



Sustainable Solutions
Northgate Vehicle Hire
Jay Taylor - Area Sales Manager
echelon Conference 21st October 2021





About Northgate

- UK & Europe's leading provider of light commercial vehicles with 67 branches and workshops
- Over 1,800 employees across the UK
- Trading for 40 years with 50,000 strong fleet
- Providing value, support and service with 5,000 vehicles available
- Rollout plan for EV Charging across our entire network of locations
- Flexible/Home working
- Usage of EV's as our internal runner vehicles



Our view on Sustainability and carbon reduction in commercial vehicle fleets





FOCUS



Fleet review and planning provides organisations with a complete view of their commercial vehicle fleet taking into account vehicles, people, location, internal resources and review this alongside their “Green Plan”.

Identify what is good about your current processes for overall fleet management, cost reduction and carbon reduction

Review vehicle usage and policies: Mileages, working patterns, vehicle storage/home locations, “Right-sizing” vehicles per trade/multi-trade, payload reductions

How can fleet mobility services reduce costs as well as carbon emissions?
Telematics, accident management, fuel cards, daily vehicle inspections, driver training etc

What changes can you make now which minimise disruption to service levels?



DRIVE



Structured implementation and mobilisation of any new or updated fleet is vital to reduce any unexpected complications. Throughout the mobilisation period and beyond we support our customers to review and benchmark the process of their overall plan and identify any teething issues as well as successes.

Training, support and instruction manuals are key when implementing a new fleet alongside new process changes

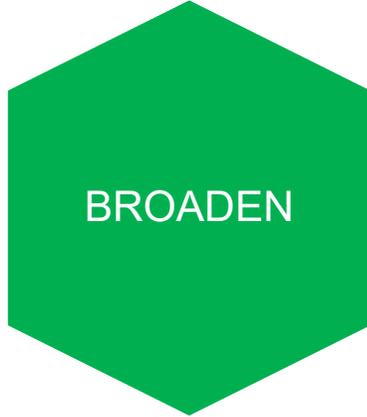
Evaluate and make recommendations for the future. The next phase of your vehicle fleet rests on the knowledge you have gained. Remember that small changes can make large impacts

Review key metrics as often as possible. Data and knowledge is key to demonstrate real life reductions/savings against the projected

Now is the time to make minor alterations where possible based on the data your fleet and teams are providing



BROADEN



Successful organisations are not afraid to make changes in order to seek improvements. We believe the NET ZERO challenge for this industry requires us all to adopt the mantra of “Change strives for constant improvement, whereas fixed plans strive for fixed improvements”.

Repeat your successes and begin planning/implementing for the next stage

Educate your peers on your experiences including your highs and lows

Be empowered to make changes as time goes on, as the technical revolution continues to adapt at an alarming rate

Develop experts in the field, or work with organisations that you can partner with who can advise and consult with you



Thank you

NORTHGATE