

# Alphabet Mobility Consulting

How our expert consultancy makes your job easier



# How we can help

**Your fleet is the engine that keeps your business going.** But in today's increasingly unpredictable economy, managing one is not straightforward. You have to make every penny count, and constantly find ways to be more efficient and sustainable.

That's where our vast experience and industry knowledge can really make a difference – making your job simpler, and your fleet run more smoothly.

## 6 ways we can help

Whether you have a handful of vehicles or thousands, we can offer the tailored support and know-how you need. Our expertise includes:



### Vehicle Choice and Utilisation:

With a wide variety of vehicle types, brands and flexible mobility solutions on offer, we'll help you choose what's best for your fleet.



### Fleet and Policy Design:

Taking a 'Whole Life Cost' approach, we'll help you make decisions based on the true full cost of your vehicles. No guesswork here – our practical experience in fleet management means our modelling is based on real-life scenarios.



### Sustainability:

We've been engaged in the electrification sector for over a decade, so our in-depth knowledge can guide you through every stage of the journey.



### Funding and Tax-Efficient Strategies:

Using an industry-leading tool, we'll dig deep to understand your fleet needs and find the best funding approaches for you.



### Risk Management and Duty of Care:

We offer a wide range of solutions to help you minimise risk (to your drivers and the public) and support compliance with your Duty of Care obligations.



### Driver Management and Scheme Design:

We'll review your policy design, benchmark it against industry standards, and show you how to keep costs in check while delivering real value to your drivers.

And if you're dealing with Commercial Vehicles or Public Sector organisations, we've got specialist teams who can help.



# How we're different than the rest

**Managing a fleet is no walk in the park.** Even with all the smart tools and technologies at your disposal, we know that fleet decisions are too complex to be left entirely to models and machines. They simply don't get the full story.

What really makes the difference is real-life experience of fleet management. And we've got that in spades. We understand what it's really like to be in your shoes. We know what helps – and what doesn't. So, we're not just here to provide solutions – we're here to be a partner who truly understands the journey you're on.

**'Following 23 years as a fleet manager, I have worked in consultancy roles since 2017, bringing both invaluable, first-hand fleet experience and a deep understanding of key industry topics.**

**This experience of managing multiple scheme designs across large fleets enables us to offer something that most companies cannot.**

**We know what fleet operators are up against, and my unique combination of experience enables our team to view challenges from all angles – taking strategy and operational challenges into consideration and working above and beyond pure modelling to ensure that any change will be a success.'**



**Caroline Sandall-Mansergh**  
Consultancy and  
Channel Manager  
Alphabet GB

# Navigating your challenges together

As someone who manages a fleet, we know you're navigating a world of complex situations and tough decisions. **And we're here to help you through it all.**

## Here's how:

1. We get under the skin of your business to truly understand your objectives.
2. Armed with that knowledge, we dive into analysing your fleet.
3. Based on our findings, we provide thoughtful, tangible recommendations for your unique situation.

But we don't stop there. We're with you every step of the way, helping in the operational and policy rollout. We also diligently undertake a final review and evaluation to make sure everything's running smoothly. This way, we make sure that every element of your fleet management is finely tuned to meet your specific needs and goals.

And if you need a little extra expertise, our specialist Commercial Vehicles and Public Sector Consultancy teams are ready to lend a hand.

## Specialist Commercial Vehicle Consultancy

From choosing the right chassis to arranging custom-built shelving, roof racks and more, we sweat the small stuff so you don't have to.

And let's not forget about finding the right funding solution – we'll help you through that too. With our deep-rooted experience in the commercial vehicle sector, you can trust us to serve up a solution that's tailored just for you.

## Specialist Public Sector Consultancy

Our specialist public sector team knows the ins and outs of places like the NHS, Local Authorities, Central Government, Educational Services, Housing, Emergency Services and more. We're already working with CCS Framework and we're prepared and poised to work with other public sector organisations. Count on us to bring you the insights and solutions you've been searching for.



# Making the shift to electric much simpler

Let's face it – navigating the shift to electrification can feel like a whole new world. And as the Road to Zero draws nearer, that shift is no longer a choice but a necessity. But sifting through all the options and assessing the impacts can be daunting.

That's why we're here to guide you on your journey towards sustainability.

