

POWERING FINANCIAL SAVINGS

When it comes to fleet costs businesses can be subject to an assortment of variable external factors – volatile fuel prices and upward trending duties, company car tax rises, salary sacrifice changes, potholes, delays, congestion and Brexit fallout to name a few.

Nexus understands these issues and constantly does all it can to drive down your expenditure across the board, devising new routes to financial savings and certainty.

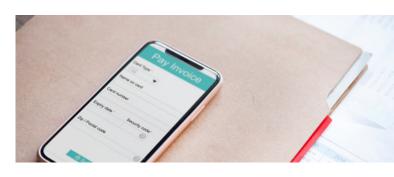


Indeed, our core proposition is to be more than just a rental provider, also acting as a trusted advisor to our clients, offering consultancy on how to always make rental bookings more efficient and cost effective. This is key to our mission to transform the corporate vehicle rental industry as it evolves from ownership to usership, just as Uber has revolutionised taxi services.

As the UK's leading tech-driven business mobility provider, we bring vital support to fleets of all sizes by giving them access to the UK's largest vehicle supply chain - with unrivalled choice, competitive pricing and top service thresholds.

Our revolutionary dedicated online booking and management platform, **IRIS**, makes quick work of all types of cars, commercial and specialist vehicles, connecting business customers to **more than 550,000 models from over 2,000 locations nationwide**.

Any vehicle can be booked in seconds using IRIS - **90%** of bookings require zero human interaction - and are delivered in hours. We offer short, medium and long-term hire, providing total freedom on rental periods of a day upwards - allowing vehicle return at any time, so customers enjoy a uniquely flexible mobility experience.







DID YOU KNOW

Our service delivers cost savings up to 20% lower than the industry average?

- Nexus saves its customers at least £400 for every damage claim it rejects, and currently knocks back 30% of all claims automatically
- Nexus saves fleet managers up to 20% on the industry norm through a streamlined account management/automated booking process
- We can help businesses save an average 56% on fuel purchases in a single year. This equals more than £9m in savings for Nexus clients









'MI IRIS'

for heightened customer vision

We are constantly developing and updating our technology to improve your user experience and drive cost efficiencies for your fleet. Our pioneering **Management Information (MI)** suite sits within the IRIS portal delivering streamlined, intuitive reporting that identifies key trends, supports efficiency and enables clients to make fantastic savings on their rental expenditure by identifying inefficiencies in the process.

Our comprehensive system **virtually eliminates errors** in the booking and invoicing process (fewer than 1%), thus removing complaints admin – and its time/finance costs - for even greater customer satisfaction.

MI works by giving customers access to bespoke data. A unique interactive dashboard shows them a snapshot of their Nexus account and rental profile, all rendered in easy-to-interpret data – displayed in graphs and charts that represent actual rental information. This world-leading software also makes it easier for fleets to pick out incident trends and address them, for maximum insurance cost savings.

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Crucially, all figures can be readily compared to previous periods, identifying trends and highlighting variances. They can be filtered by cost centres and data ranges to give every customer the **exact information** and insight they are looking for.

For example, MI readily highlights a fleet's number of out-of-hours and one-way rentals to **lower avoidable outlay**. It also identifies individual driver behaviours – pinpointing those who clock up more parking fines, traffic offences and accident claims than others, so that these **costly, risky behaviours can be tackled.**

As well as cutting damage claims and insurance spend, all of this reduces the chances of expensive legal action, the high price of reputational damage, as well as costly loss and replacement of key staff members through driving bans or injuries.







On a day-to-day level, the MI system **prompts fleet** managers whenever they can save money.

For instance, it reminds them, via text and email, when a rental period is coming to an end and to return vehicles fully fuelled to avoid an overspend. By refuelling at the end of the contract, paying pump prices instead of charges to the rental supplier, businesses can save an average **56%** on fuel purchases in a single year. This equals more than **£9m in savings** for Nexus clients.

We also alert customers when any vehicles are unused and might be returned if unneeded, slashing unnecessary rental fees.

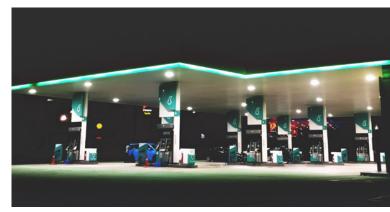
The Nexus Account Management team constantly reviews client accounts and provides advice on ways to **make rental spend go further.**

They include, switching to smaller vehicles; advising rental bookings are made within business hours (8am-6pm) to avoid out of hours charges; and reviewing whether a company making a new booking could save money by simply retaining an existing rental for longer.

Measured by the number of customer service issues raised, Nexus has a booking satisfaction rate of 99% - three times the industry average – saving customers both time and money.

We have also produced guides on driving safely and avoiding fines recently. They provide top tips for preventing accidents, speeding and other motoring offences and parking penalties, slashing all of the attendant costs they bring.









ACCIDENTS WILL HAPPEN... and when they do...

Damage claims on rental vehicles are costly for businesses, with the largest online car repairs site, WhoCanFixMyCar.com, reporting a 29% increase in the average cost of repairs over the last three years. This is a key area where Nexus' expertise adds further value for its customers. All damage claim invoices, reports and images are uploaded to IRIS by the rental supplier and then reviewed by the Nexus team before being forwarded to the customer.

As a result, Nexus closes or 'knocks back' damage claims to cut its customers' costs.



Knocking back for massive savings...

Through this system, Nexus saved one of its biggest clients more than £350,000 in 2017, by rejecting 30% of all damage claims.

Unlike many flexi-rental and mini-lease offerings, we provide a replacement vehicle as standard in case of an accident. The IRIS software sorts out delivery of a like-for-like vehicle within two hours as part of our flexible accident management, minimizing costly downtime when the original rental incurs damage for any reason.

In addition, we use Thatcham Research methodology, which ensures the most economical and safest repairs to return damaged vehicles to the road with the minimum of fuss and expense.



Nexus has a 56-day SLA to respond to DART changes – and chases clients up after seven days if they haven't responded.





TUSKER SCOOPS ELEPHANT-SIZE COST SAVINGS WITH NEXUS

Leading UK car benefit company, Tusker, has achieved huge cost efficiencies from streamlined operations and enhanced its vehicle rental supply for customers at the same time through Nexus.

Tusker began reviewing operating efficiencies in October 2017. At the time, they worked with multiple rental suppliers, requiring two managers to handle responsibility for ensuring vehicle delivery and maintenance. Today, Tusker delivers all customers' rental requirements solely via Nexus, by white labelling our trailblazing IRIS online rental management suite. As a result, they have been able to redeploy their management resources, saving the business around £50,000 per year.

With the unique mobility system, Tusker clients can now book vehicles, extend agreements and review their business requirements. From full billing data and real-time management information, to customer service, fines and damage management, we provide Tusker and their clients with everything they need to manage their hires effectively. IRIS can be pre-set with any company's booking rules, helping Tusker's fleet managers control their costs as well.

We have many more exciting money saving systems, practices and devices on the horizon, so keep up-to-date by staying in touch with your Nexus account manager or check the news section at nexusrental.co.uk









To find out more on how Nexus can help you to save costs, get in touch:

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