

Expense Reduction Analysts Fleet Testimonial: BT

CLIENT:	BT Fleet Solutions
SECTOR:	Management
COST CATEGORIES:	Fleet Cost Management

BT Fleet Solutions, the specialist fleet management business of the BT Group, appointed ERA Fleet Cost Management to join their working group to review the internal BT management car fleet.

THE CHALLENGE

The project included an in depth review of the existing policies and processes involved in the provision of management grade company cars including manufacturers and pricing strategies.

ERA Fleet Cost Management provided significant discount improvements across a wide range of manufacturers, together with a substantial increase in the operational efficiencies regarding the provision of the company car fleet.



"ERA was engaged to assist the internal review of the company car fleet to reinvigorate the company car scheme and provide an improved defined benefit for our core management grade employees. Their interaction challenged existing practices and delivered substantial improvements in both costs and processes that has resulted in a much enhanced car scheme."

DUNCAN WEBB,
COMMERCIAL DIRECTOR, BT FLEET SOLUTIONS