## We can help with:

### EV Transition Planning

Whether you're just getting started or looking to improve your current policy and scheme design, our tools and templates will help you map your EV transition. We'll provide you with an exclusive toolkit including:

- **Consultation:** We've got your back with EV readiness analysis, cost modelling and policy documentation.
- **Our EV Knowledge Hub:** Practical advice for you and your drivers as you dive into the world of EVs.
- **Charging Information:** We'll connect you with our trusted charging partner and help you manage reimbursements.

### Charging Solutions

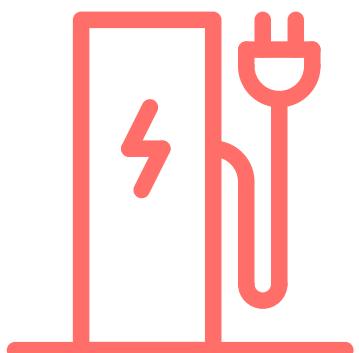
From home to workplace, we've got the charging infrastructure you need. Plus, we'll help you sort out payment cards, mileage management solutions and a reimbursement strategy that works for you. We'll provide:

- Connection with our preferred charging partner for home and work chargepoints
- An EV payment card and app support for seamless charging
- Collaborative consultancy with your charging partner for seamless installations at work

### Expert Advice

We're not just experts in the field – we've also got trusted partners to back us up. Together, we'll help you fine-tune your short and long-term fleet electrification strategy. We'll provide you with advice and guidance, including:

- Policy support
- In-depth workshops with stakeholders and those who manage fleet
- Driver training and education sessions



## In-Life Support

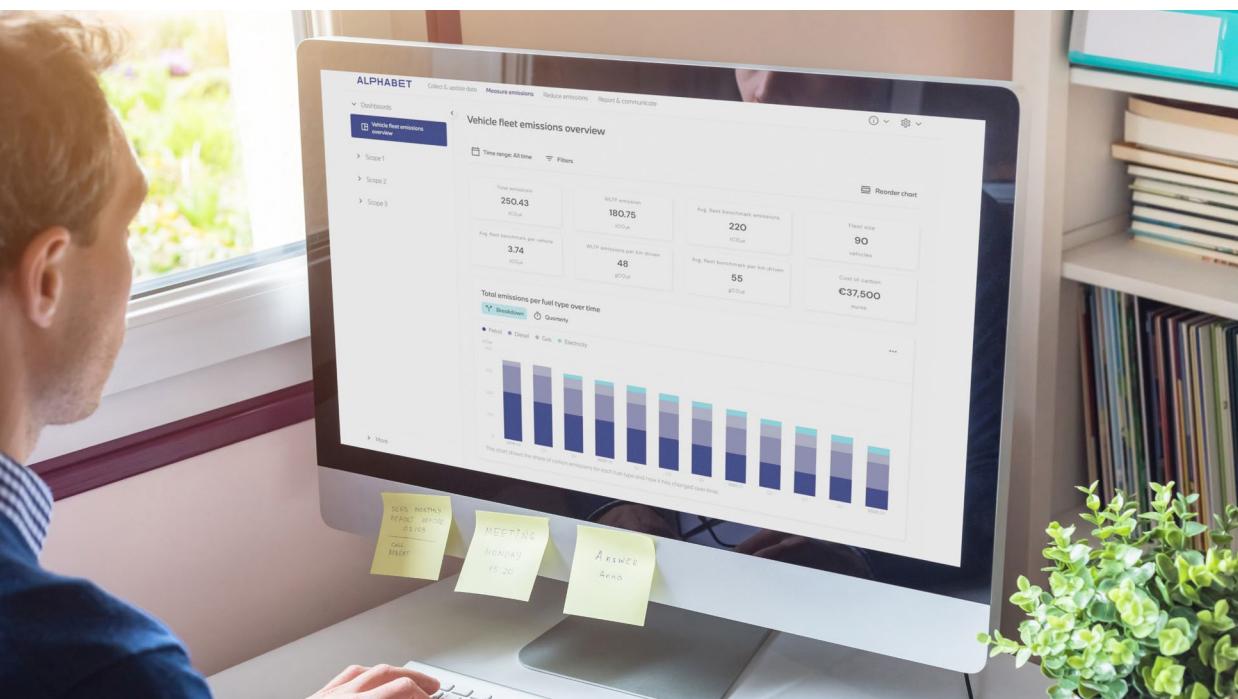
Our help doesn't stop once you're all set up. We'll continue to provide ongoing support and take a load off your day-to-day responsibilities with:

