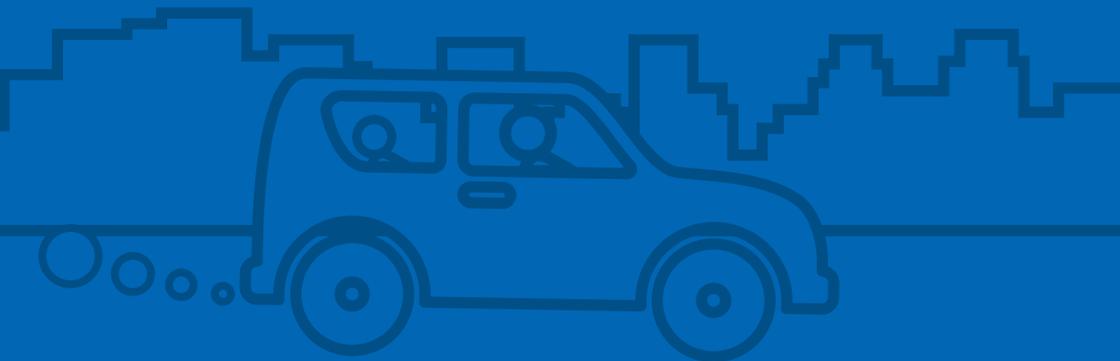


Business Mobility



Alphabet



Introduction

The integration of physical movement and electronic communication across all modes of transport is leading to a travel and transport revolution! Cars will still feature heavily in the mix but their role as the default means of travel is changing.

For businesses, this new approach to travel is all about getting a person where they need be in the most efficient way. We call this 'Business Mobility'.

In this guide we define Business Mobility and the factors – cultural, demographic, environmental and technological – driving it.

We look at how businesses are currently managing business travel, drawing on research commissioned by ourselves, which surveyed Fleet Managers in the UK. To put these findings into a wider context, we also draw on the findings of the national Traveller Needs and UK Capability Study published in 2015 by the UK's technology and innovation centre for intelligent mobility, known as the Transport Systems, Catapult.



Executive Summary

- Six out of 10 organisations in our survey said they already have a strategy for business travel and mobility, however they do not monitor their travel activity regularly and their strategies are still heavily skewed towards cars and vans. The lack of monitoring could be strongly linked to the fact that the research showed it is rare for a single individual to have sole oversight and responsibility for business travel, instead it is most commonly spread across two or more functions.
- **The five biggest factors governing such travel strategies are vehicle cost, environmental impact, mileage claims, health and safety, and rewarding existing employees, with only a handful of respondents listing “attracting the next generation of talent” as the most important factor in their travel strategy.**



– There is a sense that conventional travel strategies are starting to go round in circles, are expensive and difficult to manage satisfactorily. This is supported by the Traveller Needs and Capabilities study which suggests that conventional ‘fleet-heavy’ travel strategies will frustrate organisations’ attempts to recruit from the talent-pool of young, tech-savvy knowledge workers, who are excited by broader, slicker mobility solutions.

– **It is clear that fresh solutions for employee mobility are needed sooner rather than later. Companies need to map out their existing situation, identify pinch-points and opportunities for improvement and implement changes across their travel activity to make the transition to more seamless and productive employee mobility.**

– Businesses should look to take advantage of new technologies which enable employees to work anywhere, anytime whilst on the move. And to improve efficiencies, mobility strategies need to consider the types of vehicles, how they are used, options such as car sharing and more importantly, the individual needs of their employees to maximise efficiencies. After all, this is what the next generation of business leaders expect. These young metropolitans prefer travel methods which are lower-cost, lower-carbon and potentially more productive.

– **The majority of Business Mobility strategies in the UK are based primarily on cost effectiveness followed by flexible solutions. When it comes to Innovative solutions these are not considered a priority, businesses would rather have an easily implemented no hassle, cost effective solution.***





Flexibility
Innovation

Low cost

Efficiency

Ease of use

Simplicity

Ease of use

Adaptable

1. What is mobility?

Before reviewing the results of the mobility surveys, we need to define what is meant by 'mobility'.

At its most basic, Mobility means getting people where they want to go as quickly and efficiently as possible. For the best part of 130 years, the default method has been to go by car but this is rapidly changing. With mobility, the journey starts with a person, not a car. The economic, demographic, cultural and technological trends that are profoundly reshaping business strategies also necessitate new approaches to providing employees with mobility.

Employees themselves – particularly the millennial cohort aged 18-34 in 2016 – grew up with (and

increasingly on) the internet. App-savvy and ready to work wherever there is Wi-Fi or a phone signal, they do not aspire to own or drive cars to the same extent as their predecessors. While the Millennials' parents travelled in order to connect with people, today's younger talents want to connect and collaborate *while* they travel.

This change in expectations has enormous ramifications for recruitment, productivity and profitability. Small wonder that public and private enterprises across the globe are investing hundreds of billions of pounds in data systems, transportation infrastructure and 'connected vehicle' technologies in order to harness the potential of intelligent mobility systems.

“Intelligent mobility is the convergence of digital industries, transport infrastructure, vehicles and users to provide innovative services relating to different modes of transport and traffic management.”

The Motor Industry Research Association³



By 2025, estimates the UK's Transport Systems Catapult Group, the global mobility market will be worth around £900 billion¹ a year. Looking further ahead, to 2050, the European aviation industry has set a goal that 90% of travellers within Europe will be able to complete their journey, door-to-door within four hours². This will include passengers and freight being able to transfer seamlessly between transport modes to reach the final destination smoothly, predictably and on-time.

