



Decarbonisation and Flexibility through Rental and Technology



Enterprise Mobility™

 enterprise

EXOTIC
CAR COLLECTION
by enterprise

 National

enterprise
CarShare

Alamo

enterprise
CarClub

enterprise
car sales

Integral
by enterprise

COMMUTE
with enterprise

enterprise
FLEX-E-RENT

enterprise
truck rental

enterprise
FLEET MANAGEMENT



Daily Rental

Small Car to Luton Size

From 1 Day

Flexible



Automated Rental

Typically Small/Medium

From 30 min to 7 Days

24/7

Technology which can
be applied to our
vehicles or yours



Commercial Vehicles

LCVs and HGVs

From 1 Day to 5-Year

Flexible, Fix and Flex
and Contract Hire

B2B Only



Traffic Management
Experts

Design, Rent, Purchase

Vehicles and
Accessories

Northern Ireland



Depot Network and Maintenance Facilities

- 11 locations across Northern Ireland
- 1 onsite Workshop
- 8 Automated Rental Locations



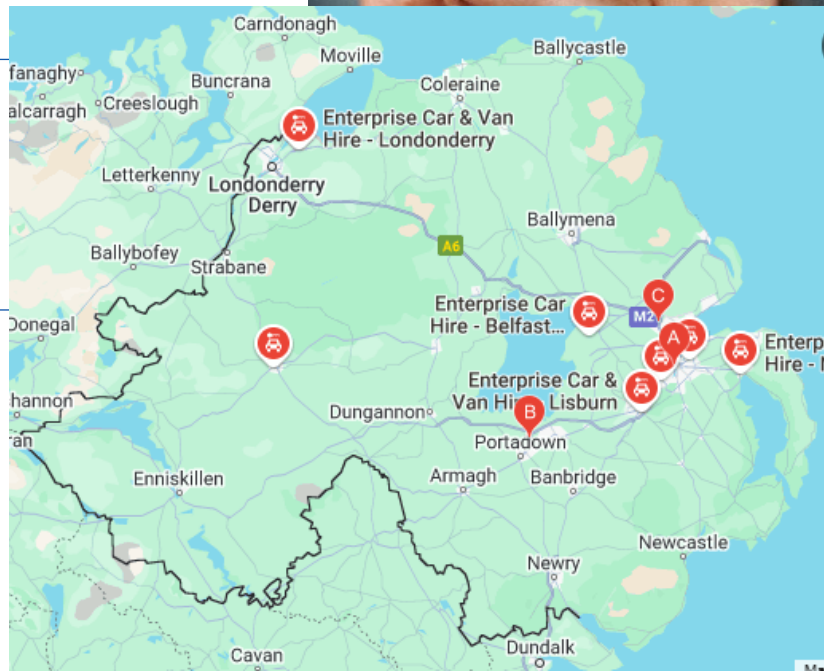
Fleet Mix and Products

- 3500+ vehicles including LCV, HGV and Specialist vehicles
- From Hourly to 5-year Contract Hire



Keeping you Mobile

- Exceptional customer support
- Compliance & incident management
- Health & Safety



Procurement, Vehicles and Budget(s)

Easy Procurement
Quick Turn Around
Right Vehicles for the Right Jobs
Controlled Budget, OPEX vs CAPEX



**HIRE /
Contract
Hire**



Flexibility in Procurement



Much easier and agile procurement exercise

- 1x Call Off valid for the duration of the framework with near unlimited access to vehicles
- Budget► Capital vs Revenue► Services need to run
- Seasonal / Project Related Work
- Trial / Replacement Vehicles



Flexibility in Procurement



Standard Kit versus Bespoke

- Rental Fleet tends to have a standard “kit” which may differ between providers.
- Standard► Modifications► Bespoke (long term)

Flexible Rate versus Committed

- Flexible rate typically includes Annual Rate Increases (RPI/CPI...)
- Committed Length of Hire = Fixed Pricing over the duration = Easy Budget





Flexibility in Procurement



**Owning
Leasing**

Hiring

Availability

- Rental Providers may work differently
- Purchase ► Then Find Customers ► Shorter Lead Times

Maintenance Options

- Typically Maintenance Included – but...
- Typically Replacement Vehicles included in case of Mechanical breakdown



Flexibility in Procurement

Maintenance Options

- Flexible = Maintenance Included
 - BUT... option for you to become supplier and feed your own workshop. Benefit without the risk.
 - Long Term – option with or without Maintenance
-

Consider Running Costs

- Costs of VOR, Defects and Delayed Parts
- Costs of Distance to dealership or maintenance provider
- Use of mobile technicians where possible
- Out of Hours
- D & C

