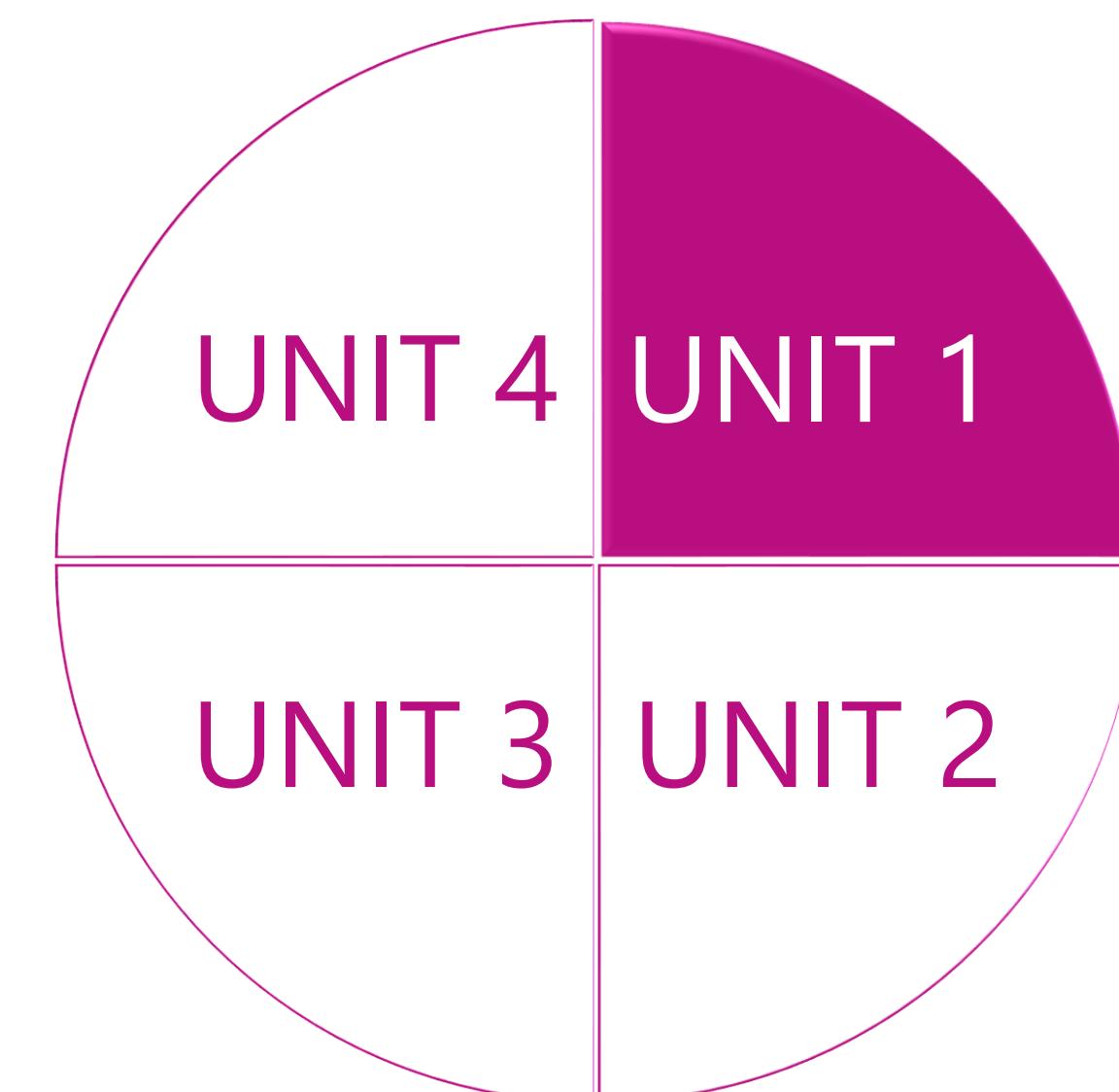


Here's  
TODAY'S  
SCEDULE



## Procurement and Funding Options

- Acquisition methods
- Assessing “Fit for Purpose”
