

YOUR FLEET LEASING SOLUTION



Agnew Leasing
Leasing for Everyone

5 REASONS TO CHOOSE AGNEW LEASING

I **PROFESSIONAL** service tailored to your business requirements

II Reduce your fleet costs with our **COMPETITIVE** funding solutions

III **EFFICIENT** processes to ensure quick turnaround on issues or queries

IV Exclusive access to our award-winning **INNOVATIVE** fleet management system

V **BESPOKE** fleet management tailored to your own needs.

OUR MISSION

Quality Service for your Fleet Needs

Agnew Leasing is the leading Contract Hire and Leasing Company in Northern Ireland. With over 25 years of industry experience and part of the UK's largest motor retailer Sytner Group.

We can source any make and model of vehicle, both passenger cars and light commercials. Whether you are a private individual, a small/medium size enterprise, or a global organisation, we have numerous vehicle/funding options available to you. At Agnew Leasing, we believe in a professional automotive leasing experience for our customers, ensuring a tailored service and an expert approach to fleet management.

Our customers each have a dedicated Account Manager who assists them in selecting the most efficient and reliable vehicle at a competitive price. We will do everything possible to ensure that our customers' expectations are not only met but exceeded.

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We offer all our business customers exclusive access to our advanced, in-house Fleet Management system, AFM. This online system allows our customers to have full visibility of their fleets' operations, covering key aspects such as mileage, maintenance, fuel, and vehicle tracking.

Our latest survey identified 95% of our customers agreed that AFM is a central to their business operations. AFM is designed and developed to be completely engaging whilst ensuring an effortless fleet management experience.

We can also offer additional services such as Whole Life Cost analysis, using state-of-the-art Deloitte software. We will continue to invest heavily into technological advances and creative solutions to ensure your business has the most modern and practical automotive capability.

Professional competitive, efficient, innovative, and bespoke. It's what we do best.

AGNEW FLEET MANAGER

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Investing in technology has kept us ahead of the competition. With an ever-growing emphasis on digital progression, we have identified, developed, and maintained a fleet software tool that allows our customers to control their fleet more effectively and to simplify the fleet management experience.

DASHBOARD

The innovative ethos of Agnew Fleet Manager (AFM) is designed around a 'Dashboard' homepage. Homepage exception reporting means you're immediately alerted to what needs to be actioned, instantly and easily, while 3-click control simplifies administration into the simplest, fastest possible process.

FLEET LIST (CARS/VANS)

Your entire fleet can be viewed with one click.

Automatically shows vehicles details, CO₂, P11d values, rental and maintenance. This includes all cars and vans irrespective of provider and type of funding.

All records can be easily viewed, filtered and exported as required to give you greater control.

DRIVER RECORDS

Add every driver in your business. Recording driving licence numbers, email addresses, mobile numbers, DOB and fuel card numbers. AFM allows you to manage and communicate with your drivers easily.

MILEAGE

AFM allows you to send SMS messages to drivers for FREE! Mileage updates can be sent, service reminders and announcements. AFM will let you view current and projected mileages on per vehicle basis.

FUEL

You can import your fuel spend on a monthly basis and easily view or report as required. AFM will automatically show potential fuel spend issues which could save you time and money again meaning it easy to manage your fuel queries by exception.

SERVICE

AFM will also give you full access to the vehicle service records carried out at franchised dealers and online service booking is also available. A dynamic service scheduler that alerts you of lapsed services allowing you to remind drivers when required.

ACCIDENT MANAGEMENT AND TRACKING

AFM provides you with up-to-date accident management data with a fully integrated system with all the key data securely stored and visible when required. We can also facilitate a fully integrated tracking solution in conjunction with Tom Tom Fleet. This will also provide a daily mileage feed giving increased accuracy for your tracked vehicles.

REPORTS

AFM provides you with a suite of reports covering all aspects of your fleet. These can easily be run on demand or scheduled to be provided monthly by email.

There are reports available covering costs, fuel, vehicles, drivers, and an audit function.

A dedicated system specialist is on-hand to provide you with expert advice and to take you through the process of the initial setup, right through to the aftercare and maintenance of AFM.

For a live demonstration of AFM please call us on 028 9038 6600 or email david.mcewen@agnews.co.uk



FINANCE OPTIONS

Meeting each client's unique needs

Whether you are a private individual or a business customer seeking to obtain finance for a vehicle(s), we have several finance options available to you.

CONTRACT HIRE:

Contract Hire is a form of vehicle leasing used by a business over a set period, normally 2 to 4 years, with a fixed monthly rental. Our preferred method of funding, Contract Hire is extremely cost effective, particularly when operating a fleet of vehicles. It provides customers with a single monthly outlay which can include full maintenance/service costs, replacement tyres, road fund licence and, during major repairs, an alternative vehicle will be made available.

