

ARVAL UNVEILS “TOTAL FLEET”

A STRATEGIC ONLINE REPORTING PLATFORM FOR CLIENTS WORKING WITH MULTIPLE FULL SERVICE LEASE PROVIDERS, OFFERING A CONSOLIDATED VIEW OF THEIR FLEET KEY PERFORMANCE INDICATORS

Arval, a leading multi-brand provider of full service car leasing solutions, launches *Total Fleet*. This unique reporting platform is hosted by an independent third party and provides fleet managers working with several fleet management suppliers, a consolidated view on their strategic fleet key performance indicators.

AN UNPRECEDENTED INITIATIVE IN THE LEASING INDUSTRY

Total Fleet will free Arval's clients working with multi-supply schemes from the burden of having to aggregate all these data from multiple sources, thus facilitating strategic decision making, taking into account all key aspects of their entire fleet, independent of whom they source the services from.

It will provide fleet managers quickly and intuitively a fully customizable 360° view of their fleet based on four Key Performance Indicators:

1. Fleet: active vehicles, deliveries, returns and planned returns
2. Spend: total, in, out and end of contracts' spends
3. Usage: contractual terms evolution, fleet and contract deviations
4. Corporate Social Responsibility: CO₂ emissions and carbon footprint

Total Fleet will be progressively deployed across the Arval countries throughout 2017 and be made available for both local and international (IBO) clients

A USER FRIENDLY TOOL

Thanks to the **user-friendly and intuitive ergonomics**, both the data upload and the generation of the strategic reports are easy and quick to handle.

An Arval client, who had the opportunity to test the service in the pilot phase, commented: *“This initiative is very welcome from a client point of view, and should be considered as disruptive in a positive way. It is great to see our strategic partners address service gaps in the market and listen to our needs as a customer. We hope that other leasing companies will now support the initiative so that both end customers and the wider fleet industry can benefit from it. The opportunity to simplify my reporting and bring greater data standardisation and transparency across multiple markets and partners is seen as great value added service opportunity in terms of fleet services and management”*.

“Indeed, our mission is to always answer to our clients' evolving needs, creating value for them”, commented Philippe Bismut, CEO of Arval. *“Total Fleet is the best way for any client working in a multi-supply mode to free its fleet management staff from an overload of low value-added work, and be able to analyse their total fleet accurately to take the right decisions”*.

A STANDARDIZED AND SECURED SOLUTION

Total Fleet meets all the necessary requirements from a competition law and data protection perspective. It is hosted, maintained and managed by an independent IT service provider. Upon clients request to feed the platform, the clients' lessors can access *Total Fleet* directly to upload their fleet data. The data and the reports are only accessible to the clients. Neither **Arval**, nor the other lessors, have access to the data or to the consolidated view.

In the current state of play, Arval expects that upon clients request to feed the platform, other lessors will do their best efforts to produce and upload the data in the specified timeframe and ensure that the best data quality is delivered to the clients. To that purpose, Arval has set up a standardized set of data which is today already largely available from the different reporting tools in the market and as such ensured that the clients will get what they need, to take the right strategic decisions on their fleet.

TOTAL FLEET: AN OPPORTUNITY FOR A SINGLE MARKET SOLUTION

Philippe Bismut concludes: "*Arval believes that, ultimately, clients would benefit from a single market solution and accordingly remains keen to open discussions with other lessors for positioning the platform as an industry shared solution*".

Total Fleet will equally be made available to clients across the Element-Arval-Global Alliance, in particular to Element clients in the US, who have been keen to access this kind of service for a while.

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About Arval

Founded in 1989 and fully owned by BNP Paribas, Arval specialises in full service vehicle leasing. Arval offers its customers – large international corporates, SMEs and professionals – tailored solutions that optimise their employees' mobility and outsource the risks associated with fleet management. Expert advice and service quality, which are the foundations of Arval's customer promise, are delivered in 28 countries by over 6,400 employees. Arval's total leased fleet adds up to 1,028,142 vehicles throughout the world (December 2016).

www.arval.com

About the Element-Arval Global Alliance

Managing more than three million vehicles in 50 countries, our customers benefit from an extended global scale, expert advice, digital tools, global reporting, harmonized service delivery and an account team with a single point of contact. The Element-Arval Global Alliance is the longest standing strategic alliance in the fleet management industry, and the worldwide leader in fleet management.

www.elementarval.com

About BNP Paribas

BNP Paribas is a leading bank in Europe with an international reach. It has a presence in 74 countries, with more than 190,000 employees, including more than 146,000 in Europe. The Group has key positions in its three main activities: Domestic Markets and International Financial Services (whose retail-banking networks and financial services are covered by Retail Banking & Services) and Corporate & Institutional Banking, which serves two client franchises: corporate clients and institutional investors. The Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment, savings and protection insurance. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail-banking model in Mediterranean countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Institutional Banking and International Financial Services activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific.

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