Seamless and multi-modality are the core themes of mobility. As organisations progress forwards from the idea that the only way for their employees to get from A to B on business is in a company car, demand is growing for solutions that deal with the entire business travel needs of every individual and of the organisation as a whole. That is essentially what Business Mobility offers: an efficient fluid, transparent approach that also reduces businesses' operating costs and carbon footprint across the spectrum of fleet and travel activities.

1 Traveller Needs and UK Capability Study. Key Findings. Page 13. <https://ts.catapult.org.uk/traveller-needs-and-uk-capability-study>

2 Is 4 hours Door to Door by 2050 achievable? <https://ts.catapult.org.uk/-/4-hours-door-to-door-by-2050-achievable-1>

3 Intelligent Mobility. Intelligent Transportation Systems (ITS) and Control Systems Engineering. www.horiba-mira.com/our-services/intelligent-mobility

Fleet Size of survey respondents

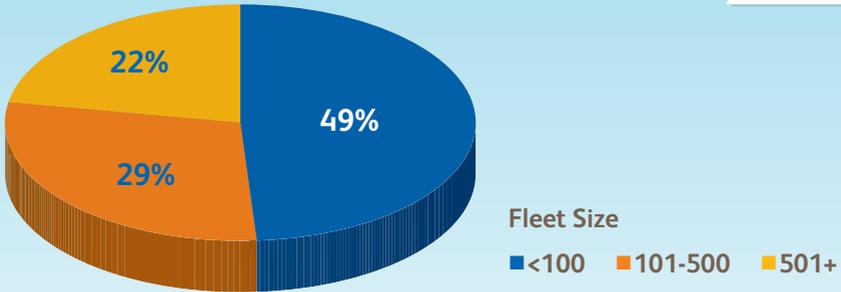


Fig 1

2. Research findings

To build a picture of the actions being taken to harness new technology and working practices to improve efficiencies in mobility, we commissioned a survey of

decision-makers in UK organisations with fleets ranging from 6 to 3,000+ vehicles, which we have split into 3 categories – see, Fig 1.

Q. Which mode of transport does your company most frequently use?

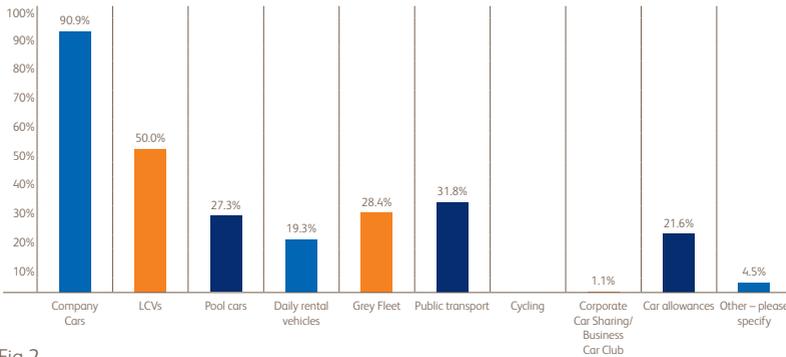


Fig 2

4 E.g. The next step for many fleet managers will be full mobility management, Professor Colin Tourick, University of Buckingham, Fleet World, January

2.1. Modes of business travel

It has been said that breaking free of the traditional 'one vehicle, one driver, one key' fleet model is a key challenge for businesses who want to leverage the opportunities offered by mobility. Cars and light commercial vehicles (LCVs) make up the largest modes of transport and they will continue to play an important role, however, the type of vehicles used will change.

Public transport came a distant third to company cars and LCVs – just ahead of further car-based options: grey fleet, pool cars, car allowances and daily rental see, Fig 2. While the convenience and reliability of a one car per person approach comes at a high price in terms of required assets and administrative overhead, public transport simply cannot offer a viable alternative most of the time.



In parallel, the *Traveller Needs and UK Capability* (TNC) study identified that the majority of business journeys fall into its 'Default Motorists' category (those high mileage drivers, including a mix of those who enjoy driving and many for whom it is a functional choice). Default motorists account for a quarter of the UK population and nearly 40% of trips. Even so, the TNC survey found that two-thirds of this group use cars out of necessity as opposed to an outright preference for driving. 69% could imagine giving up their car if other mobility alternatives

delivered the same flexibility and door-to-door convenience. They also want their driving time to be more productive – 42% will consider autonomous (self-driving) vehicles when they are available.

It is worth noting that commercial availability of autonomous vehicles is a way off. On the other hand, flexible, shared car 'usership' is already a practical reality in the form of corporate car sharing (e.g. AlphaCity, the Business Car Club). At the time of our survey only 1% of respondents had implemented such schemes.



Q. Do you currently measure and analyse how often different modes of transport are used?

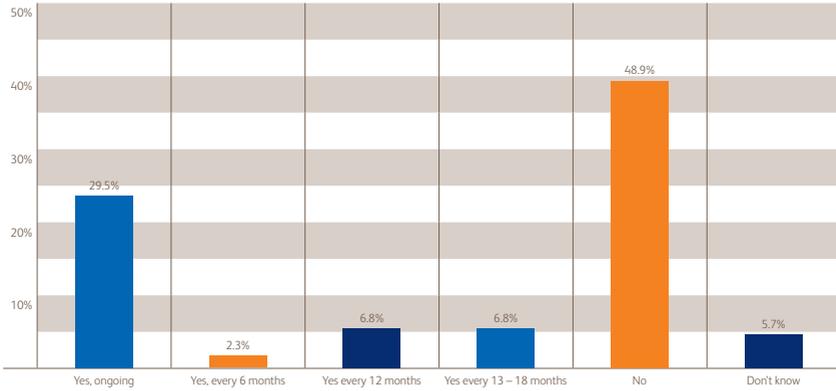


Fig 3

2.2. Analysing the travel and mobility mix

With mobility set to become a £900 billion global business by 2025, our survey asked organisations whether they measure and analyse how often employees use different modes of transport see, Fig 3.

