

## FLEET

FREE  
TO FLEET  
DECISION  
MAKERSREGISTER NOW AT  
WWW.FLEET-LIVE.CO.UK

9-10 OCTOBER, 2018. NEC, BIRMINGHAM

## 5 COMPELLING REASONS TO ATTEND FLEET LIVE

Expert speakers will address issues central to successful fleet management at Fleet Live 2018, the unmissable event for those involved in fleet decision making

MORE THAN 100 EXHIBITORS

8 STRATEGY SEMINARS

8 OPERATIONAL SEMINARS

FREE ADVICE CENTRE

FUTURE OF FLEET ZONE:

MOBILITY ZONE

TECHNOLOGY HUB

LOW AND ZERO  
EMISSIONS HUB

1

Put a cap on  
your fuel costs

As pump prices continue to surge, the pressure intensifies on fleet managers to control and cut costs.

Armed with robust data and a coherent plan, fleets can typically save more than 15% from the fuel bills by accurately reimbursing drivers only for business miles, encouraging them to refuel at cheaper filling stations, eliminating mileage claims abuse and gamifying better driving techniques, says Paul Hollick, ICFM chairman and managing director of fuel management specialist TMC.

"Most businesses budget for fuel based on last year's spend plus 2% or 3%, so as soon as the pump prices rise, a lot of fleets will be over budget. This means managers will be under pressure to reduce the miles travelled. But that's not the right way to go, they need to look for different, smarter ways to manage their costs."

■ Paul Hollick will be speaking at Fleet Live on 10 October

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Prepare to be a  
mobility architect

A revolution in corporate travel is turning traditional business models on their head.

Rather than solutions being focused around transport providers, the Mobility as a Service (MaaS) concept designs solutions around users, including business customers.

This means, for example, that buses collect passengers where they wish to be collected and deliver them where they want to go, when they want to go, rather than operate within the confines of fixed stops and timetables.

The same convenience is being applied to ride-hailing services like Uber, e-bike hire and car pooling, to offer alternatives to private car travel.

Piia Karjalainen, senior manager, MaaS Alliance, says: "If you are making in-house mobility planning decisions, you should seriously consider MaaS as one of the solutions."

■ Piia Karjalainen will be speaking at Fleet Live on 10 October

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Get data protection  
right for GDPR

If you believe alarmist internet stories, then the The Information Commissioner's Office was poised to pounce on any business failing in its data protection responsibilities from the May 25, with the power to impose massive fines.

Six weeks after the introduction of the General Data Protection Regulation, there does not appear to have been any penalties issued, but GDPR remains a serious consideration for departments such as fleet, which hold significant volumes of personal data about employees.

"The regulation requires businesses to tell individuals a lot more about what they do with their data, the reasons they hold it, the justifications for holding that information, and that is all part of the transparency principle to the GDPR," says solicitor Christine Jackson, partner at Wright Hassall.

■ Christine Jackson will be speaking at Fleet Live on 9 October

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Enhance safety  
of your fleet

Silver bullet solutions are hugely tempting for any fleet operator tasked with reducing the accident frequency of their drivers, but the difficult truth is that isolated interventions rarely work in practice, according to risk management specialist Andy Price, managing director of Fleet Safety Management.

He advises that fleets need to adopt a proven risk management process to achieve sustainable improvements in their accident records, rather than investing in one-off initiative.

A comprehensive risk management strategy demands effective safe driving policies that dovetail with operational practices, to ensure "that employees are working in an environment in which they can, should they choose to do so, drive safely," says Price.

Find out more about how to create a safe driving culture at Fleet Live.

■ Andy Price will be speaking at Fleet Live on 9 October

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Discover new  
companies

The world of fleet constantly demands new products and services to contend with developing scenarios.

Nowhere is this more apparent than the development of connected and autonomous vehicle systems, an area of focus for Irdeto.

The company is a new exhibitor at Fleet Live, but has two decades of experience in developing software protection systems.

Its Cloakware for Connected Transport solutions help fleet operators protect their vehicles against cybercriminal threats.

Niels Haverkorn, general manager, Connected Transport, Irdeto says: "The more fleet and heavy vehicle operators rely on connectivity, the more vulnerable they become to cyberattacks and this makes the fleet sector a key audience for Irdeto as we work with partners and customers to protect the industry against cybersecurity threats."

■ Irdeto will be demonstrating Cloakware solutions at Fleet Live

EXHIBITORS  
BOOKED  
SO FAR

Abax Agility AID Fuels Group Alphabet Aquarius IT Arval Ashwoods Lightfoot AssetWorks AutoGlass Ball DAC Beachcroft DriveTech, part of The AA Enigma Telematics FleetCheck Fleetcor Fleet Operations Interactive Fleet Management Irdeto Jaama Jaguar Land Rover Joyce Design KeySafe LeasePlan Services UK Mileage Count MINIEYE National Salvage Nexus Vehicle Rental NFE Group Pertemps Reflex Toyota & Lexus TTC Group Venson Automotive Solutions Vision Track VMS Fleet Management

Autoserve Axle Weight Technology BMW/Mini Bott BP Oil UK Cap HPI CanTrack Chevin Fleet Solutions Chevronshop Crystal Fleetondemand Free2Move Lease FuelGenie Gefco Halfords Haynespro Hitachi Capital Vehicle Solutions Honda Intellidrive Lex AutoLease Licence Bureau Licence Check Marshall Leasing Masternaut Matrix Telematics Mercedes-Benz Financial Responseable Solutions Ltd RingGo Corporate Scorpion Automotive Selsia Vehicle Accident Centres Telogis TCH Leasing Tevo Volkswagen Financial Services Volvo Zenith