



## A case study

# Client leverages

## LeasePlan's global strength

**LeasePlan's international presence assists multi-national company in minimizing fleet risks by managing global processes.**

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### Client profile

Global Risk Consultants (GRC) is a global engineering company that provides loss prevention and has 340 employees in locations from its headquarters in the United States to Argentina and Germany.

### The situation

GRC has 125 domestic cars with about 30 in Europe. The company was using a fragmented car leasing program through local vendors, which resulted in higher costs and difficult administration.

### The results

GRC maximized lease cost containment by selecting a single-model, open-end lease with maintenance services for the entire fleet. GRC chose LeasePlan to ensure global and local consistencies.

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Learn more by visiting [www.us.leaseplan.com](http://www.us.leaseplan.com)

### A client's dilemma

Global Risk Consultants (GRC) has headquarters in New Jersey and offices all over the globe. They needed a more logical and financially efficient way to manage its fleet dispersed across the world.

With 125 domestic cars and 30 cars located in Europe, the company used a fragmented car leasing arrangement with local vendors. This was resulting in unnecessary high costs and difficulties in fleet administration.

GRC wanted to implement a global fleet solution to improve continuity, control and efficiency between all of its fleet locations.

### LeasePlan's process

LeasePlan was able to help GRC because of its international presence. GRC could lease all of its vehicles from a single source and streamline the corporate application process. The agreement with LeasePlan also provided the client with global credibility when securing lease agreements.

By choosing LeasePlan to globally manage its fleet, GRC leveraged its purchasing power to identify and contain costs worldwide. The client also maximized lease cost containment by selecting single-model, open-end leases with maintenance

management services for all 155 of its fleet vehicles.

### A satisfied client

With LeasePlan, GRC was able to find a leasing partner that assured global and local consistencies.

Using LeasePlan as a single point of contact, administrative tasks were minimized and the company saved time. The security and consistency of LeasePlan's global service was the perfect fit for GRC's needs.

Not only was time saved, but the client saved money as well. The LeasePlan partnership, combined with the lease type, resulted in an annualized cost reduction of nearly \$130,000. Additional savings were derived by streamlining driver selection time, maximizing driver satisfaction with quality, comfortable and strong, residual-valued vehicles and minimizing transfer issues during personnel changes.

**"We needed a leasing company capable of providing continuity, control and efficiency at all locations."**

- William F. Ramonas, GRC Chairman and CEO