

Success story

Caverion selects preferred OEMs and cuts costs with LeasePlan

With LeasePlan's guidance, Caverion created a new European policy based on best practices and optimised CO₂ and vehicle selection for its employees.

Client profile

Finland based company operating in the Technology industry with a global company car fleet of about 5,000 LCVs and 1,500 passenger cars in 11 countries. 90% of the fleet is in Sweden, Norway, Germany, Finland, Denmark and Austria which was the scope here.

The challenge

Selecting a group of competitive OEMs across six European countries in line with Caverion's strategy. Secondly, introducing a European car policy and harmonising local policies to achieve cost reductions and cut CO₂ emissions from fleet.

The objective

Analyse fleet data in the six largest European countries, identify cost and environmental opportunities, and implement

LeasePlan's process

With a long-standing relationship with LeasePlan in place, Caverion made the decision to utilise LeasePlan's International Consultancy team's expertise to assist with developing an international car policy addressing all the best practice elements and with benchmarking their fleet.

As part of our process, LeasePlan have:

- Analysed the current fleet and conducted a gap-analysis on current policies
- Provided an industry benchmark comparing Caverion's fleet to its industry on key metrics per country
- Conducted an eligibility study in which DXC's job levels and respective vehicles were compared to market data
- Reached out to selected OEMs for fit for purpose vehicles and discounts, including all relevant LCV specific requirements like:
 - racking within the vans
 - wheelbase & height combination
 - Local options mandatory for LCVs

- Collected pricing data from each country and compared TCO and CO₂
- Presented (financial) results
- Assisted with final round of OEM negotiations
- Developed a European policy both for LCV's and Passenger cars tailored to Caverion's requirements

Results

- Selection of 3 preferred OEMs
- Identified cost savings of EUR >3M based on best in class TCO
- A European policy based on best practice with local addenda per country

A satisfied client

With the switch to the optimized fleet vehicles, Caverion stands poised to see significant reductions in CO₂ emissions as well as significant savings within their fleet, in line with their company goals.