



Element Fleet Management STEPS Truck Choice Workshop

MAY 22, 2017



Fleet Management Company

FMC Basics

Clientele – B2B for Private Fleets

Leasing – Autos & trucks

Services – Acquisition, accident, maintenance, telematics, remarketing



Presented by: Ken Gillies
Senior Consultant, Commercial Truck Solutions

Influencing factors

Customer's goals and objectives

1. Cost
2. Fitness for the job
3. Reliability
4. Productivity gain
5. Fuel economy
6. Size or configuration change

*Return on
Investment*



Barriers... to adoption



- Placing or pulling them?
 - Cost
 - Range
 - Refueling
 - Time component
 - Public stations
 - Availability
 - Order-to-Delivery
 - Parts
 - Technicians
 - Training
 - Incentive request process
 - Time
 - User friendly
 - Driver acceptance

Destination... decision



- Total Cost of Operation
 - Payback timing
 - Remarket value
- Other factors
 - Facilities
 - Drivers
 - Company directive
 - Public view

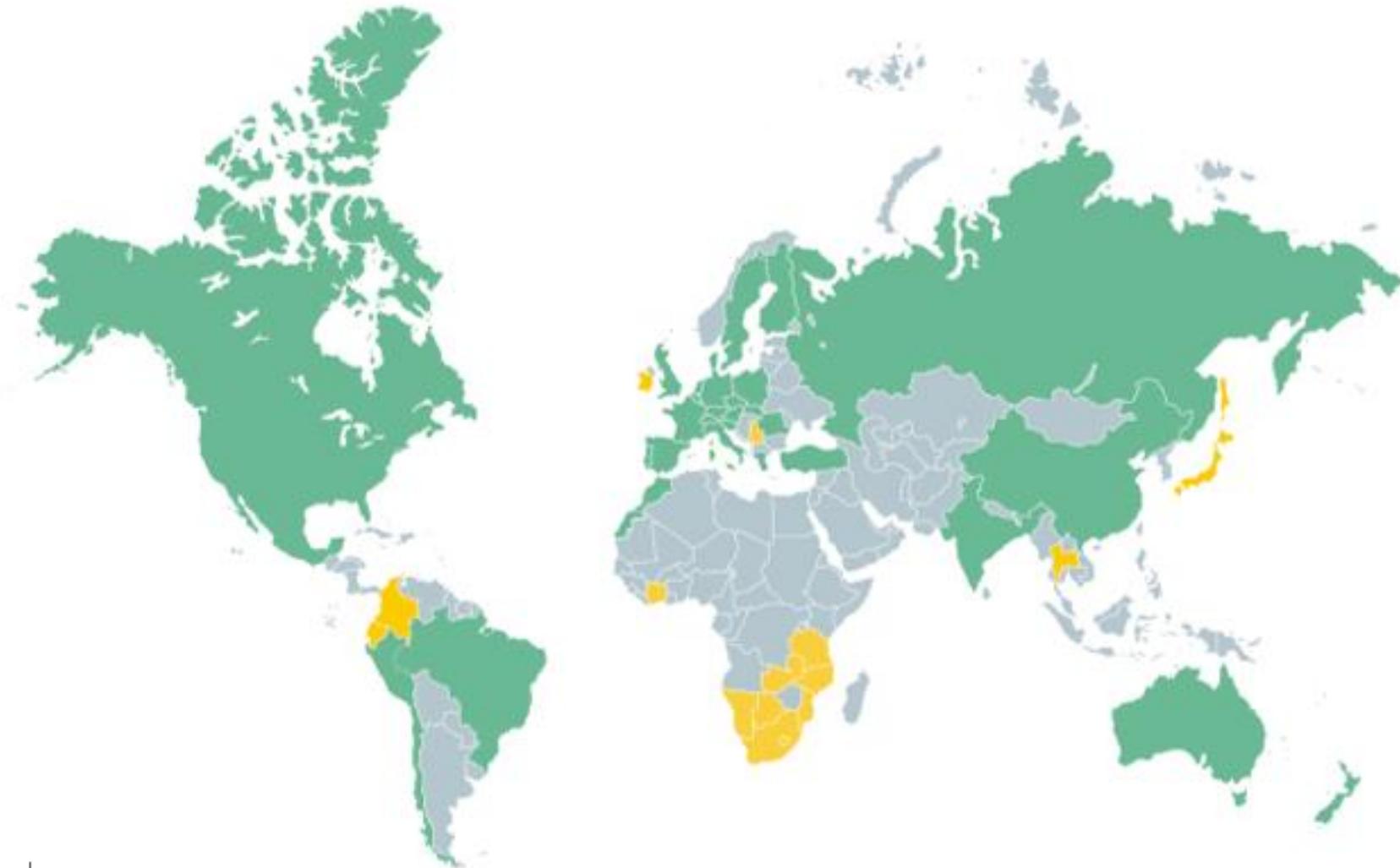




Thank you!



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Over 3 million vehicles under management in nearly 50 countries | Leading the way to global fleet management.