- Identifying Suppliers



**UNIT 4**

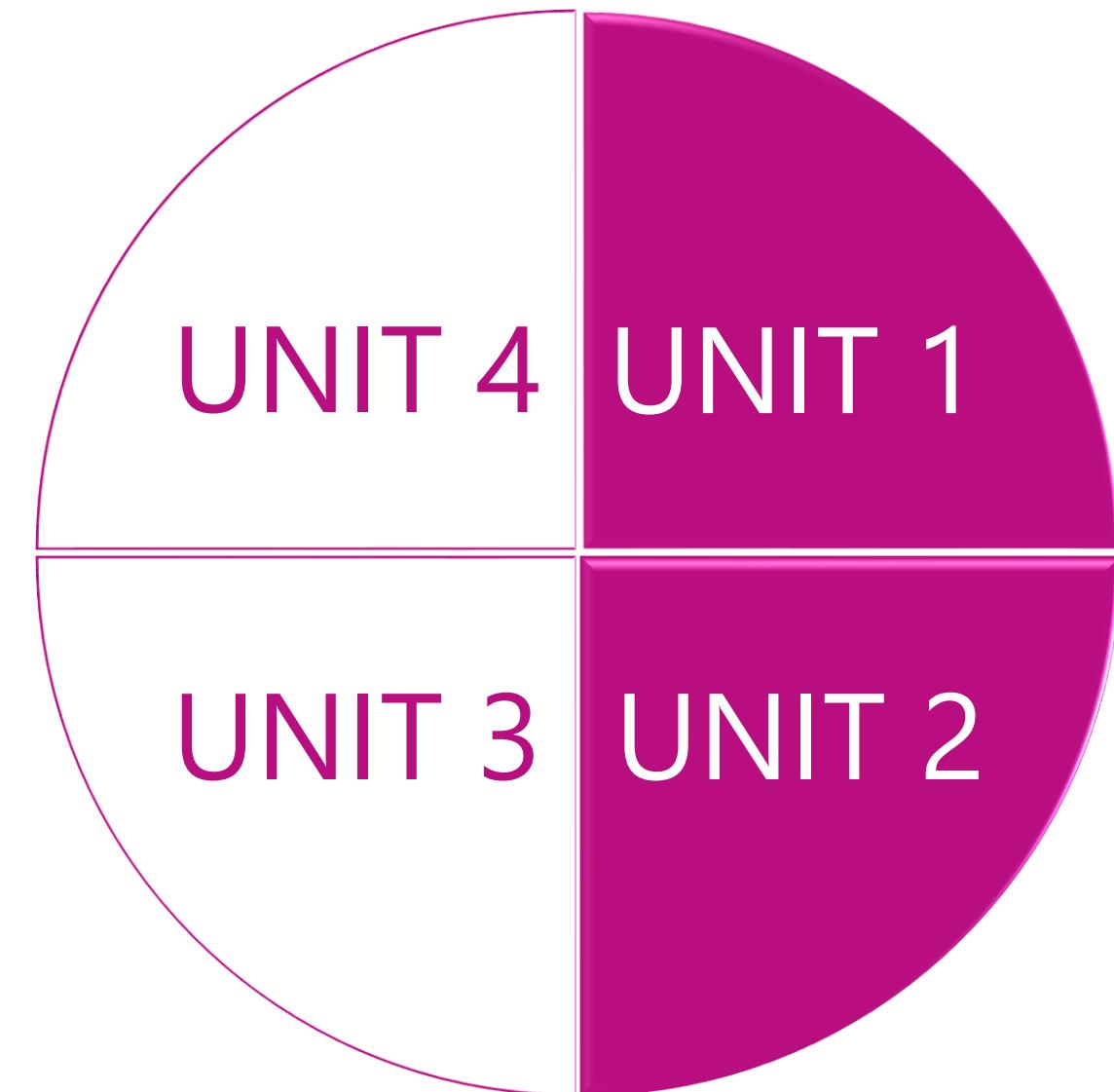
**UNIT 2**

**UNIT 3**

**UNIT 1**

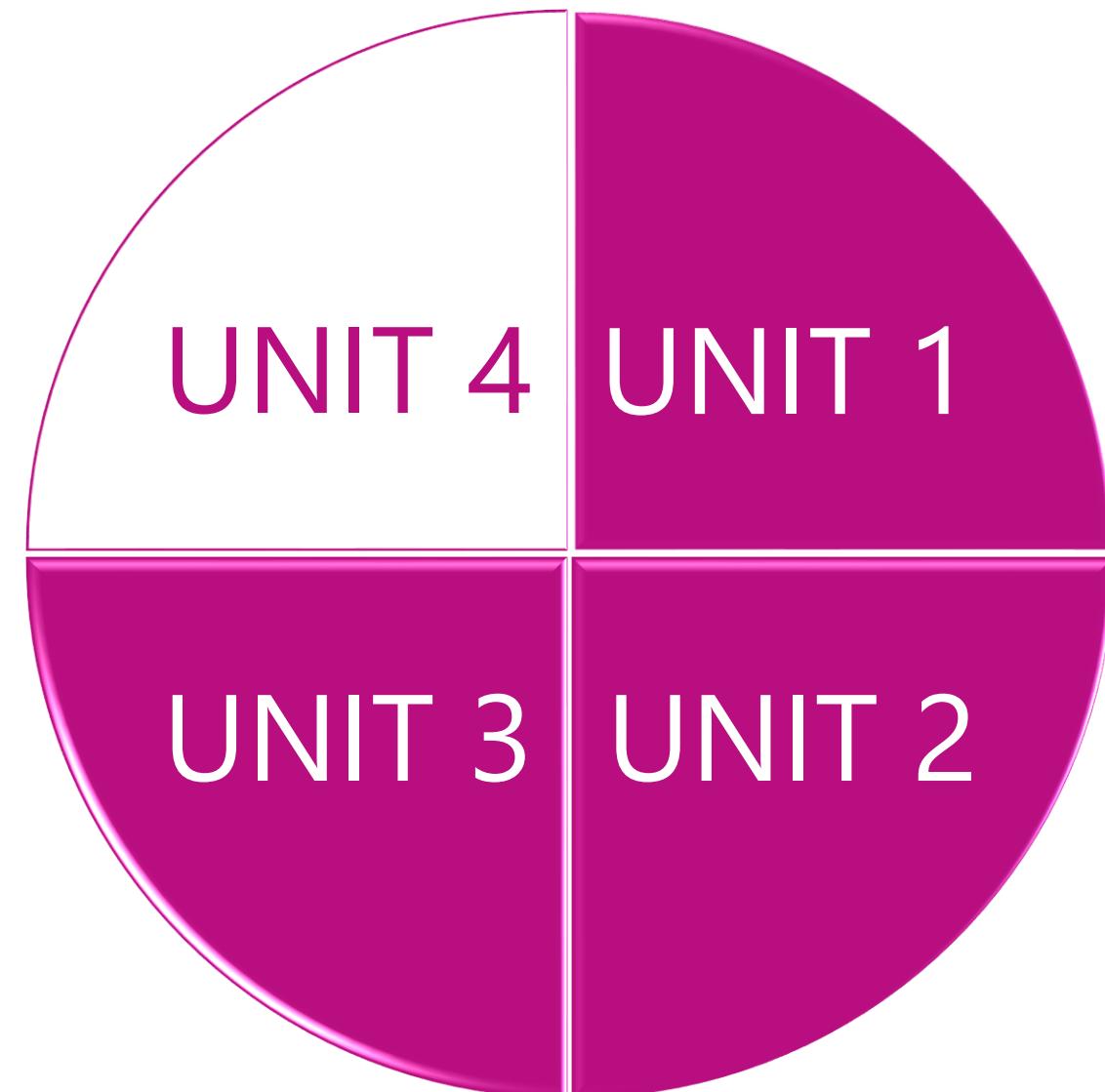
## Whole Life Costing and Budget Setting

- Financial Modelling
- Vehicle use and Fuel considerations
- Setting budgets to monitor ongoing cost management



