

# Improve your fleet's efficiency and your employee offering

NovaLease gives the benefits of a restricted vehicle list, without limiting choice

Operating a vehicle fleet can be a complex task, where one size rarely fits all. Working with a professional fleet management partner will enable all the component parts to be identified and closely managed. **sgfleet** works hand in hand with its customers to manage their vehicle fleets as efficiently as possible while maximising the employee offering.

There are great advantages to restricting vehicle choices in a fleet, such as better discounts, a consistent corporate image, no contentious comparisons between staff and easier re-deployment of vehicles. Yet many companies struggle to restrict choices because staff value their choices so much. And that goes in both directions – some people want the latest Jaguar, while others just want to minimise their tax bill.

**sgfleet** has devised a solution that allows organisations to achieve both the benefits of a restricted vehicle choice and happy staff who can still choose the vehicle they want. By combining full service contract hire with **sgfleet**'s unique salary sacrifice solution, NovaLease, both goals can be satisfied. If a driver is happy with the restricted vehicle choice, they will receive their vehicle through the normal channels.

A driver who isn't happy with the standardised choices would normally opt out and become a grey fleet driver, which would create risk for the company. Alternatively, the company would have to break policy by providing a vehicle outside the standardised

choices. Neither of these are desirable situations. However, with **sgfleet**, they can step outside the standard choice and instead receive their vehicle through NovaLease.

NovaLease has been cleverly designed so employees can choose the vehicle they want, employers are not stuck with the vehicle if the employee leaves and it still provides the same benefits of a company car. These include full maintenance, corporate discounts, insurance through **sgfleet** or the employer's policy, tax efficiency and encouraging lower emissions.

NovaLease is inherently a salary sacrifice solution but, unlike other solutions, it isn't just corporate contract hire in disguise. By using a dedicated structure, it doesn't create the risks arising from normal salary sacrifice solutions. That's why it works so well when operated side by side with a traditional company car scheme from **sgfleet**.

**sgfleet** sales director Peter Crabtree says: "Drivers can call into us and we'll explain all the options they have in one call. Customers really value the simplicity of this approach.

"The total offering goes further as well. When we first meet a customer, we perform a fleet review for them. This identifies areas where they can save costs and improve their offering. There are continual advances in automotive and fleet management innovations and we deliver these directly to our customers." **sgfleet**'s approach provides



Peter Crabtree,  
sgfleet sales  
director

a robust solution for many companies that no longer have the resources to invest in managing their own fleet and, at the same time, removes risk and reduces cost.

So where does it sit for in-house fleet managers? At a time when there is pressure on fleet budgets, restricting choice to drive higher levels of discount must be an attractive option. In addition, grey fleet risk is an area that all fleet managers are looking to reduce.

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