- Support for your drivers from our in-house experts
- Online access to key Fleet Reporting
- App support for your in-life services

## Carbon Monitoring and Reporting

We'll make this one much easier for you. Our custom-built tool, Alphabet Carbon Manager, simplifies:

- Collecting data for your whole fleet (including vehicles you own or lease from other suppliers)
- Calculating emissions (through built-in algorithms that do the hard work for you)
- Setting CO<sub>2</sub> reduction targets
- Identifying which initiatives and policies will have maximum impact
- Reporting progress to business stakeholders and regulators



# How we make salary sacrifice a breeze

Being someone who manages a fleet means juggling a lot. Salary sacrifice schemes can be a significant influencer of employee satisfaction and the quality of your grey fleet, but getting them up and running can feel intimidating.

Don't worry, we're with you every step of the way.

## Here's how we'll support you:



### Scheme Design

We'll help you model different scenarios, complement existing arrangements and ensure cost effectiveness, all while delivering valuable benefits to your employees.



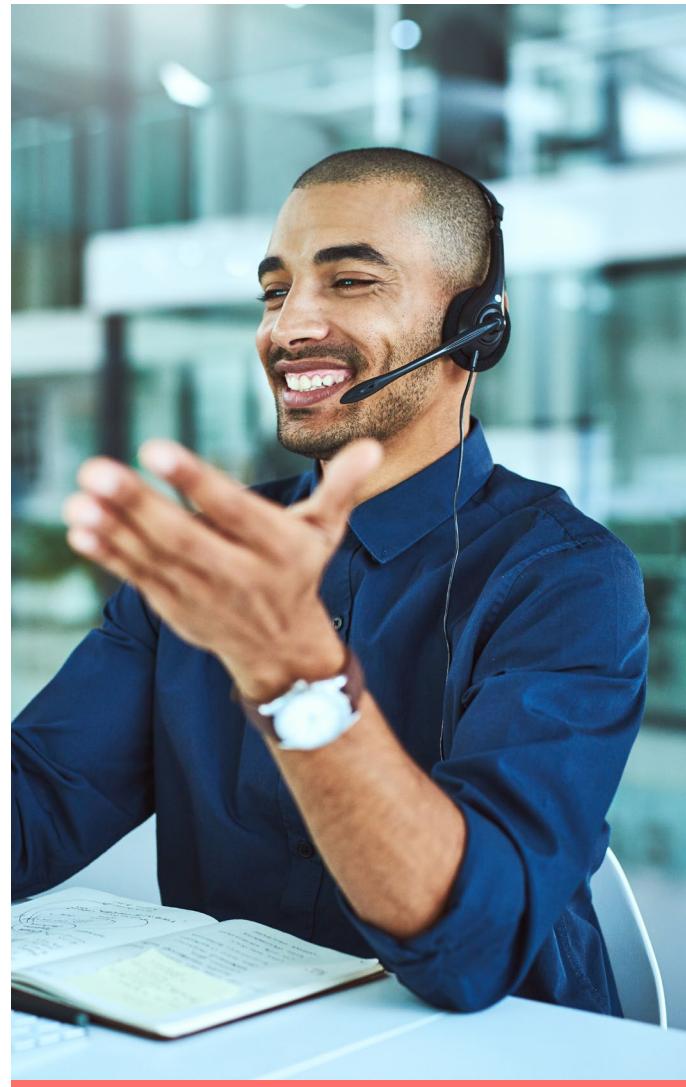
### Digital Platform for Informed Choices

We get that your drivers need to be in-the-know. That's why we've created a user-friendly digital platform which clearly lays out all the options for salary sacrifice. There's also an affordability calculator which considers salary and all other existing contributions, enabling drivers to make decisions with confidence.



### Policy and Practical Delivery

We know the nuances of all types of salary sacrifice scheme, and we've got an ample library of useful toolkits at the ready. So we can help you breeze through all the practical elements and make sure that your scheme shines as a standout benefit.



# Get in touch today

## Why go it alone when there's an easier way?

Reach out today and let's work together to get your fleet running like a dream.

The first consultation is on us – no strings attached. To book yours:

**Call 0370 50 50 100**

**Email [CSAlphabet@alphabet.co.uk](mailto:CSAlphabet@alphabet.co.uk)**

**Or visit <https://www.alphabet.com/en-gb/consulting>**

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