

fleet Next Mobility Next to You
com. petence

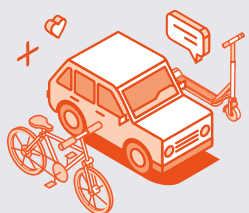
OUR
VALUES
TELL WHO
WE ARE.



mobility = next + you



Not just specialists, we are mobility experts.



1
core business
= mobility
advisory



12+
years of
achievements



60+
senior
experts



77+
euro million
savings



92+
thousand
vehicles
analyzed



100+
mobility
projects

Our indepth knowledge and expertise allow us to dispel your doubts about the **future of mobility** and to develop the most suitable and sustainable strategy.



internationality

Our mobility speaks your language

GLOBAL EXPERTISE ADDRESSING 40 MARKETS

EUROPE

- + All countries
- + Switzerland + Norway + UK

America

- + USA
- + Canada
- + South America

Africa

- + North Africa
- + South Africa

Asia

- + Turkey
- + Israel





Wherever you are, we are there

CLIENTS

SCOPE

SERVICES DELIVERED

 BILFINGER	Europe	Fleet scan & benchmarking • Category strategy • Fleet policy design Global reporting • Full tender • Fleet electrification
 Boehringer Ingelheim	Europe	Commuter mobility plan
Canon	Europe	Fleet scan • Category strategy • Policy design for electric vehicles Global reporting • Full tender • Fleet electrification • ESG guidelines
 DACHSER Intelligent Logistics	Europe	Category strategy • Policy design • Fleet electrification
 Heineken	Global	Car manufacturers + leasing tender
OTIS	Europe	Fleet scan & benchmarking • Car manufacturers + leasing tender
SIEMENS	Europe	Fleet Mgmt tender
stryker	Europe	Category strategy • Mobility policy design • Global reporting Make or buy assessment Fleet Mgmt • Tender for Car manufacturers + Leasing + Insurance
syngenta	Europe	Category strategy • Tender for car manufacturers + leasing + fuel card
VATTENFALL 	Europe	Leasing tender • Fleet electrification
VOLTAIRA	Global	Fleet & travel policy design • Make or buy assessment Fleet Mgmt Mobility plan assessment

Local experts with country specific know-how

- + Law and tax system
- + Vehicles use
- + Language and culture

- + Cost efficiency
- + Time-to-market





No hidden agenda



The only international organization
of corporate fleet and mobility experts

FULLY INDEPENDENT

Private independent shareholders

No commercial relationships

with OEM, leasing companies and any other
automotive service suppliers.

Flexible to any technology landscape

We adapt to your technological choices:
company ERP as well as fleet software.

best practices

Our clients benefit from our proven methods and tools

	INTERNATIONAL INDUSTRIAL SERVICE PROVIDER	WORLD'S LARGEST TOOL COMPANY
Fleet	5000	1200
Geography	12 countries across Europe	13 countries across Europe
Issue	Fleet optimization	Policy design as basis to electrify the fleet
Our solution	International benchmark to identify saving potentials	Best practice overview by market
	EV transition strategy	Workshops with national client teams
	International tenders	Local findings consolidation: recommendations to central team
	Global Reporting Solution	Best trade-off: centralization vs. local adoption and requirements
	Strategy roll-out for 12 key markets	
Results	Savings: -9% up to -15% (depending by country)	International policy framework with guidelines for electric vehicles
	Harmonized international vendor strategy and leasing contracts across Europe	Adjusted national policy addendums
	Permanent fleet control: spend, saving and ESG	Country specific regulations with main focus on processes and fiscal implications