HIRE PURCHASE:

Hire Purchase is the traditional method of financing a vehicle, with the vehicle becoming the property of the customer at the end of the period. The monthly payment is determined by the size of deposit, the period of the contract, and the sale price of the vehicle.

OUTRIGHT PURCHASE:

Outright Purchase is a full upfront payment for a vehicle. Responsibility for Fleet Management can be controlled internally, or, for a small monthly fee, Agnew Leasing can ensure that all maintenance work is completed.

FINANCE LEASE:

As a part of finance lease agreement, you can choose to pay the entire cost of the vehicle, including interest charges, over an agreed period. Alternatively, you can opt to pay lower monthly payment based on the anticipated resale value of the vehicle (otherwise known as the 'balloon payment'). Throughout the agreement, the vehicle remains the property of Agnew Leasing.

PERSONAL CONTRACT HIRE:

Personal Contract Hire is a cost-effective means for a private individual to fund and maintain the vehicle of their choice. It consists of an upfront payment followed by regular monthly payments over a fixed period of time.

SALE AND LEASEBACK:

Agnew Leasing will buy your existing vehicle(s) at market price and lease them back to you at a fixed monthly payment. There are numerous advantages to this including improved cashflow, accurate budgeting, reduced administration, and tackling depreciation.

Choosing the best funding method can sometimes be challenging. At Agnew Leasing, we offer a full consultation with each client, reviewing their individual requirements to create bespoke reports based on Whole Life Cost analysis to ensure all calculations are cost-effective, obtainable, and beneficial.

For more information on Finance Options
call us on **028 9038 6600**

FLEET MANAGEMENT

Your fleet in our hands

For those customers who do not require a funding solution, you could still benefit from our Fleet Management services.

At Agnew Leasing, we understand that some companies choose to fund their fleet using outright purchase. Purchasing your fleet outright may be a viable option, however, operating a large fleet can still be difficult. Managing your fleet to ensure all vehicles are legally roadworthy can be time consuming and costly, and often paper documentation can get lost or forgotten.

We'll manage your fleet, while you manage your business.

With Agnew Leasing Fleet Management services, we can handle all your tedious, daily tasks, so you can focus on your business. Taking the hassle out of managing your fleet, we will take care of parking fines and MOT arrangements, as well as providing 24hr accident and breakdown services.

For a small monthly fee, you will receive full support from our dedicated fleet coordinators, providing a cost-effective method to ensure your fleet meets all regulatory standards.

"We have used Agnew Leasing for our Fleet Management for a number of years and have benefited from an excellent service level. We have found their staff and technology to be efficient and this in turn has led to cost savings for our business. We would be happy to recommend Agnew Leasing to any other business."

*Christine Chitty – Finance & Administration
Director at Geberit Sales Ltd.*

Fleet Management Benefits:

- Reduced administration duties
- 24hr Driver Helpline
- Parking Fine and Fixed Penalty Administration
- MOT/PSV Arrangements
- Vehicle Taxing administration
- Discounted prices on servicing, parts, and tyres
- 30 days credit
- 24hr Breakdown service
- 24hr Accident Management
- Rental Vehicle (if necessary)
- Management of Service Work spent
- Monthly Invoicing
- 1link is recognised at all certified dealerships
- Online maintenance booking available
- All 1link maintenance jobs are invoiced directly to Agnew Leasing

For more information on
Fleet Management call us
on **028 9038 6600**



WHOLE LIFE COSTS

A true understanding of fleet costs

CHOOSING YOUR FLEET

Many companies use either purchase price or monthly rental cost as the central criteria when acquiring vehicles. However, when considering the other costs of running a fleet such as servicing, maintenance, fuel spend, etc., the monthly costs may not fully reflect the true costs over the lifetime of the vehicle.

STATE-OF-THE-ART FLEET ANALYSIS SOFTWARE

We utilise market leading fleet analysis software from Deloitte. This software treats companies and employees as individual entities to provide the optimum solution every time, whatever the situation. The software facilitates the ability to utilise a financial model known as Whole Life Cost (WLC). WLC is the term given to the overall cost for your fleet vehicles over the term of leasing or ownership.

BUILDING YOUR IDEAL FLEET

Using information specific to your company, Agnew Leasing will build a model showing accurate WLC's. This software will then illustrate a graphical output and report summary showing the optimum vehicle selection for your company. Agnew Leasing will then draw up recommendations for tackling your existing vehicle costs, improving efficiency, and achieving green objectives.

