

## **TCOPlus makes anniversary offer to international fleet managers**

To mark its first anniversary within the TÜV SÜD Auto Service Fleet Business Unit, TCOPlus is making a special birthday offer to international fleet decision makers to help them in their decision making and bring greater transparency to the management of their fleets.

To commemorate the anniversary, TCOPlus is making its new generation GreenCube 2020 available free of charge for 12 months to any fleet operator which signs up to take the global fleet reporting solution, FleetCube, before the end of September this year.

The Fleet Business Unit was created one year ago with the acquisition of fleet tool development specialist, TCOPlus, the global market-leaders in consolidated fleet reporting and TCO forecast solutions, and its sister company, international fleet consultancy, FleetVision, both based in Belgium.

They now operate within the unit alongside Fleet Logistics, TÜV SÜD's European market-leading fleet management provider.

The anniversary offer is linked to the landmark year, 2020, when the EU's next CO2 benchmark of 95g/km needs to be reached by all European car manufacturers as an average measurement across their entire model range.

In recognition of this, TCOPlus has now developed a new version of its award-winning CO2 measurement solution, GreenCube, called GreenCube2020. This latest solution allows fleet operators to model a host of 'what if' scenarios to ensure that their fleets comply in plenty of time with the 2020 CO2 benchmark.

Once, this might have been achievable through the exclusive use of the latest generation of diesel cars.

But concerns about the suitability of diesels for urban areas because of the toxic mix of pollutants they produce and their political correctness, have meant that petrol engines and alternative power trains, including hybrids and electric vehicles, now need to be taken into consideration to find the optimum model mix.

The latest version of GreenCube allows fleet decision makers to do just that and assess the business case for a future fleet strategy based around CO2 reduction, looking at a host of variables including the impact on TCO.

It also provides a unique view of the effect on taxation of switching the fleet to low carbon dioxide models or alternative power trains, and assesses how many of each, including hybrids and EVs, may be required to reach the 95g/km limit across the corporate fleet.

The anniversary offer is linked to FleetCube, TCOPlus' mainstream tool for global data consolidation and reporting that has been used by international fleet managers around the world to gain greater clarity and insight into the make-up of their fleets.

The composition of an international fleet may involve a number of different countries, a host of separate business units and legal entities, and an assortment of different suppliers. Achieving transparency across such a diverse fleet operation in its entirety can be a challenging and demanding task, far beyond the reach of simple spreadsheets.

FleetCube, however, turns the complex into the straightforward, following the input of all relevant fleet data on an international or even global basis.

Once uploaded into FleetCube, the outcome can then be sliced and diced into whatever segments the fleet decision maker requires, so that inter-country or even inter-continent fleet comparisons are simple and without huge amounts of effort.

The information makes, for example, negotiations with vehicle manufacturers over issues such as volume rebates and bonuses far more straightforward and with far greater transparency than was previously achievable, as well as helping achieve efficiencies in acquisition costs.

TCOPlus director, Bart Vanham, said: "The return on investment from the use of GreenCube 2020 will more than pay for the use of the FleetCube global reporting tool for 12 months for the typical international fleet."

Hans Damen, co-director of TCOPlus, added: "FleetCube in its own right is extremely valuable for the international fleet decision maker. In a marketplace where globalisation is more and more apparent, understanding where your fleet is in meeting your KPI's becomes more complex with multiple suppliers, supply chains, regions, countries, divisions and legal entities. Your data is scattered to say the least.

"FleetCube allows international fleet decision makers to gain insight into their consolidated international fleet data and information in a few mouse clicks, providing immediate insight into fleet performance and programme compliance while bringing unmatched global fleet intelligence and translating identified trends into transparent and clear cut actionable strategic decisions and execution," he said.

If you require any further information or advice on the above, please call :

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