

## What is Fleet Management?

The role of any fleet manager is to identify and deliver fit for purpose, effective, efficient, safe and compliant fleet operations. This is delivered through the development and implementation of policies and standards, through the use of specialist technical and market knowledge to inform decisions relating to both vehicles and drivers.

Fleet management can be delivered through in-house capability but more often is out-sourced in part or in full to a specialist fleet management company

## Out-sourced solutions

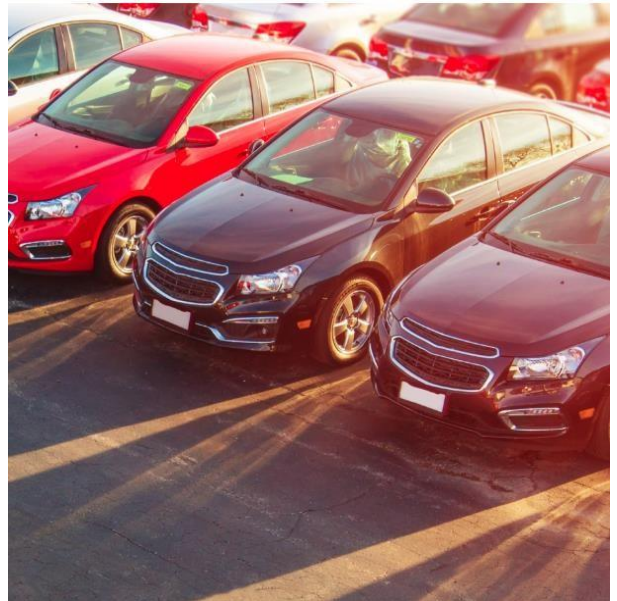
You can opt to outsource all of your fleet management requirements or just specific elements.

If your fleet is a mix of leased, owned and hired vehicles, then our fleet management suppliers can use their own software and specialist skills to harness this information together for you in one place. Using their fleet management and booking software they will be able to identify trends, manage policy by exception and make key recommendations.

As well as these whole life cost benefits, you can access a broad range of specialist advice, consultancy and services to ensure your fleet is performing to its best.

Their role can then continue into the operation of the vehicles. By consolidating the management of the whole supply chain, the fleet management suppliers deliver a seamless fleet solution to you, from sourcing of vehicles to accident management, through to disposal.

They can also link in the management of other complementary fleet agreements such as those for fuel cards and telematics solutions, through to Benefit-in-Kind and Motor Insurance Bureau reporting.



## Independent or Sole Supply?

In sourcing your vehicles from the CCS agreement, you will receive lease management services as standard. However, if required, you can also opt for a total fleet management service, either as an “independent” or a “sole supply” agreement.

## Independent Fleet Management

An independent fleet manager does not directly finance any vehicles and is therefore not aligned to any specific funding methods or providers. This enables them to explore all available funding options for you.

In appointing an independent fleet manager you can remove the hassle of testing the market for the best lease and purchase options for vehicles, leaving it to the supplier to test on your behalf.

The independent fleet manager will use the panel of vehicle funders appointed to Lots 1 and 2 of the CCS agreement, accessing the best value lease rates for you on a case by case basis.

## Sole Supply Fleet Management

By contrast, a sole supply fleet manager provides all the vehicles via their own funding. This means the single supplier is directly responsible for your overall fleet acquisition, management and operation of vehicles.

Selecting a sole supply fleet management solution means that the provider financing your vehicles is also directly responsible for their ongoing management.

The use of their direct supply chain for all fleet operational needs can improve visibility and flexibility, which in turn may support the operational efficiency of your fleet and driver experience.

## What type of services are in scope?

The role of the Fleet Management provider is to understand your operational needs and strategic objectives in order to advise the best commercial solutions. Their role can be as extensive as you need it to be and may include such things as:

- Sourcing and disposal of vehicles
- Driver and vehicle checks to ensure the health, safety and duty of care of people
- Accident management services and driver training
- Provision of an employee benefit schemes
- Supporting the development of fleet policies
- Management of services such as fuel and insurance
- Optimising vehicle utilisation
- Consultancy and specialist advice


Whether you have extensive or limited fleet knowledge, you can still make use of fleet management supplier services. As your advocate they are contracted to act in your best interest. They use their market experience to understand best practices. They will know when to challenge the supply chain on your behalf to achieve the best deal.


## How can I access Fleet Management services?


The CCS agreement gives you complete flexibility to shape your specification, choosing the services and measures which are important to your operation. You can weight technical capability and whole life costing however you see fit, ensuring a tailored solution.

As fleet management contracts are bespoke, further competition is the recommended route to select a supplier.


Once you have determined your specification and evaluation, you need invite all suppliers on the relevant to your further competition. More information on this process can be found in the main RM6096 Customer Guidance document on our website, using this [link](#)

 If you require any help with this guidance

 0345 410 2222

 You can also learn more about what we offer online: [www.crowncommercial.gov.uk](http://www.crowncommercial.gov.uk)

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