The majority of businesses who do are those with fleets over 100 vehicles. Only 40% of sub-100 fleets measure employee travel modes, rising to 66% of fleets over 500. Large fleets are the most likely to collect data on an ongoing basis.

We expect to see more fleets begin to carry out this type of analysis, not only to achieve a better

understanding of their travel costs but to also gain insights into the ways in which mobility solutions might improve their employees' productivity and satisfaction. The TNC study concluded that 75% of all journeys made in the UK are subject to negative experiences (i.e. pain-points⁵), many of which may be addressed with the increase in Intelligent Mobility solutions.

Also from the TNC study, 53% of travellers (making up 57% of journeys in the UK) say they actively look for ways to improve their journeys. For employers, this indicates that there is an audience of employees willing and waiting for mobility to improve their working lives.



Q. Are you responsible for managing business travel and mobility in your organisation?

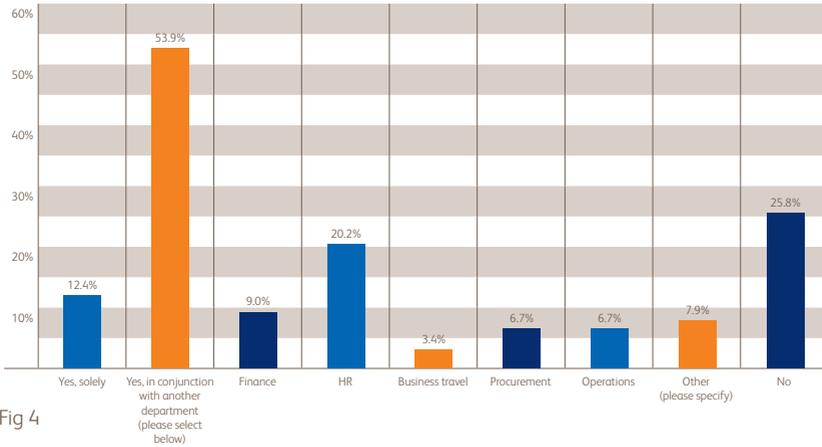


Fig 4

2.3. Who manages fleet, travel and mobility?

Within 87% of the organisations in our survey there wasn't an individual who had sole oversight and responsibility for business travel see, Fig 4. Travel was often managed by finance, procurement, operations or (predominantly) HR. Most commonly, in 59% of organisations, responsibility was spread across two or more functions. Equally fragmented was the management of employees' expenses (refer to section 2.7). This closely reflects the fragmented nature of current private and public transport systems – and it creates the same problems: namely, hidden costs, duplication and lack of efficiency.

It is unlikely that there is a 'magic bullet' IT solution waiting in the wings to resolve this problem. Tackling it requires a 360° analysis of needs and costs, followed by a holistic solution. Indeed fleets' difficulties with costs and data, are likely to be exacerbated by smartphone apps launched by individual providers of fuel, daily rental, accommodation, etc., to directly target drivers. Meaning data is spread across various systems as opposed to being in one central place, (the TNC study reported that more than half of smartphone users already consider their device essential to their travel experience).

5 Pain-points include pot holes, the stop-start nature of driving, queuing in traffic, finding parking, the cost and value of public transport, lack of personal space due to overcrowding, lack of cleanliness, limited internet connectivity, and for those taking multiple modes of transport this includes the complication and difficulty of planning due to timings and delays.