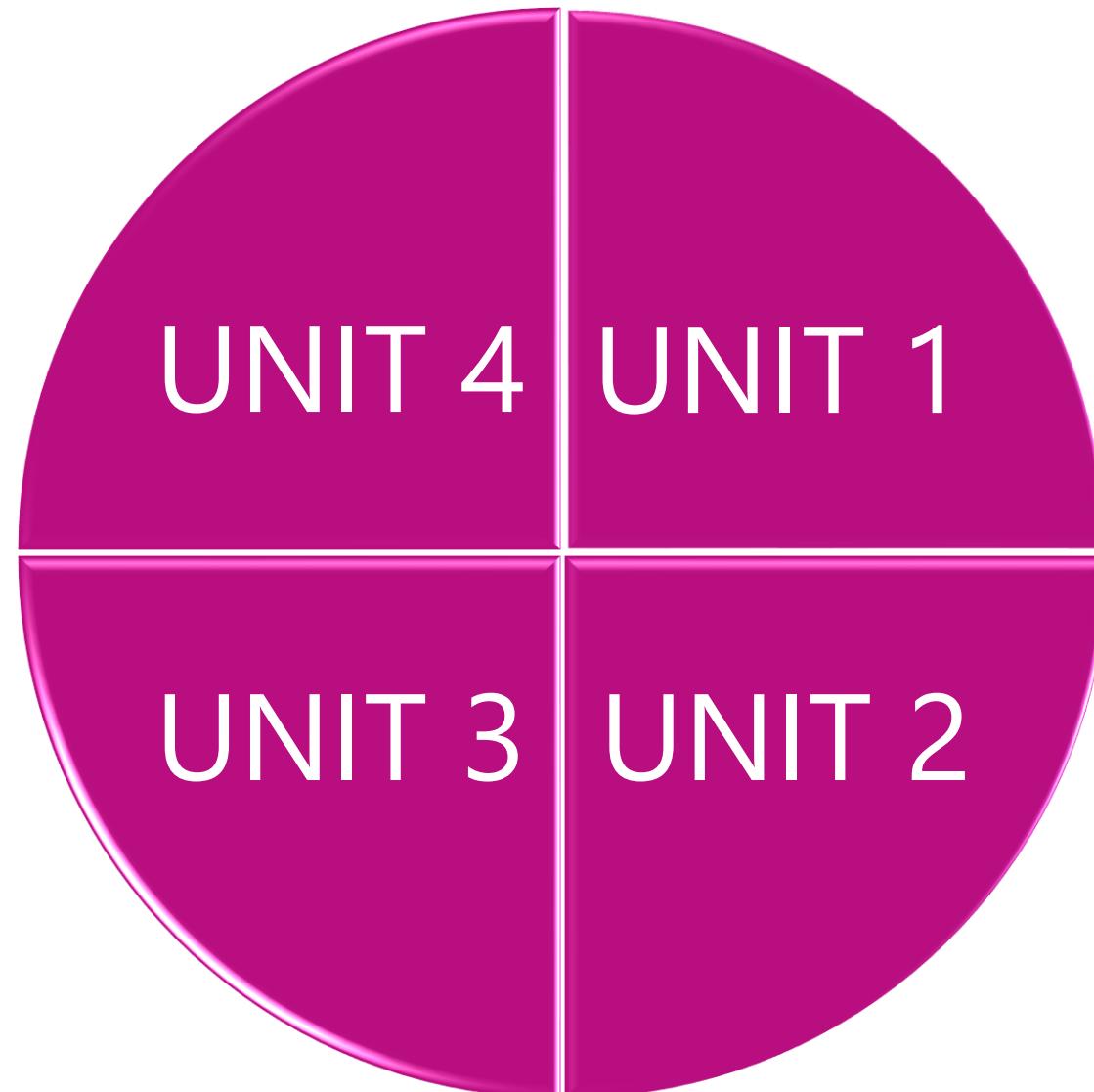
## In Life Operational Management

- What do we mean by “in life?”
- Management information
- Supplier management
- In house versus outsourcing



## End of Life and Grey Fleet

- Routes to disposal
- Reviewing end-of-life costs against budgets
- Completing the cycle – budget review
- Awareness of Grey Fleet and the associated risks





# Any Questions?





## Sustainable Procurement in Waste Fleets

# The Procurement Partnership Ltd

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Specialist procurement solutions for the public sector

