

Cut your fleet costs



“There’s never been a better time to get it right”



Managing
safety

FLEETsupport
GROUP

Someone you can depend on.

Time to get it right



Lord MacLaurin
Non-Executive Director
Fleet Support Group

Former CEO, Chairman Tesco;
former Chairman Vodafone

The cost of running a vehicle fleet for the majority of companies is typically the largest expenditure after payroll.

Therefore, in today's world where the value for money of every penny spent should be analysed, prudence is essential. Key to financial survival is marrying fleet requirements to the transport demands of the business – and not vice-versa.

That requires clear and decisive leadership where decision-making is focused around tried and trusted business principles and processes. Common sense disciplines must prevail. The harsh corporate world of today is no place for fleet policies that hark back to the excesses of yesteryear.

Therefore the management of fleet choice lists, vehicles, at-work drivers, journey scheduling and vehicle maintenance against a complex background that marries financial survival with legislative compliance and business efficiency and effectiveness demands expertise.

Only the focused will survive in a world in which the public and shareholders demand complete corporate transparency. There is no hiding place.

There has never been a better time to get it right.

What drivers say...

"I just had to take the time to inform you of the marvellous assistance given to me. What a joy to deal with such professionalism. Many thanks for your continued support and please pass on my regards. Fleet Support Group are the best in Britain."

George Facenna
Allied Vehicles

"Since my company started using RiskMaster I've acquired new skills to improve my driving which is something I never thought I needed but it's surprising how much you can still learn. I think I've become a better driver through it and I'm proud of that."

Samantha Ludkin
Synergy Health plc



Managing safety

with

RISKmaster

What our partners say...

“By providing RiskMaster users with online profiling, e-learning and in-car coaching, we are seeing many drivers improve their abilities. It is a reflection of the RiskMaster team’s attention to their customers’ requirements that these drivers appreciate their employers’ concerns for their safety.”

Mark Edwards
Drive & Survive

“Our iRIS in-car telematics system automatically integrates information on journey length, rest breaks, speeds, braking times and so on, feeding detailed reports into the RiskMaster programme to help managers effectively control the risks their drivers pose. It’s an ideal partnership that is helping reduce risk on the road and exposure to crashes.”

David White
Sungard PS



Customer case study

Mark Sabin
Group Risk and Audit Director
WHSmith

“At WHSmith we have issued RiskMaster Permits to Drive to all our 1,100 at-work drivers to ensure maximum occupational road risk management compliance.

After conducting a fleet marketplace review of available occupational road risk management



online driving ‘test’ is then used to profile drivers as ‘low’, ‘medium’ or ‘high’ risk, with the assessment used as the basis for any driver training, including on-the-road.

Vehicle maintenance records, insurance details, MoT and VED records, and any data on crashes and motoring offences are also fed into the system, actually resulting in lower revenues for FSG in these areas so that you enjoy the financial savings.



Cutting costs is the number one priority facing fleet decision-makers and introducing a comprehensive occupational road risk management strategy is one of the most effective money-saving measures for private and public sector organisations.

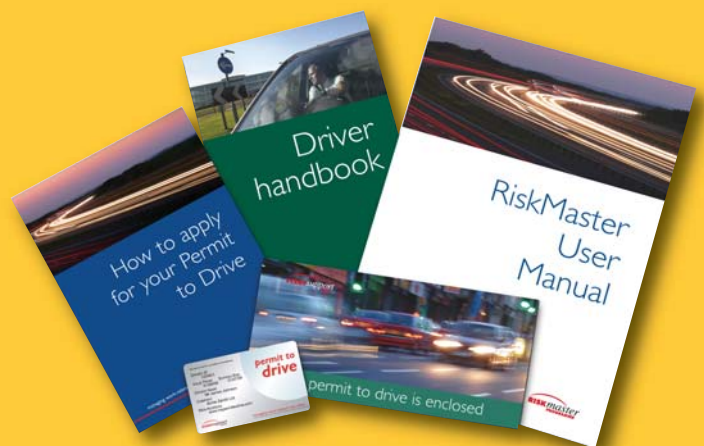
All employers have a legal responsibility to manage the health and safety of their employees – and that includes all drivers, irrespective of whether they take to the road in a company-provided vehicle or their own.