Q. Does your organisation currently have a strategy in place for business travel and mobility?

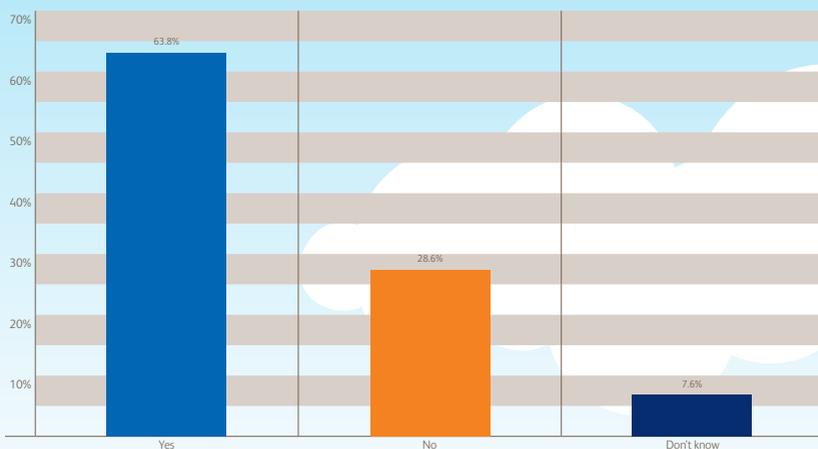


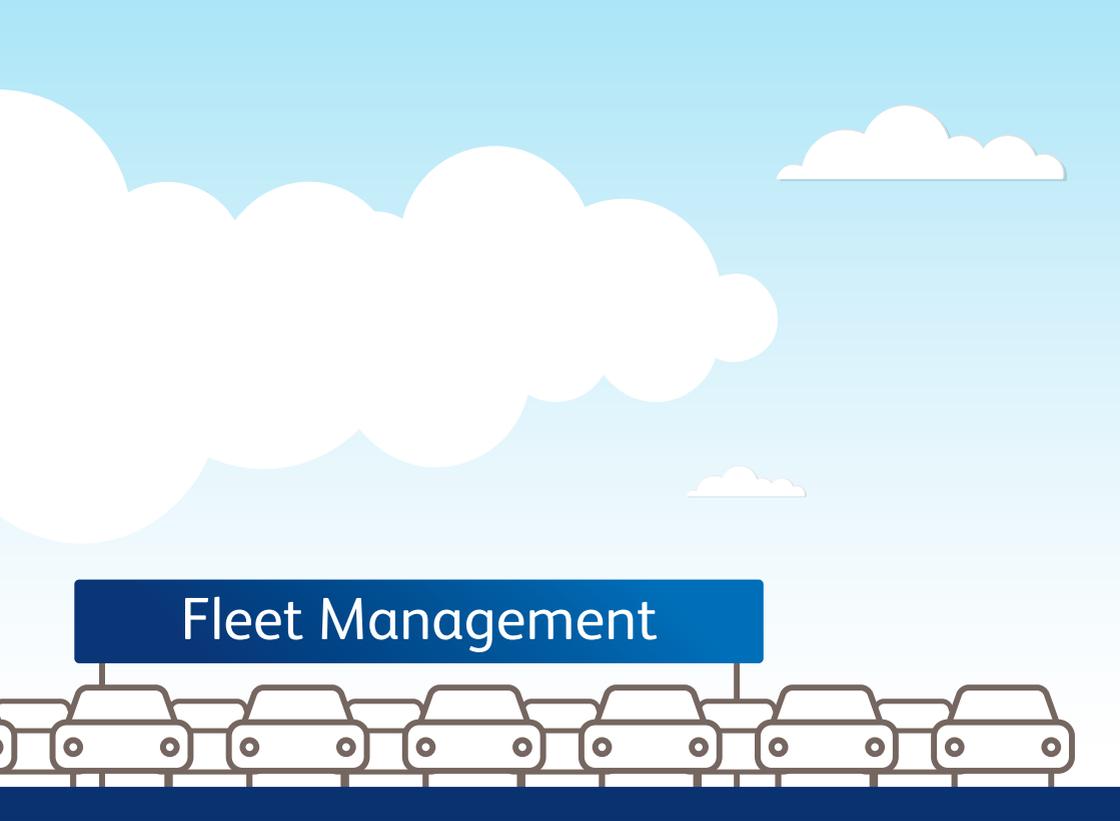
Fig 5



2.4. Who currently has business travel and mobility strategies?

Although the survey found business travel is still heavily-skewed towards single-user vehicles, and travel responsibility tends to be diffused across departments, 64% of respondents said they have a strategy in place for business travel and mobility see, Fig 5. Unsurprisingly, this was highest among organisations with the largest fleets, which implies a large workforce with varied travel needs. 83% of businesses with fleets over 500 vehicles said they have a travel and mobility strategy, whereas only half of the medium and small fleet operators surveyed had one in place.

Again, there was a clear division between large and small fleets that currently do not have a travel and mobility strategy, but intend to put one in place. 75% of over-500 fleets intended to implement one while only 12% of sub-100 fleets planned to do so. One reason for this might be differences in the make-up of larger and smaller organisations' business travel population. The TNC study states that smaller and medium businesses may currently employ more of what the TNC study categorises as 'Default Motorists' while larger companies have a higher proportion of 'Progressive Metropolitans'.



Fleet Management

The TNC study defines the latter as those living in the heart of the city 'technology-savvy young professionals'; above-average earners who do significant amounts of personal and business travel, half of which is by car. 55% try to optimise their travel for the good of society (compared to the 30% average) and 53% try to use transport modes which are good for the environment. They express a preference for virtual journeys (i.e. not travelling at all physically).

Young Metropolitans' make up 14% – a sixth – of travellers however they are a disproportionately influential segment. As high revenue-earners and potential future business leaders, they are key workers. Their travel preferences favour methods of getting from A to B which are lower-cost, lower-carbon and potentially more productive than 'default' business drivers' choices. It seems though that only a few employers have so far recognised this group's potential to lead a transition to more cost-effective mobility.

Travel Spending

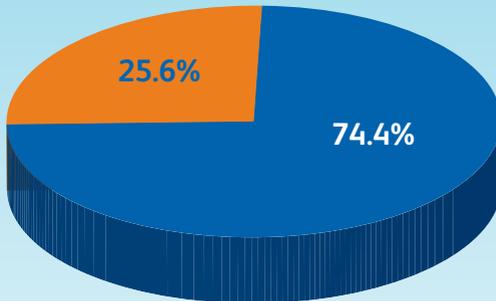


Fig 6

■ Yes ■ No

2.5. Business Travel Costs

The majority of respondents (74%) in our survey – especially those with between 101 and 500 vehicles – believed there was scope to reduce the amount they spent on business travel see, Fig 6. The amount spent annually correlated strongly with fleet size, with 42% of organisations with over 500 vehicles appearing in the highest-spending category (over £10 million p.a.) while 66% of those with under 100 vehicles fell into the lowest-spending group (up to £500,000 p.a.). Only 6% of companies with sub-100 fleets spent more than £1 million a year on travel. It is reasonable to assume that vehicles accounted for the vast majority of most organisations’ travel spending see, Fig 7.

