

Managing Work-Related Road Safety



**I'M A PROCUREMENT
DIRECTOR**

What's in it for me?

... My objective when choosing a supplier is to ensure my company receives value for money.



Engage



Encourage



Support



Improve

FSGB Driver Management is a fully integrated, continuous learning driver support and development programme.

Value for money

► **Fleet represents a major investment in our business. It is impacted by a variety of variable costs, all of which need to be explained clearly at the beginning of a partnership.** Working with my fleet manager to understand the challenges of operating a vehicle fleet enabled me to support the choice of FSGB Driver Management as the programme to implement. The ability to identify and reduce costs, whilst at the same time address all areas of driver support and wellbeing, set the programme apart from others in the industry.

It is a genuine, value for money product.

Delivering the promise

► **My experience has shown me over many years that whilst price for a product or service has a part to play, it is the ability to deliver, on a consistent basis, which must also receive serious consideration.**

I have been very impressed with the commitment and capability demonstrated by the team behind FSGB Driver Management. The fact that all services are delivered from under one roof and importantly the technology to support the programme has been comprehensively designed by the in-house team, played a significant part in my decision to award the contract.

Experience and reputation

► **All too often organisations present themselves as being experienced and capable. This misleading representation can result in serious problems both operationally and financially.** By applying a number of tests gained over many years of procurement experience, I was able to determine the management team for FSGB Driver Management knew exactly what they were talking about. It was clear from meeting the award-winning company and discovering their industry recognised reputation, that a working partnership together would be mutually beneficial.



Managing the budget

► **Because fleet in its entirety consists of so many variable costs, the opportunity to increase costs and charges is considerable.** My major challenge when considering a supplier submission before awarding a contract, is how can I be sure of the numbers being quoted. When looking in detail at the submission by FSGB Driver Management, I was impressed with the way all costs and charges were clearly set out in the proposal. The supporting description provided all the necessary assurances that everything was exposed. This, without doubt, influenced my decision.

Working partnership

► **Building a working partnership is an easy statement to make but what does it mean and importantly, how will it develop?** As Procurement Director, it is my responsibility to advise the fleet team about the viability of any possible partnerships. Looking at the submission of FSGB Driver Management it became clear that transparency of data was a major feature. Updates, reviews, reminders, prompts, etc. all indicated to me, that once implemented, the FSGB Driver Management programme would provide all the necessary motivation to keep everyone on their toes.

There is simply no hiding place, the data tells a story and the results are predictable.



► **Choosing the right supplier is not a black and white decision. Costs play an important part, but trusting the supplier is also significant.**



The FSGB Driver Management programme

How does it work?

An analysis of continuously measured driver and vehicle performance data, determines relevant driver interventions, prompts and other communications.

The fully integrated synchronised technology supporting the FSGB Driver Management programme, encourages the development of a safety culture that improves wellbeing and operational efficiency.

Further support is provided by a highly intuitive **Achieve Driver App**.

What's in it for me?

One in a series of infosheets about the benefits of managing work-related road safety:

- ▶ H&S Director
- ▶ HR Director
- ▶ Finance Director
- ▶ Fleet Manager
- ▶ Driver
- ▶ Procurement Director

If you would like to receive any of the others in this series, please email Marcus at:
marcus@fleetservicegb.co.uk

Or visit our website to find out more on how FSGB Driver Management can benefit you and your company.



We want to hear from you ...

To get in touch to discuss your requirements - email Marcus on marcus@fleetservicegb.co.uk or give him a call to schedule a demo on **03332 200 507**



The Stonehouse, Notton Business Park, Notton, Lacock SN15 2NF
marcus@fleetservicegb.co.uk | 03332 200 507 | fleetservicegb.co.uk