The importance of Whole Life Cost analysis:

- A true indication of fleet costs: WLC can be used to determine the most cost effective vehicle(s) and appropriate funding methods.
- Control of your bottom-line spending allows for better forecasts and budgeting.
- Economical fleet of vehicles: CO₂ emission values are highlighted, with values over 50g/km considerably affecting costs. This influences decision makers to select vehicles which have lower CO₂ emissions.
- Increased staff motivation: enhanced banding of vehicles without additional costs.
- Consistent approach: vehicle choice lists are easy to maintain.

Whole Life Cost takes into consideration:

- Monthly rental and CO₂ emissions
- Funding costs
- Running costs
- Maintenance
- Insurance
- Corporation tax rate
- Residual value
- WACC rate (Weighted Average Cost of Capital)
- Employer's National Insurance (NI)
- VAT
- Fuel reimbursement
- Private and business mileage split
- Depreciation over the term

For more information on Whole Life Cost call us on **028 9038 6600**

EV CONSULTANCY

Electrifying your fleet

For many fleet managers and businesses, the thought is how rather than when to transition their internal combustion engine fleet to an electric vehicle fleet. There are many reasons to convert to EVs, most notably saving money, decreasing your carbon footprint, and attracting and retaining employees.

Agnew Leasing have the tools and experience to help you find EVs that suit your business

Whether you are planning to electrify some of or all your fleet, Agnew Leasing have the tools and experience to help you find EVs that suit your business and create a model that shows accurate Whole Life Costs to support your business in managing this process and helping to achieve your sustainability objectives.

Some key factors to consider are;

- While EV's may have increased monthly costs they can have significantly lower whole life costs when corporation tax offset and Class 1A NIC savings are accounted for.
- Clearly Driver Benefit in Kind (BIK) costs are significantly lower with EV's so including these can be a recruitment, retention, and reward tool for your business.
- New model EV battery ranges are improving meaning they may now become more suitable for your fleet compared to previous models.
- How your employees are reimbursed for business mileage can have a significant impact on your true costs.
- Offering a properly costed EV car scheme can be more cost effective for both company and employee compared to a cash allowance solution in some cases.

For more information on how Agnew Leasing can help your business please contact David McEwen our Head of Business Development on **028 9038 6600** or email david.mcewen@agnews.co.uk



24HR ACCIDENT MANAGEMENT

On hand at every moment

SUPPORT WHEN YOU NEED IT MOST

In the unfortunate event that you are involved in an accident or suffer loss or damage to your vehicle, call our dedicated 24hr Accident Management number 028 9038 6606 and we will be on hand to provide you with expert advice.

REPORT INCIDENTS USING OUR DRIVER PORTAL

Capturing as much information as possible at the scene of an accident is important when submitting your insurance claim. With Agnew Leasing Driver Portal, our drivers can log in and submit a 'report accident form' within minutes. Using this mobile service, information such as incident description, damage caused to vehicle(s), third party information, witness contact details, and photographs of vehicles(s) damage can be submitted to our Accident Management specialists within a few clicks.

GETTING YOU BACK ON THE ROAD

Our specialist Team is on hand 24 hours a day, 7 days a week. Our expertise will save you the time, effort, and worry. We'll talk you through what happens next, step-by-step, and we can take care of all the administration and hassle.

24HR CLAIMS REPORTING

Our online system, Agnew Fleet Manager (AFM) details at every stage of the incident, keeping you up to date throughout the entire claim(s) process. As AFM uses 'real-time online', full incident details can be viewed 24hrs a day.

TRUST US TO TAKE CARE OF EVERYTHING

We understand insurance policies, we know how to manage insurance claims, the mechanisms, and the processing timescales involved.

We will:

- Act as a single point of contact between your brokers, insurers, and repairers to ensure a speedy resolution
- Co-ordinate roadside vehicle recovery
- Organise and supply a replacement vehicle (if appropriate)
- Conduct an investigation into how the accident occurred
- Generate an accident liability assessment
- Notify any loss to insurers
- Recommend repairers and suppliers
- Arrange, manage, and monitor vehicle repairs
- Recover all of the accident costs directly from the third party (if third party is liable)

For more information on
24hr Accident Management
call us on **028 9038 6600**

VEHICLE TRACKING

Agnew Leasing works in partnership with TOMTOM, via their reseller Fleet Simplicity. TOMTOM Telematics is one of the world's leading telematics solution providers with more than 500,000 subscriptions worldwide.

With Agnew Fleet Manager (AFM) and TOMTOM telematics integrated onto one system, AFM is truly a one stop portal for managing your fleet. The use of vehicle telematics and vehicle tracking technology can deliver many opportunities to increase the efficiency and accountability of your organisation. Implementing this technology can lead to increased productivity, reduced operational costs, improved customer service, and enhanced security for both driver and vehicle.