Q. Approximately how much does your organisation spend on business travel annually?

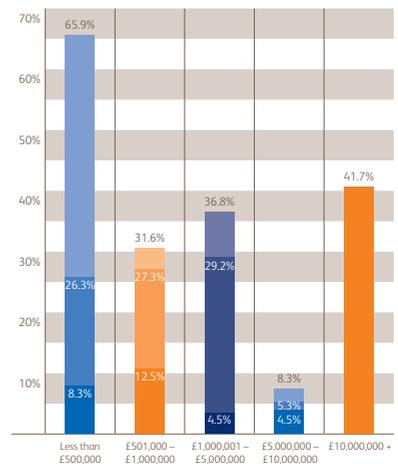


Fig 7

Fleet Size

■ 500+ ■ <100
 ■ 101-500

Q. Do you believe there is scope to reduce the amount you spend on business travel and in which areas?

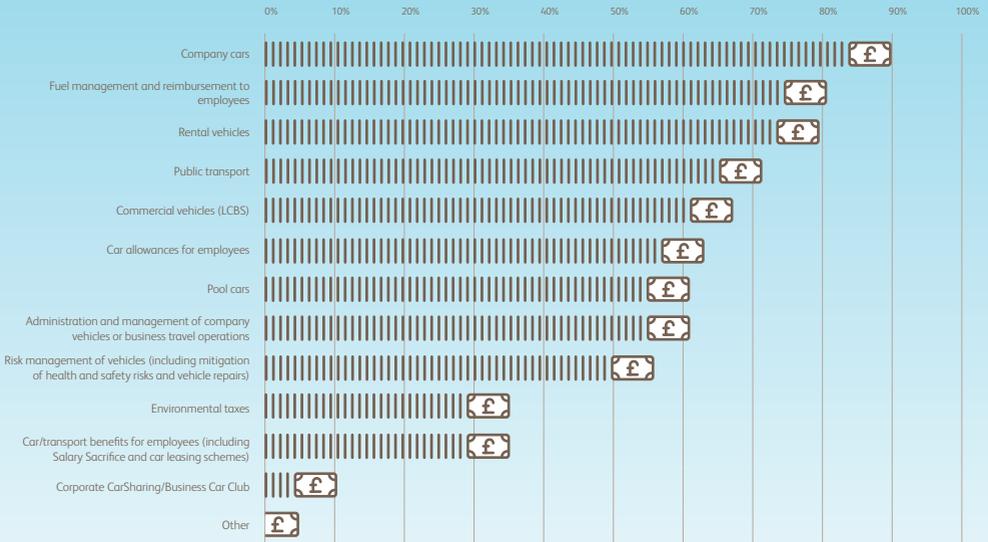


Fig 8



Company cars, fuel and rental vehicles were the biggest cost in an organisations travel budget, although public transport took precedence over hiring daily rental cars for companies with under 100 vehicles. Public transport was the fourth priority overall, followed by commercial vehicles, car allowances and pool cars see, Fig 8. Although respondents cited ‘environmental

impact’ as the second-most-important factor shaping their travel strategies (refer to section 2.8), green taxes came low on the budgeting priority list. Lowest of all were Corporate Car Sharing schemes and Business Car Clubs, even though these lighten travel budgets by making intensive use of fleet assets (conventional company and private cars are typically idle for around 95% of the time).

Flexibility

Simplicity



2.6. Burden increases on mid-sized fleets

91% of organisations in the survey said the amount of time allocated to managing business travel had stayed the same or increased over the previous 12 months see, Fig 9. Companies with mid-sized fleets were most likely to have seen an increase (50%) while those with 500-plus vehicles were least likely (36%).

There is no obvious reason why companies with mid-sized fleets in particular found the time-demands placed on them by travel going up in 2015, but the trend had a noticeable effect on their approach to travel policy. Companies with 101-500 vehicles ranked 'time and resources required to manage' alongside 'cost of vehicles' as the most important factors shaping their strategy, (refer to section 2.8).

This group also reported finding travel more difficult to manage than organisations with large or small fleets. Mid-size fleets were most likely to describe travel management as 'very difficult' (6%) or 'difficult' (39%). No large fleets classified their travel management as 'very' difficult, while just 10% of small fleets said it was difficult.

Eight out of 10 small fleets were able to manage business travel with the equivalent of one full-time employee or less, with 55% requiring less than 10 hours a week. Fewer than half of the respondents with large fleets were able to get by with one full-time employee or less, with 9% needing two full time equivalents. However, 36% of respondents in the 500-plus and mid-sized fleets weren't sure how much time their organisation spent on travel management.

Q. Approximately how much time is spent annually on managing business travel within your organisation?

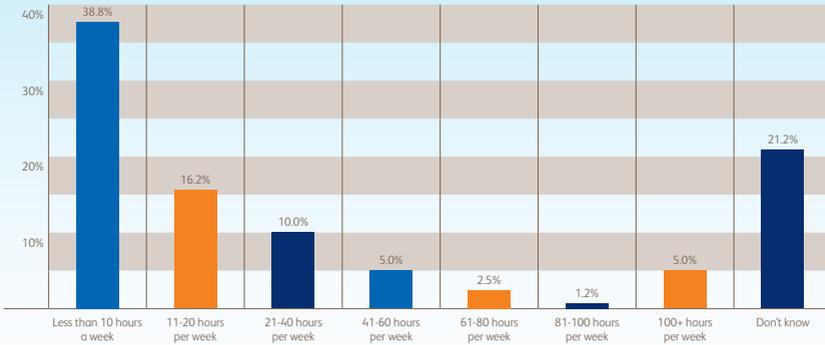


Fig 9

2.7. Responsibility for travel expenses is still dispersed

Responsibility for managing employees' travel expenses in the majority of organisations (55%) in our survey fell to department heads or individual managers see, Fig 10. While it is possible under these circumstances for cost data to find its way to a central location where it can be checked and analysed, dispersing responsibility could lead to an increase in the likelihood of mistakes, omissions and inconsistent application of expense policies.

