

Filling the Transport Gaps by Mike Palmer

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NEXUS
Vehicle Rental

Discussion Points

- ✓ The Past
- ✓ The Alternative
- ✓ Who we are
- ✓ Our Vehicles
- ✓ More than just vehicle rental
- ✓ Technology Partner
- ✓ Different Rental Options
- ✓ Managing costs and retaining flexibility

The Past

Bookings are placed over the phone, by fax, or email using multiple suppliers to source different type vehicles

Method of Booking



Multiple Suppliers



The Past cont...

There are numerous issues with using multiple suppliers due to the nature of the model

- Multiple supply relationships taking up resource
- Limited buying power, as purchasing is not pooled
- Multiple SLA's
- No fixed pricing
- Fragmented, or even no reporting
- Limited Visibility over entire rental fleet

Who We Are

We are the UK's leading tech driven business mobility solution provider.

Here's why...

- 550,000 Cars, Vans & HGVs
- Over 2000 Locations
- UK's Largest Network
- Book In Seconds
- No-Turndown Guarantee
- Customers Save Up To 20%
- Award Winning Technology



Saving customers up to
20%
in rental costs

any vehicle,
anywhere,
anytime.

550K
Vehicles available
at over
2000
locations



Our Vehicles

“If it has wheels and an engine, our unique rental booking software will find it for you!”

Cars

Get your workforce where they need to be, with a choice of over more than 400,000 hire cars from hatchbacks to luxury models, booked in under 60 seconds

Commercials

Over 100,000 vans, tippers and chapter 8 vehicles for hire for all your cargo transportation needs

Specialist Vehicles

Looking for something different? We supply everything from plant vehicles to adapted models, plus a dedicated HGV service offering access to 50,000 HGVs

More than just vehicle rental

Our services are ideal for busy organisations. We provide the full vehicle management solution:

- ✓ **Speed** – place a booking in under a minute
- ✓ **Accessibility** – 24/7 access
- ✓ **Clarity** – in depth MI and reporting at your fingertips
- ✓ **Control** – accurate invoicing and billing in one place
- ✓ **Cost effectiveness** – we'll help you reduce your rental and damage spend
- ✓ **Customise** – brand IRIS to the look of your business
- ✓ **Complete visibility** – of damage and other claims
- ✓ **Smart allocation** to preferred partners/supplier
- ✓ **Support** - dedicated call centre
- ✓ **Rapid** setup within 7 days
- ✓ Option for us to be your **managing partner**



We Are Your Technology Partner

We'll make life easier

- **Unique IRIS software** – easy booking with access to our UK wide network of over 550,000 vehicles
- **Complete compatibility** – whatever your existing system, we offer seamless integration with IRIS
- **Bespoke systems** – IRIS can be easily rebranded and tailored to your exact requirements
- **Driver management** – full user management / control and analysis available
- **New real-time MI suite** – unique interactive dashboard showing a snapshot of your Nexus account

The screenshot displays the Nexus Vehicle Rental dashboard with the following sections:

- Navigation:** Rental, Services, Billing, Reports, My Account
- New Reservation:** A green plus icon in a circle with a "Find Reservation" search box below it.
- Rental Calendar:** A calendar icon for Feb 12 and a "View Calendar" button. Below are five items: "Demo's rental is overdue by 74 hours Please extend", "Demo's rental is overdue by 46 hours Please extend", "Demo's rental is overdue by 0 hours Please extend", "Demo's rental will be collected in 1 hours", and "Demo's hire needs extending in 2 hours Extend now".
- Quick Bookings:** A search box for "Enter Driver Name... Forename Surname" and a note: "To re-book for an existing driver enter the driver's name in the box above".
- Quick Links:** A grid of icons for Live Hires, P11D, International, Reports, Damage, Billing, Help, and Settings.
- Rental Management Summary:** A table with the following data:

Booked Today	Live Rentals	Overdue Rentals
0	12	2
Due to Start	Invoice Disputes	Open Damage
1	0	12
- What's New On V4?:** A video player icon and a "Need Some Extra Help?" section with a "LIVE HELP online" button.



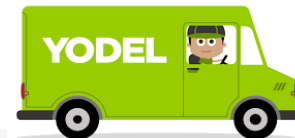
Award Winning Services



Trusted Supplier to over 1000 Customers...



UK



Our Trusted Supplier Network

We work with 90% of vehicle rental suppliers in the UK
in over 2000+ locations

AVIS[®]

Europcar

Hertz

**SALFORD
VAN HIRE**

Thrifty[®]

Arnold Clark

What our clients say...

“Nexus supports our operations by supplying reliable, timely and cost effective short term hire vehicles nationwide. The IRIS system enables us to stay in control of our costs by giving access to all hire information online and drilling down to hire specifics as and when we require.”

Steve Light | Facilities Controller |
Debenhams DEBENHAMS

“Our close relationship with our Account Manager, together with the unparalleled levels of service we experience, the geographical coverage and comprehensive supply of vehicle rental are all reasons why we choose Nexus.”

Auxillis

Patric Riley | Rental Operations Manager |
Auxillis

“Unlike a traditional rental provider, Nexus handles all damage disputes and onward customer account management, ensuring we deliver high customer service standards. With the inclusion of the IRIS system, our customers benefit from rental intelligence, vehicle choice and insightful management information all in one complete place.”

Marc Hackland | Fleet Supplier
Manager | VW Financial Services



Different rental options

There are different rental solutions for differing rental requirements

- Short term
 - Accident replacement
 - SMR
 - Ad Hoc staff movements (e.g. training)
- Medium term (allows flexibility)
 - Lead in vehicles
 - Short term projects
- Long term
 - Fixed term employee contracts
 - Long contracts with expected end date

Managing Costs whilst retaining flexibility

Whilst taking short/medium term rentals may be more expensive in the short term, they allow the flexibility to offhire or change without costly termination charges

- Think about whole life cost
 - Damage
 - Fuel
 - Do I need this vehicle?
 - Moving vehicles between contracts