*The Procurement*  
PARTNERSHIP

# Membership benefits

- **Membership & Compliance**
  - ✓ Free membership
  - ✓ Value for money
  - ✓ Full compliance with Procurement legislation
- **Innovative Frameworks**
  - ✓ LGVs & HGVs, grounds, plant machinery, and handheld tools
  - ✓ Fleet Assets & Ancillaries
  - ✓ Wheeled bins, Food waste caddies, liners & Skips
  - ✓ Building materials & modular buildings
  - ✓ Finance & Leasing
- **Procurement & Advisory Services**
  - ✓ CIP's qualified Tenders Team & Industry BDMs
  - ✓ Tailored approaches & Direct Award options



# Current pressures on waste collection fleets

- **Simpler recycling – new collection services**
  - Vehicle supply constraints
  - Demand for supply of consumables
  - Route planning, Optimisation, and service mobilisation
  - Waste disposal & Recycling
- **Fleet decarbonisation targets**
  - Budgetary pressures
  - Operational effectiveness
  - Impact for local communities



# Zero-emission waste vehicle strategy

## Challenges

1. Capital Investment
2. Charging Infrastructure
3. Operational suitability
4. Range anxiety
5. Depreciation

## Benefits

1. Positive health and wellbeing
2. Cost reductions – energy vs fuel
3. Reduced SMR costs
4. Improved vehicle uptime
5. Extended vehicle life expectancy
6. Opportunity to 2<sup>nd</sup> life chassis
7. Early compliance with ICE vehicle ban



# How we can help...

- **Vehicle supply constraints:**
  - Market intelligence and expedient procurement support
  - Buying power and access to manufacturer stock availability
- **Supply of consumables**
  - Fast access to broad range of leading suppliers
  - Rate book approach
- **Fleet decarbonisation**
  - Fit for purpose routes to market
  - Alternative funding methods
  - Alternative fuel innovations and repurposing of existing assets

# Market Trends – Supply

- **Product availability**

- - ✓ General stabilisation of lead times – cars and LCV
  - ✓ Pockets of stock available – ICE Vans
  - ✓ Small/Medium LCV EV stock abundant

- Government policy stimulating EV market

1. **ZEV Mandate**

- 2026 registration targets (33% car / 24% van)
- Fine per registration outside of the target