Mid-sized fleets in the sample were markedly more likely to disperse responsibility to managers and department heads (62%) than large or small fleets, where a single department (most commonly finance) often took responsibility for expenses. This difference may have been a factor in mid-sized respondents finding it more difficult to manage travel than large or small fleets.

Q. Who within your organisation is responsible for managing employees travel expenses, if not yourself?

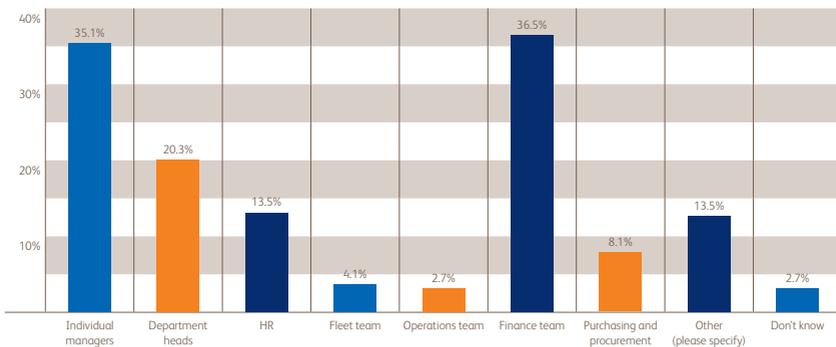


Fig 10

Q. Which are the biggest factors in shaping your business travel and mobility strategy?

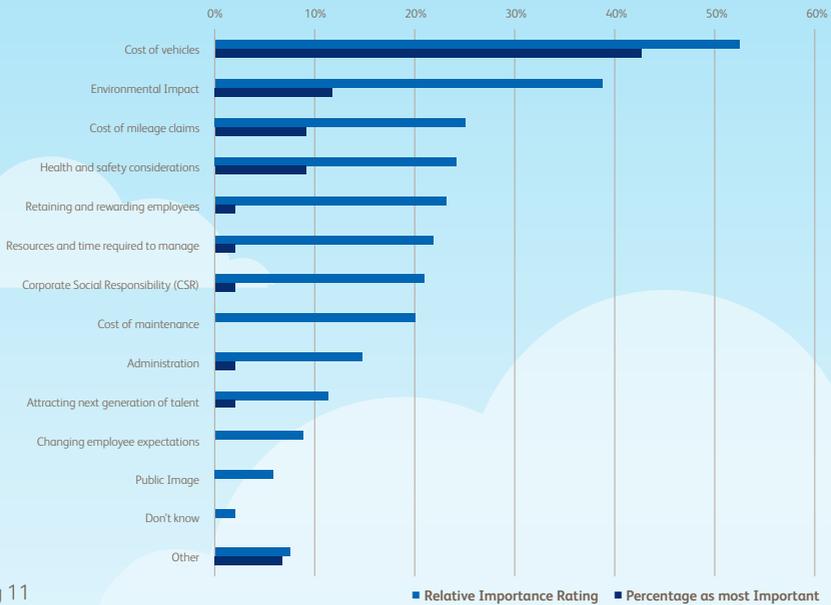


Fig 11

2.8. What shapes business travel strategy?

Company vehicles continued to dominate the agenda when we asked respondents about the biggest factors shaping their business travel and mobility strategies. Overall, the five biggest factors were cost of vehicles, environmental impact, the cost of mileage claims, health and safety, and rewarding existing employees see, Fig 11.

These priorities are very similar to those repeatedly seen in fleet industry surveys over the last 10 years. Mid-sized fleets in our sample, however, did diverge from the usual pattern; awarding higher relative importance to management time and resources and Corporate Social Responsibility than to fuel and maintenance costs, which were the top five factors

for organisations with more than 500 or fewer than 100 vehicles.

Only in the 500-plus vehicle segment did any respondents list “attracting the next generation of talent” as an important factor in their travel strategy. “Changing employee expectations” was also given a low priority in all three segments, with no-one citing it as most important.

Clearly, conventional fleet management remains the dominant consideration for businesses when setting travel policies. While the national TNC study identified that young, tech-savvy knowledge workers are less motivated to own and drive cars than most existing middle and senior managers, and more excited by slicker mobility solutions, our survey results suggest

that conventional ‘fleet-heavy’ travel strategies may frustrate organisations’ attempts to recruit from this important pool of talent. Businesses

may need to review travel on an individual basis rather than having a one size fits all Company Car Policy.

2.9. Can travel costs be reduced?

Overall, 74% of respondents believed savings in their current travel policies. Among companies with mid-sized fleets, 94% believed they could make savings. Company cars and fuel management see, Fig 12.

When asked which area would have the most impact on costs, organisations with under 100 vehicles selected company cars (39%) and vans (26%). Operators of mid-size fleets selected company cars and fuel reimbursement (both 31%). Possibly because larger fleets are often able to negotiate volume-related discounts on vehicles and fuel, this segment selected rental

vehicles, public transport and risk management as the areas with the greatest savings potential.

Trying to achieve savings on vehicles and fuel has been on the agenda for fleets over the last two decades. An important difference is that at the time of our survey, oil prices had already fallen a long way, thereby delivering, along with more fuel-efficient vehicles, significant fuel cost savings. Many companies have also successfully restrained vehicle costs in the last few years, thanks to a combination of Whole Life Cost policies, falling CO₂ emissions and the background of low interest rates.

