

Sector Focus:  
**Wholesale/Retail**

# Wolseley Case Study

---



# Introduction

**Wolseley are a leading plumbing, heating and cooling trade specialist merchant in the UK and partnered with Nexus in early 2020 following a 12-month procurement consultation.**

With over 600 UK locations Wolseley required a vehicle rental partner with true nationwide reach. Much of Wolseley's rental use is to replace its own vehicles that are off the road, often unplanned, and Wolseley sought a supplier best equipped to react quickly to minimize any impact on their operations.

Wolseley require access to all types of rental vehicles including cars, light commercial vehicles and specialist HGVs and selected Nexus due to having the UK's largest rental supply chain with access to over 550, 000 vehicles and help maintain their fleet requirements when other vehicles are off the road or they need extra support.

Issues Wolseley were facing:

**MULTIPLE SUPPLIERS**

**MULTIPLE CONTACTS**

**MULTIPLE PROCESSES**

causing pain resulting in lack of visibility and an inefficient rental administration





“

WOLSELEY HAVE BENEFITED  
FROM SIGNIFICANT SAVINGS  
ON RENTAL COSTS AND A  
REDUCTION IN CENTRAL  
ADMINISTRATION.

”

Lewis Newton,  
Transport &  
Planning Manager



# Building a Partnership

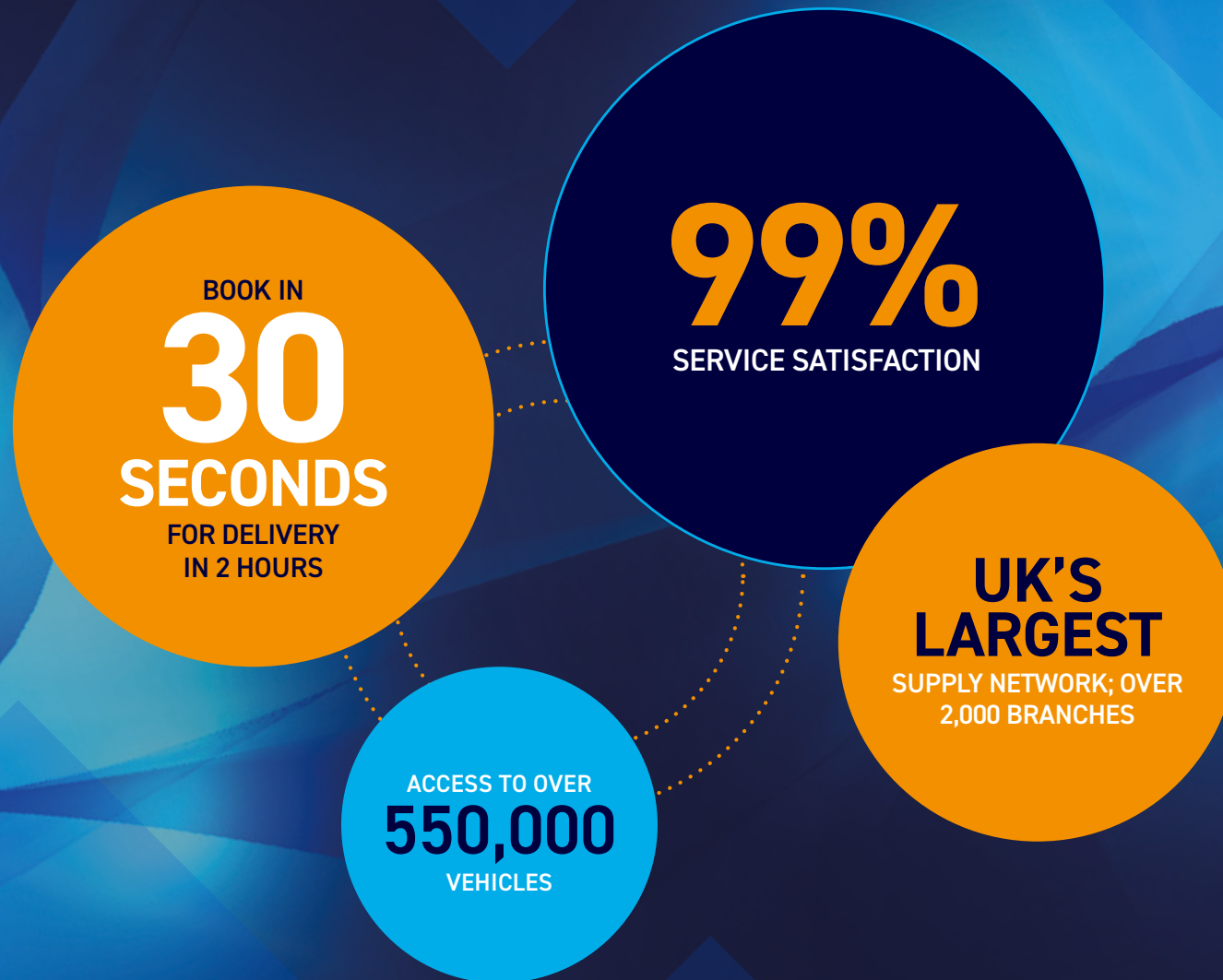
Partnering with Nexus has enabled Wolseley to consolidate rental supply to a single source, saving valuable time and resource and Nexus' IRIS rental management platform was developed to provide self-service access to vehicles with a robust authorisation process to Wolseley's required spec. The IRIS platform has also improved access to, and quality of management information, data and reports.

Since implementing Nexus as its sole supplier of vehicle rental, Wolseley have benefited from significant savings on rental costs and a reduction in central administration has been enabled through the self-service access.

Nexus' flexibility in working with Wolseley's other third-party suppliers has enabled Wolseley to benefit from a total solution without the requirement for additional resource.



# About Nexus



# We look forward to working with you

---

**Get in Touch:**

[customerenquiry@nexusrental.co.uk](mailto:customerenquiry@nexusrental.co.uk)

[www.nexusrental.co.uk](http://www.nexusrental.co.uk)