"Agnew Leasing have demonstrated their capacity to respond to customers total fleet requirements by providing a solution which increases fuel efficiency, eliminates paperwork, and helps to keep drivers safer on the road – quite simply a Fleet Manager's dream! Fleet Simplicity have worked very closely with the Agnew Leasing team to integrate TOMTOM Business solutions with Agnew Fleet Manager to create a complete end to end Fleet Management System."

Harry Girvan – Director of Fleet Simplicity

Managing a vehicle fitted with a tracking device is fully automatic. Data from a tracked vehicle automatically populates onto AFM overnight, enabling you to be up to date every day.

- Accurate mileage recordings
- Reduce fuel costs and fuel theft
- Promote safer driving
- Improve efficiency
- Monitor productivity
- Know the precise location of all your vehicles

Generate reports on:

- Idle time
- Speeding
- Journey times
- Driver expenses
- Out of hours
- Proximity



AFFINITY 21 CAR SCHEME

WHAT IS THE AFFINITY CAR SCHEME?

Agnew Leasing's Affinity Car Scheme has been designed to enable companies and organisations across the UK to offer their employees/members a secure, online quotation system to help them find their perfect car.

Created as an added benefit for employees, the quotation system will enable users to select their make and model of vehicle and establish monthly costs that suit their budget by adjusting deposit, term, and mileage per annum on the selected vehicle.

Users benefit from additional manufacturer support, over and above normal levels, making rentals extremely competitive in the marketplace. At the end of the contract, customers hand their vehicle back, without any hassle or concerns over depreciation.

HOW DOES IT WORK?

Simply choose your vehicle and rental options, place an order for the vehicle, and secure finance approval by submitting a finance proposal. With a fully secure site, your details will be safe and protected. The finance documents will be sent to you electronically and we will be on hand to liaise with you regarding vehicle delivery, when the time comes. At the end of the contract, simply hand your vehicle back, without any hassle or concerns over depreciation.

Users can generate an unlimited number of quotes, to make sure you find the perfect solution to suit your needs.



For more information on the Affinity Car Scheme call us on **028 9038 6600**

Benefits for the employee

- Configure and order car online
- Secure platform
- Flexible deposit, term and mileage
- Automated finance decision
- Full maintenance (optional)
- Road Tax (RFL) included for contract term
- Accident management
- Breakdown recovery
- Enhanced support terms – exclusive special offers/discounts

PERSONAL CONTRACT HIRE

A cost effective method for a private individual

- **Cost Effective**
The monthly instalments for a Personal Contract Hire agreement will generally be lower than those of a personal loan.
- **Optional Maintenance Packages**
Personal Contract Hire deals can include maintenance packages for a small monthly fee. This means that you don't have to worry about the general upkeep of the vehicle.
- **Fixed Payment**
One payment will be deducted monthly, allowing you to budget effectively.
- **Low Initial Payment**
Adjust the initial rental (deposit) amount to suit you.
- **No Depreciation Concerns**
At the end of the agreement the vehicle is returned to Agnew Leasing, removing any risk associated with depreciation.

DEDICATED SUPPORT TEAM

Should you require any assistance, we will be on hand throughout the entire process. You can get in touch via the 'Contact Us' section of the website or call **028 9038 6600** to speak to a member of staff.

POSITIVE FEEDBACK

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'We have been using Agnew Leasing for over 12 years where they have continued to offer us an excellent service for both our Car and LCV fleets. They have always provided us with competitive contract hire rentals and our drivers find their staff a pleasure to deal with'

Stephen McConnell

*Operations & HR Director
Atlas World*

'We have dealt with Agnew Leasing for several years, and they continue to manage our fleet successfully. We have developed a great working partnership with all the Agnew Leasing staff involved in managing our fleet. They have a good understanding of our requirements, fantastic attention to detail and respond to any queries in a timely manner.'

Pat Freeman

*Divisional Managing Director
Kingspan Water & Energy*

'Agnew Leasing have been our sole fleet provider for several years and in that time have successfully assisted us with managing our fleet operations and helped us to manage our costs. We have also been able to introduce alternative fuel types and give drivers suitable choices.'

Arthur Richmond

*Chief Operating & Financial Officer
SHS Group*

'Agnew Leasing have introduced us to the principle of properly calculated whole life costs which have in turn allowed us to have a consistent approach to our vehicle procurement. It also facilitated the integration of Electric Vehicles into our fleet which is a key element in our overall group sustainability agenda.'

Jonathan Hall

Director at GRAHAM



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028 9038 6600 agnewleasing.com