

# INTRODUCING



**“A partnering approach to groundcare fleet management ”**

**Steven McInroy – Managing Director, SGM**

# SGM - WHAT WE ARE

**SGM is a provider of commercial groundcare equipment, currently operating predominately in the public sector market, offering a range of quality products and associated services from our 9 locations across the UK.**

## **CORE ACTIVITIES**

- **UK's largest hirer of groundcare equipment managing over 4000 assets**
- **UK's largest groundcare maintenance provider with 26 engineers**
- **Franchised dealer for specialised public sector products**
- **Volume spare parts provider**
- **Groundcare used machinery specialist**
- **Specialist training provider**

**“Offering a portfolio of solutions not just products”**



# CUSTOMER BASE 'BLUE CHIP'

Established partnerships and long term contracts with key customers.

**Clackmannanshire Council**  
**Perth & Kinross Council**  
**Rotherham Metro Borough Council**  
**High Peak Council**  
**Gateshead Council**  
**Manchester City Council**  
**Stockport Metro Borough Council**  
**Solutions SK**  
**Tameside Metro Borough Council**  
**Sheffield Council**  
**Tamworth Borough Council**  
**Walsall Metro Borough Council**  
**Salford City Council**  
**Northampton Borough Council**  
**City of Glasgow Council**  
**Barnsley Metro Borough Council**  
**Gateshead Council**  
**Vale of Glamorgan Council**

**Scottish Excel**  
**North East PO**  
**Yorkshire PO**  
**Eastern Shires PO**

**Tilhill**  
**ISS Waterers**  
**Landmarc Support Services**  
**Kier Support Services**  
**Sodexo Facilities Management**  
**Glendale Managed Services**

**The Gleneagles Hotel**



# A PARTNERING APPROACH TO GROUNDCARE FLEET MANAGEMENT

## MAIN BENEFITS

- Increased accountability
- Focus on niche element of your service
- Reduced repair costs, 15-25%
- Reduced fleet and parts inventory, 10-30%
- Reduced overheads
- Increased service levels and response times through SLA
- Performance monitoring, Key Performance Indicators
- Management time focused on frontline services



# COLLABORATION AND PERFORMANCE IMPROVEMENT

What you don't want !!!!!!!!!!!



# COLLABORATION AND PERFORMANCE IMPROVEMENT

## FIRST STEPS

- Open and communicative approach to future relationship
- Agree joint objectives
- Understand current issues and concerns
- Joint fleet appraisal and audit to be carried out
- Discuss recommendations and agree action plan



# EFFECTIVE FLEET MANAGEMENT

- Action results of fleet appraisal and audit
- Implementation of working systems and processes
- Introduction of “Partnering Plan” and KPI’s, to track and monitor performance improvements
- Agree machinery replacement policies and establish common manufacturers
- Compliance with Health & Safety requirements
- Opportunity to maximise current fleet value and finance planning



# MINIMISING WHOLE LIFE OPERATING COSTS

- Establish key suppliers and negotiate buying terms accordingly
- Set key parameters for service intervals and machinery maintenance costs, this will highlight any specific areas of concern or overspend. (Hand machines)
- Understand the costs associated with funding and depreciation
- Maximise disposal values, through proper marketing
- Partner with companies who can add value into your organisation

For further information please visit [www.sgm-hire.com](http://www.sgm-hire.com)



THANK YOU FOR YOUR TIME