Q. In which areas do you think savings can be made in relation to business travel and mobility?

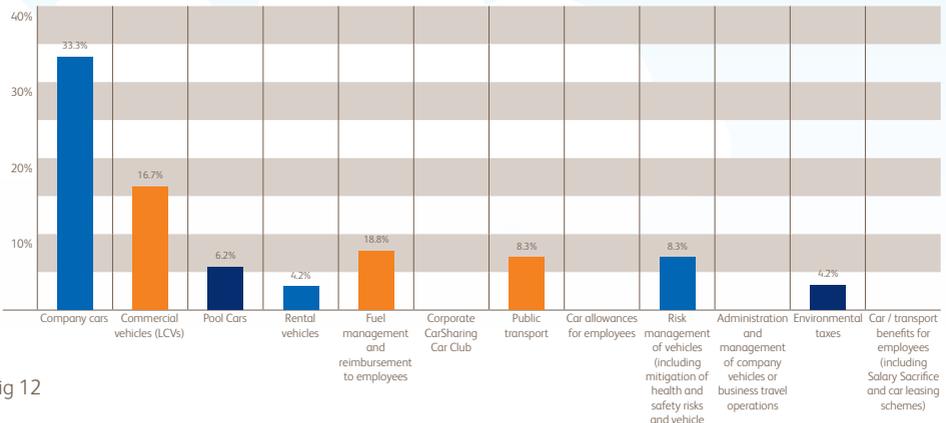
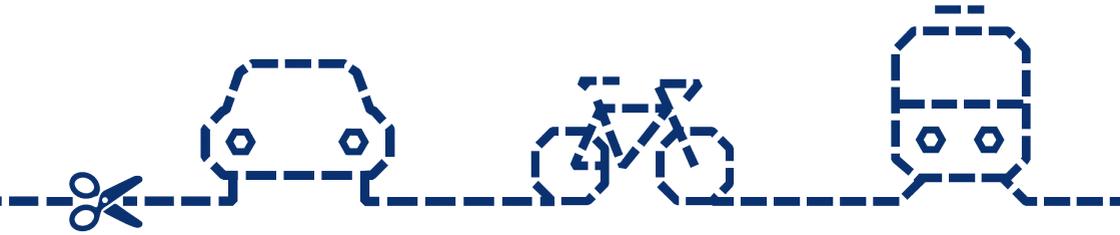


Fig 12



3. Conclusion

Business travel and mobility is changing. Individual vehicles (whether company cars, pool cars, grey fleet, etc.) – have served companies well for many decades. Indeed, fleet management is at its peak of sophistication in both technology and breadth of services offered to vehicle operators.

Nevertheless, the survey data indicates a degree of frustration with the current model, as well as a growing questioning of its ongoing suitability for the emerging, highly-connected, fluid, online, sharing-oriented economy.

There is a sense that conventional travel strategies are starting to go around in circles. Vehicle costs, fuel costs, environmental impacts, and the time/resources needed to manage them, are still the primary factors that shape policy. Yet many organisations

admit they find cars both expensive and difficult to manage satisfactorily. Fleet and other travel activity still tend to be treated separately, with responsibility for approving expenses dispersed around the business. This fragmentation is obstructing flexibility at a time when mobile devices, data and apps should be enabling employees to collaborate with each other over shared mobility resources more easily than ever.

Over the last few years, an alternative approach – the Business Mobility model – has started to emerge to leverage the opportunities offered by mobile data and connected vehicles as well as fitting the trend for high-tech collaboration which is often called ‘the sharing economy’. Nationally and globally, intelligent mobility is quickly becoming a multi-billion-pound industry. The UK’s Transport System, Catapult – the



body driving Britain's capability in intelligent mobility – anticipates that user-centric transport systems will soon be able to offer travellers the convenience and predictability of car ownership but for much less financial and environmental cost. Its research among 10,000 travellers, 100 companies and 50 experts has demonstrated widespread desire for such systems.

The fact that three-quarters of respondents in our survey still believe their current travel policies are too expensive, despite to a large extent, achieving savings on cars and fuel, suggests fresh solutions for employee mobility are needed sooner rather than later.

Businesses need to consider the types of vehicles, how they are used, options such as car sharing and more

importantly the individual needs of their employees.

The concept of the so-called Law of the Instrument – summed up by the saying *'if all you have is a hammer, everything looks like a nail'* – has a lot of relevance here. Fleet management techniques have been the best means of meeting most corporate travel needs for so long now that it takes a while to realise this may no longer be the case. Trying to get more of the same out of smaller fleet and travel budgets is increasingly difficult. It could even be counterproductive to attracting and retaining the next generation of workers. As a result, growing number of people and institutions now believe that the answer lies in Business Mobility.

4. What does Business Mobility from Alphabet look like?

The following example is hypothetical and is based on several Business Mobility solutions which we have implemented. The example highlights how a large UK-based IT company (we refer to as “Eurovex PLC”), with two regional offices, employing 2,000 people, are able to reduce their Total Cost of Mobility (TCM) by undertaking a 360° mobility

analysis of their Business Mobility needs and implementing the suggested improvements.

In addition to reducing Eurovex’s TCM by more than £2 million per year (-18.6%), the results also led an annual CO₂ saving of 74 tonnes (-27.6%).