From a legal, cost-saving and moral viewpoint, effective and auditable controls to manage occupational road risk are a corporate ‘must have’.

That is why FSG has developed **RiskMaster** in association with leading road safety organisations, and specialist health and safety and human resources lawyers.

How it works

Staff are granted a Permit to Drive following a DVLA licence check and online application process. An



The Driver Operating Life Report created ensures maximum auditable legal compliance, making RiskMaster the only fully integrated end-to-end road safety programme available in today’s marketplace.

What our customers say...

providers, we concluded that FSG offered the most comprehensive solution.

To overcome the risk of non-compliance by drivers with our programme and policies, we only pay monthly mileage expenses to those with a current Permit to Drive.

The RiskMaster programme has helped us focus on monitoring any potentially higher-risk drivers, which includes those who drive more than 25,000 miles a year on business, together with those employees with a significant number of penalty points on their licences and those who have any history of involvement in accidents.

Commercial risk management is important for our company. We have tightened up procedures for managing road safety in order to manage the risks in this area more effectively.

We are confident that we will continue to see future ongoing reductions in our insurance-related costs and vehicle maintenance charges.”

“RiskMaster is the complete system for managing road risk. The RiskMaster team are always helpful, listen to my requirements and, more importantly, take these into account for ongoing enhancements and developments.”

David Dilkes

West Bromwich Building Society

“The RiskMaster team at Fleet Support Group has proved time and time again a willingness to work in partnership, adapting their products and services to fully service the needs of our business. This is helping us to identify risks and mitigate them; this is in the best interests of us, our people and those we work with.”

David Washbourne

Balfour Beatty Utility Solutions

“RiskMaster has proven to be an excellent investment. It saves management time but more importantly protects our company in all areas relating to the managing of work-related road safety. It's easy to use, the RiskMaster team are always available to help.”

Pippa Maynard

Oyez Straker

“We have seen major financial benefits from the introduction of RiskMaster. Accident frequency and associated accident management costs have been significantly reduced. These factors have enabled us to negotiate a more favourable insurance premium this year with our risk rating subsequently reducing by 15%.”

Martin O'Sullivan

Dun & Bradstreet

Online driving test samples

How good a driver do you think you are? What would be your reaction in these situations:



Motorway with car on hard shoulder



Oncoming cyclist on the pavement



Parking in a public car park

- **applies to all drivers on company business**
- **online driver assessments**
- **Permit to Drive scheme**
- **strict non-compliance procedures**
- **FSG interactive online management**
- **in-car telematics interface**
- **mimimises risk of prosecution**
- **reduces operating costs**

Someone to depend on



Geoffrey Bray
Chairman
Fleet Support Group

I founded FSG in 1987 with three core objectives:

- to deliver exceptional service
- to reduce vehicle operating costs
- to simplify fleet administration

Today, those objectives continue to be the mantra of FSG as we work with small, medium and large businesses to provide unbiased advice on the effective and efficient management of drivers and vehicles.

By adhering to our founding objectives, FSG has steered clear of high-risk growth strategies. We are independent and proud of it, and this means that our advice is totally unbiased.

Our company has a strong balance sheet, experienced management team and is ideally placed to help companies through this economic crisis. Our existing customers have all got a tale to tell of how FSG has saved them money. Let FSG work with you – we will not let you down.

There has never been a better time to get the management of your vehicles and drivers right.

A handwritten signature in black ink that reads "Geoffrey Bray".



Cut your fleet costs today!

Financial engineering to create a value is dead: identify your real risk then manage it.

FSG has produced an **Action Plan** to tackle all issues where drivers and vehicles influence cost.

The 5-step Action Plan is **guaranteed to reduce your fleet costs** when FSG products, services and programmes are implemented.

For a copy of the **Action Plan** booklet please contact FSG on **0844 8000 700** or by email at enquiries@fsguk.com.

Doing what we've always done: taking out cost

RiskMaster from FSG is one of six operating divisions that cover many of the management requirements for company vehicle fleets.



Someone you can depend on.

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