

HPI Fleet Management

You know your destination – we show you the best way how to get there



A well functioning car pool is essential for the mobility, capacity and motivation of your employees. At the same time savings regarding the procurement of company cars and the operating costs are of extremely high priority in times of a weak economy. However, it becomes more and more difficult for fleet managers to negotiate favourable conditions in a market characterized by a shrinking number of leasing companies.

Being an independent leasing broker, HPI Fleet develops customized fleet management solutions and helps you reduce cost and optimize administration processes. Whether a pool of purchased cars, full service leasing or finance leasing with accounting of actual costs, by means of its innovative web-based multi-bidding process HPI Fleet provides not only the best, but also the most favourable offer for you.

HPI business units

Sourcing

Logistics

Fleet & Mobility

ANALYSING

We analyse your requirements:

- repair history management
- FleetAssist™ – web-based information platform including car configurator
- driver and vehicle related data collection
- independent leasing broker with business relations to manufacturers and leasing companies

QUALIFYING

We establish transparency in your processes and expenses:

- individually composable online reports with online documentation archive
- pre-payment and consolidation of invoices (on a monthly basis)
- continuous verification of invoices
- professional assessment of repairs including handling of claims
- invoice qualification subject to vehicle and contract parameters

REALIZING

We support you in controlling your processes:

- consulting related to all aspects of your car pool
- full service leasing and brokerage of finance leasing contracts including monthly accounting of actual costs
- invitations to tender for fleets of purchased vehicles and vehicle remarketing
- favourable conditions on the basis of frame contracts
- all-in-one service package including direct communication with drivers and rental car hotline for replacement vehicles
- service card for cash-free payment valid for all service partners throughout Germany
- fuel card management
- payment of annual vehicle tax and monthly GEZ (German radio licence) fee
- handling of incoming notifications regarding road traffic offences and respective fines, driving licence check, and vehicle inspections in accordance with German accident prevention regulations (UVV)
- tyre, maintenance and insurance management
- provision of electronic interfaces

Service and beyond



Our brand is called mobility

As part of HPI, the leading independent procurement service provider in Europe, HPI Fleet offers transparent fleet management solutions including fleet analysis and advice on strategy. With almost 30,000 vehicles under management, HPI Fleet maintains business relations with all major manufacturers and leasing companies.

Our suppliers are subject to continuous quality and price control. We do not just talk about savings, we realize them. Thus, your overall costs are under control – and total cost of ownership (TCO) will not remain a mystery to you.

Get behind the wheel – we do the rest

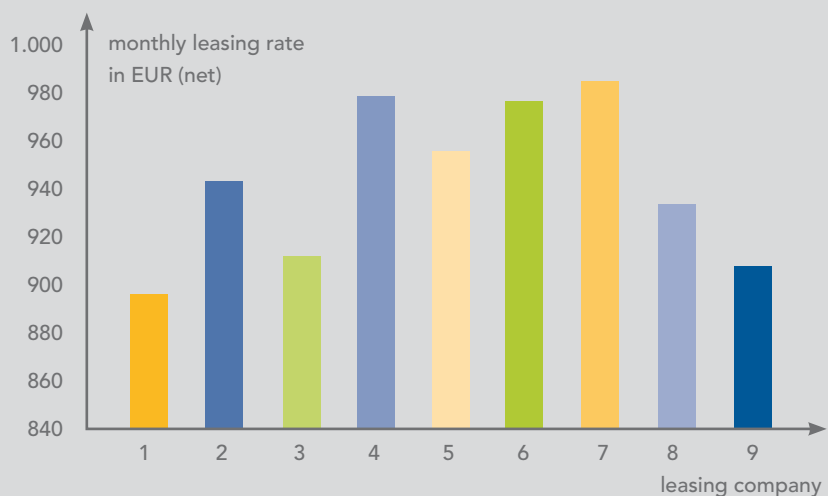
The strategic guidelines are provided by you. We help you reduce process costs and administrative workload. Direct communications with the drivers, provision of a supplier network (fuel, maintenance, insurance etc.), and a simplified invoice management free up significant resources in your company's administration.

Due to state-of-the-art IT solutions you sit at the steering wheel yourself: With HPI's car configurator you will be able to design your next company car on your own – online per mouse click, including selection of model, colour, optional extras and immediate cost overview. By using our online tools you generate reports according to your requirements and keep track of everything – always and everywhere.

Leasing rates are significantly increasing

Example:

Audi A6 3.0 TDI quattro
 Net purchase price: 54,407,56 EUR
 Lease period: 36 months
 Mileage: 120,000 km



HPI Fleet Management



Storage specialist EMC² runs perfect with HPI

EMC², one of the leading providers of technology and solutions for information infrastructure, has more than 1,100 employees at eight locations in Germany and a total of 350 company cars. A car pool of this size swallows up resources and costs – for example there were up to 2,000 individual transaction receipts involved annually. Therefore, EMC² decided to completely outsource its fleet management activities to HPI – and they fare well with this decision. Being an independent full service

provider HPI Fleet was convincing due to favourable offers and a wide range of services. When selecting new company cars EMC² is benefiting from the favourable conditions of existing frame contracts negotiated by HPI due to its market power. The time-consuming aspects of fleet management such as for example accident management is handled by HPI. The initially 2,000 transaction receipts per year were reduced to 36, internal administration was reduced to two hours per day. Additionally, HPI provides a chip-based solution to EMC² for driving licence check and company car inspection as required across Europe.

HPI is acting as both advising and managing fleet service provider. Strategic decisions concerning the car policy are still taken by EMC² itself.

HPI Fleet Service-Cycle



HPI – Facts and Figures

As leading independent procurement service provider in Europe, HPI provides transparent services for procurement, logistics and fleet management. Being a specialist in fleet management HPI Fleet offers strategic and operational know-how to help customers optimize their processes. Car-specific multi-bidding and proven supplier management in combination with a web-based reporting tool provide the required transparency to sustainably reduce the fleet related TCO.

Employees: more than 200 worldwide

Customers: over 1,000 companies of different size and from various industries

Subsidiaries: Germany (Sulzbach, Bochum, Cologne, Munich), Switzerland, Benelux, Slovakia, Poland, India, China