Mobility segment	Review parameters	Changes applied	Outcomes
<p>Company Cars</p> <p>Eurovex has 1100 cars with job need and perk policies</p> 	<ul style="list-style-type: none"> - Fleet size - Average mileage and type of miles - Policy - Vehicle types - CO₂ emissions 	<ul style="list-style-type: none"> - Realign manufacturers - Optimise car policy - Introduce car share solution - Electrify 25% of company cars 	<p>TCM reduced from £7,310,000 to £6,570,000 p.a</p> <p>CO₂ reduced from 156 tonnes to 138 tonnes</p>
<p>Rental vehicles</p> <p>Eurovex uses rental vehicles for short term, needs based travel and ad-hoc requirements</p> 	<ul style="list-style-type: none"> - Number of vehicles - Average mileage and usage - Policy - Vehicle types - CO₂ emissions 	<ul style="list-style-type: none"> - Replace rental requirement with corporate car sharing - Realign manufacturers - Optimise car policy - Align rates to usage 	<p>TCM reduced from £81,870 to £40,184 p.a.</p> <p>CO₂ from 36 tonnes to 12 tonnes</p>
<p>Pool cars</p> <p>Pool cars reserved for customer visits, inter-site visits and airport pick-ups</p> 	<ul style="list-style-type: none"> - Number of cars - Number of users - Usage - Storage - Allocation - Movement - CO₂ emissions 	<ul style="list-style-type: none"> - Replace with corporate car sharing - Reduce storage - Optimise usage - Reduce vehicles - Minimise movement - Electrify where possible 	<p>TCM reduced from £40,600 p.a. to £17,120</p> <p>CO₂ from 23 tonnes to 19 tonnes</p>
<p>Fuel</p> <p>Employees reclaim their fuel through a number of different methods dependent on their grade level and preference</p> 	<ul style="list-style-type: none"> - Number of users - MPG - Payment method - Eligibility - Number of users - Usage - Average mileage and type of miles - CO₂ emissions 	<ul style="list-style-type: none"> - Optimise reclaim policy and reimbursement rates - Minimise tax cost - Audit mileages - Increase MPG of fleet by changing vehicle policy 	<p>TCM reduced from £1,284,000 to £841,000</p> <p>CO₂ from 58 tonnes to 32 tonnes</p>

Mobility segment	Review parameters	Changes applied	Outcomes
<p>Other travel</p> <p>A small amount of rail travel utilised on an ad hoc basis at the discretion of employees</p> 	<ul style="list-style-type: none"> - Average claim - Mileage - Typical journey - Frequency - Reason for travel - Tax implications - CO₂ emissions 	<ul style="list-style-type: none"> - Use AlphaCity for return journeys - Remove "double claiming" - Increase usage of public transport over taxis 	<p>TCM reduced from £29,600 p.a. to £19,600 p.a.</p> <p>CO₂ from 7 tonnes to 5 tonnes</p>
<p>Cash allowance</p> <p>A large number of employees take advantage of the cash allowance scheme</p> 	<ul style="list-style-type: none"> - Number of users - Allowance - Payment method - Policy and eligibility - Vehicle types - CO₂ emissions 	<ul style="list-style-type: none"> - Use cash allowance plan to optimise tax saving - Record and audit business mileage to offset against allowance - Remove "double claiming" 	<p>TCM reduced from £1,224,000 p.a. to £925,000 p.a.</p> <p>CO₂ from 5 tonnes to 48 tonnes</p>
<p>Risk</p> <p>Accident costs are unusually high with a higher than average accident rate</p> 	<ul style="list-style-type: none"> - Number of users - Types of accidents - Licence checks - Training - Eligibility - Frequency of accidents - Average repair cost 	<ul style="list-style-type: none"> - Use Driver Risk Management to bundle and reduce cost of individual schemes - Reduce common "at fault" incidents through training - Reduce insurance cost with proactive risk policy 	<p>TCM reduced from £287,000 p.a. to £187,000 p.a.</p> <p>CO₂ 0 (no change)</p>
<p>Employee benefits</p> <p>Eurovex have a dealer-based affinity scheme in place</p> 	<ul style="list-style-type: none"> - Policy and eligibility - Taxation - Cost - Take up - CO₂ emissions 	<ul style="list-style-type: none"> - Salary sacrifice scheme to non-eligible employees - Affinity scheme to cash allowance-takers - AlphaRent solution to all employees 	<p>TCM reduced from £15,000 p.a. to £12,000 p.a.</p> <p>CO₂ from 14 tonnes to 11 tonnes</p>
<p>Conclusion</p> <p>A total mobility solution</p> <ul style="list-style-type: none"> - Conversion of 25% of fleet to electric mobility - Pool and rental vehicles replaced with AlphaCity Corporate CarSharing scheme – your own Businesses Car Club - Rationalisation of cash allowance and employee benefits - Implementation of new fuel card scheme - Employee benefit schemes implemented to encourage take up of new efficient vehicles 			<p>TCM reduced from £10,883,760 to £8,861,342.</p> <p>SAVING £2,022,418</p> <p>CO₂ reduced from 268 tonnes to 194 tonnes.</p> <p>SAVING 74 tonnes</p>

At Alphabet it's our role to make Business Mobility easy and convenient for our Customers and to advise them of the most appropriate solution to meet their mobility requirements. We work with mobility users, Fleet and Travel Managers, Procurement, HR, Operations and Finance etc., to understand all of their individual mobility requirements rather than offering the "one size fits all" approach.

Talk to us today to help you save time, money whilst transforming the way you think about mobility and drive the future of your business.

Find out more

Visit www.alphabet.co.uk

Call us 0370 50 50 100

Email us at alphabet@alphabet.co.uk



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