How Technology can allow Collaboration, Flexibility and Sharing

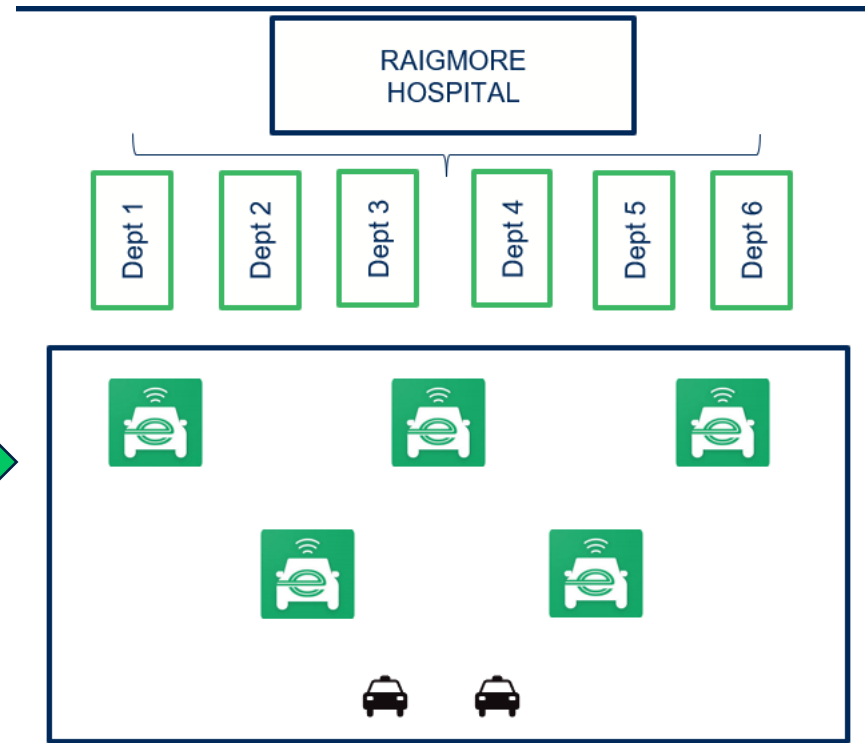
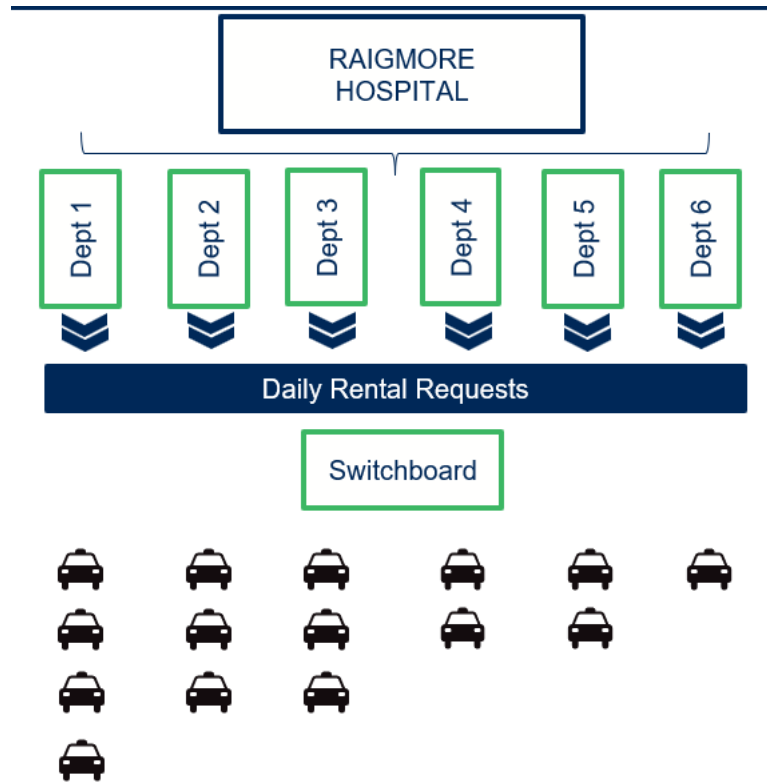
- Keyless Entry 24/7 and Self Service
- Sharing between Departments, Organisations or even with the Public
- Better Utilisation = Savings both in Co2 and Costs
- Mileage Reimbursement Capture and Reduction



Capturing Grey Fleet and why it is relevant

- Extension of your fleet and therefore Emissions. Millions of miles driven via Grey Fleet in Northern Ireland every year.
- Often unmanaged and unbudgeted for costs
- Huge Liability/Duty of Care Risk Factor for your organisation
- Now unattractive for some employees due to cost of living
 - Advance fuel
 - Cost of maintenance





HOW CAN ENTERPRISE HELP REDUCE CO2 EMISSIONS?



The Problem

The council need to meet their 2027 target to reduce emissions. They were previously reliant on grey fleet and struggled to manage that. Alongside this, reimbursement rates barely covered users full travel costs.

The Solution

Car Club (ECC) and Enterprise Travel Direct were implemented. In the Highlands of Scotland, ECC allowed us to expand our network to those in harder to reach/rural areas. This meant staff could get to work via other means such as bikes, train, buses because they had a vehicle to use at the office rather than commuting all day in personal vehicle. Employees were then travelling less miles in a car.

The Outcome:

“Working with Enterprise means we now have control over all the previously unmanaged elements of business travel. We know employees are in safe, low-emission, well-maintained cars and can use the wealth of data provided by Enterprise to keep finding efficiencies and improving how, where and when our people drive for business. We can keep providing important local services and do so in a more cost-effective and sustainable way.” 37% reduction in carbon emissions because of the Enterprise solution. The council have saved £900k on business travel since working with Enterprise (2018).



Thank You

Contacts:

Ben Thierry

Head of Public Sector

07827 021 575

Benjamin.Thierry@em.com

David Currie

NI Public Sector

07790 909 046

David.T.Currie@em.com