

## Case Study: UK Council

Northgate helps UK Council reduce the costs of their fleet, bring down their carbon footprint, and find smarter ways of working.

### The Challenge

As a public sector organisation, this client needed to deliver high quality services within strict budgetary controls. With a large fleet, they noticed an opportunity for significant cost-savings in how they acquired their vehicles and maintained them. The Council wanted to carry out a fleet review to see if they could reduce their costs whilst also improving their CO2 emissions, driver safety, and finding smarter ways of working.

### The Solution

Our Flexible Hire option was key in enabling the Council to reduce their fleet costs. Hiring their vehicles on flexible hire terms enabled them to get their vans as and when they needed them, instead of having to cover the costs of having too many vehicles or running the risks of having too few.

Adding on our innovative Telematics software to the package supported their desire to find smarter ways of working. The Council were then able to gather tangible real-time information about their vehicles to reach their other goals of reducing CO2 emissions and improving driver safety.

### The Results

The Council were able to reduce the costs of their fleet whilst also hitting their other targets.

Large-scale capital expenditure has been replaced with costs spread out over simple regular payments. Meeting peaks in seasonal demand is now easier than ever with Flexible Hire and the ability to scale their fleet size up and down as needed. With Northgate's standard inclusion of servicing, maintenance and 24/7 breakdown on all vehicles, this Council are benefitting from more predictable costs – and a service that ensures vehicle downtime is kept to a minimum which helps our client to keep the costs of their drivers being off the road to a minimum.

Telematics has not only increased driver safety with greater visibility of their fleet movements, it has enabled the Council to reduce their CO2 emissions through using captured in-vehicle data for more optimal use of their resources and routes – and in doing so, they are benefitting from even further cost-savings.

“We all need to be flexible and innovative in how we acquire vehicles and Northgate recognised early on what we were about and the savings we needed to make. What I get from Northgate is what it says on the tin. I can work out what it costs me and, for me, it’s the best solution... Northgate are very accommodating and that’s been borne out throughout the whole of this process.”

**Fleet Manager**