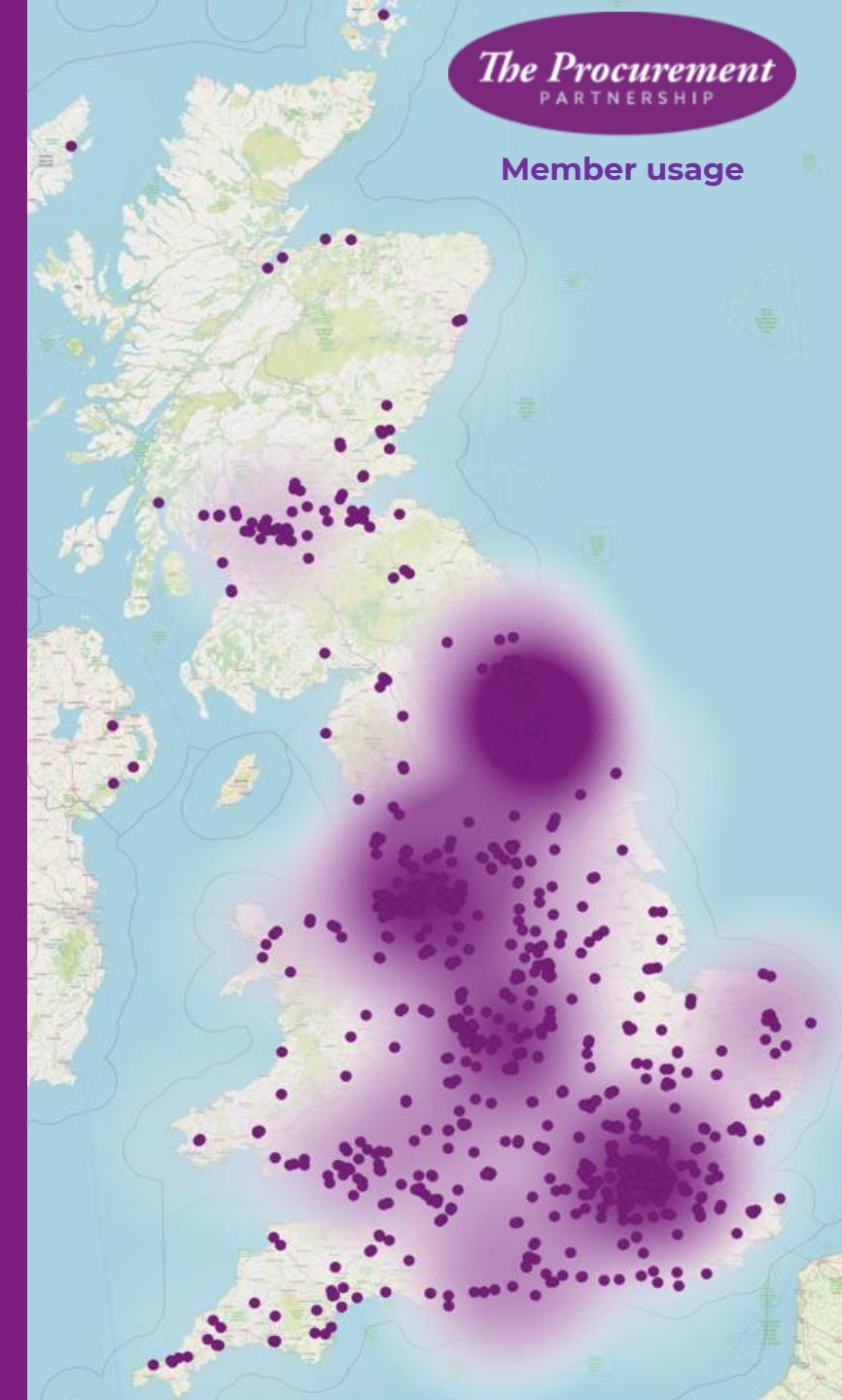
2. **VETS**

- Regulatory framework to help manufacturers meet ZEV mandate
- Trading scheme – credits can be banked in or brought from future years



# Sustainable Solutions

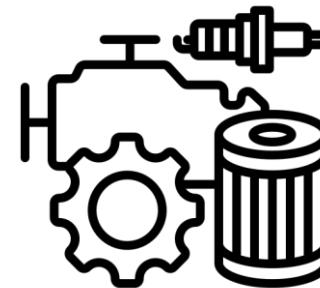
- **Refurbishment and Repowering solutions**
- **Alternative fuel solutions**
  - ✓ Hydrogen generation & fuelling infrastructure
  - ✓ Supply of Hydrogen for domestic & commercial purposes
  - ✓ Hydrogen fuel for vehicles
  - ✓ EV Charging infrastructure – Framework & DPS
  - ✓ Recycling and Repurposing of EV Batteries
- **Benefits**
  - ✓ Members incentives
    - ❖ Electric RCV 26t or above - £1000 cashback
    - ❖ Electric/H2 Buses 8+ passenger seats – 0.25% of net cost



# Recent Developments



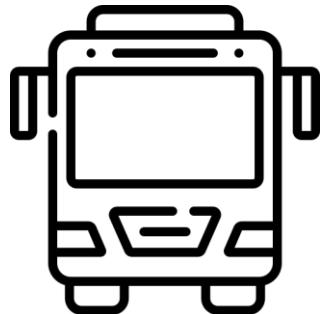
Heavy Goods & Specialist Vehicle  
Purchase Framework renewal  
with **NEW** Lots



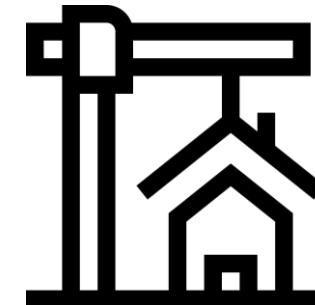
**NEW** Vehicle Parts, Tyres,  
Lubricants & Ancillaries  
Framework



Fleet Rental Framework  
**RENEWAL**



Bus & Coach Purchase  
Framework **RENEWAL**



**NEW** Building Materials  
Framework

# Our credibility

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**90%**

Our members currently consist of over 980 public sector organisations, including over 90% of all UK Local Authorities.



**£1 Billion**

TPPL have tendered over 1 billion pounds worth of goods and services on behalf of its members, in the past 4 years.



**£750k**

We provide over  $\frac{3}{4}$  of a million pounds back into the public purse each year.

Any  
questions?

# Thank you! ☺



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