best practices

Top mobility magazines tell our success stories

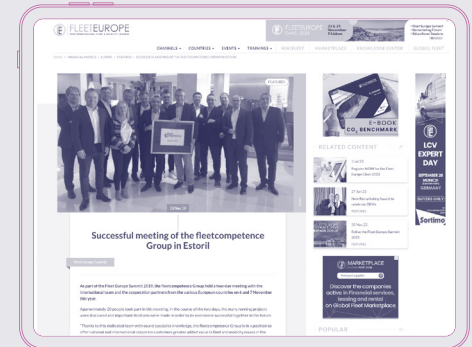


AEGFA news
Spain



Menadžer Floty
Poland

Fleet Europe
Belgium



International Fleet World
UK

Flotte&Wirtschaft
Austria



Fleet Management Weekly
US



Flottes Automobiles
France

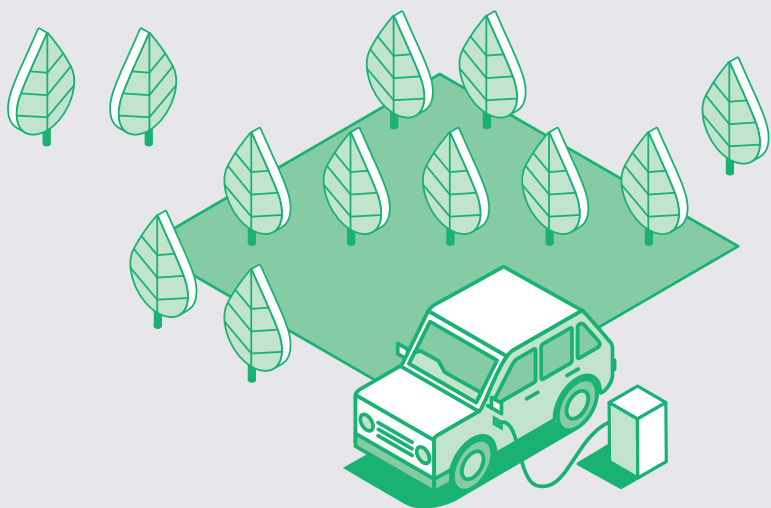


Autoflotte
Germany



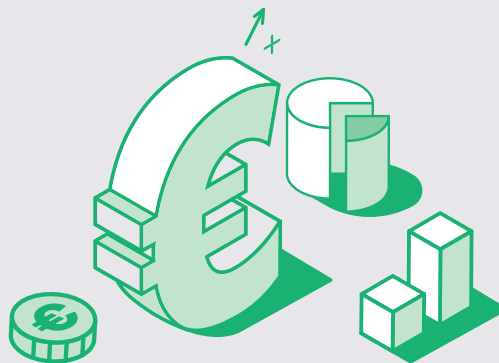
sustainability

We design and roll-out 100% sustainable solutions



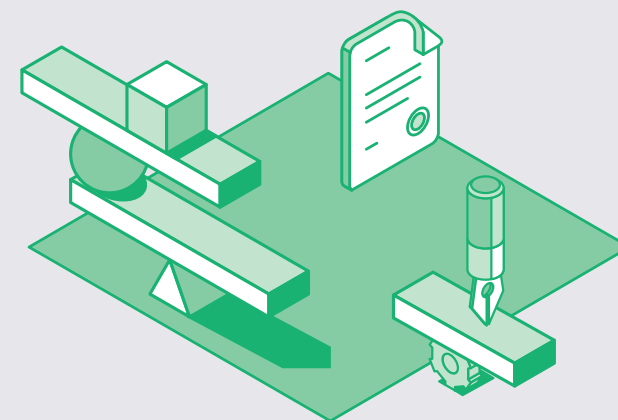
ENVIRONMENT

- + CO₂ reduction
- + Electrification projects
- + Green actions for companies not yet ready to Electric vehicles



SAVINGS

- + Average cost reduction: from -10% up to -20%
- + Process optimization



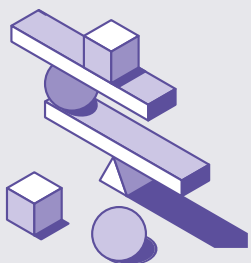
SUPPLIER LANDSCAPE

- + Global car policy frameworks
- + Comprehensive international vendor contracts



customized solutions

What's the current satisfaction for your international fleet?



Harmonization

- EXCELLENT
- GOOD
- AVERAGE
- LOW



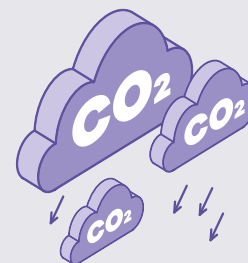
Cost

- EXCELLENT
- GOOD
- AVERAGE
- LOW



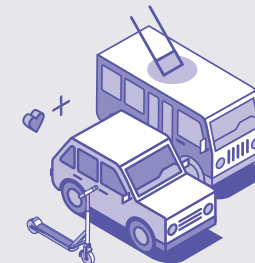
Governance

- EXCELLENT
- GOOD
- AVERAGE
- LOW



Carbon footprint

- EXCELLENT
- GOOD
- AVERAGE
- LOW



Employee satisfaction

- EXCELLENT
- GOOD
- AVERAGE
- LOW



— customized solutions

We know how to win your cost challenge

Solid business case

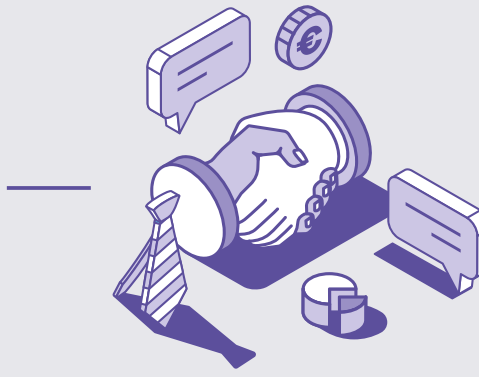
built upon your own specifications



Guaranteed ROI

ROI greater than 3:1

€77 millions cumulative savings



Saving sharing

we deeply believe in what we do and as a result, we are ready to face the challenge with our customers

You will get the results much faster than you can imagine





customized solutions

To address your international mobility needs



STRATEGY & COMPLIANCE

policy design
fleet, travel, mobility

category strategy

fleet scan & benchmarking

global reporting



SOURCING

make or buy assessment

tender & cost optimization

tender analysis tool

contract re-negotiation



RISK MANAGEMENT

spend control

insurance optimization

online safety driver training

fleet manager workshop



SUSTAINABLE MOBILITY

ESG guidelines

fleet electrification

charging & reimbursement

commuting mobility plan



Are you ready to start the journey?

welcome@fleetcompetence.com

fleetcompetence.com