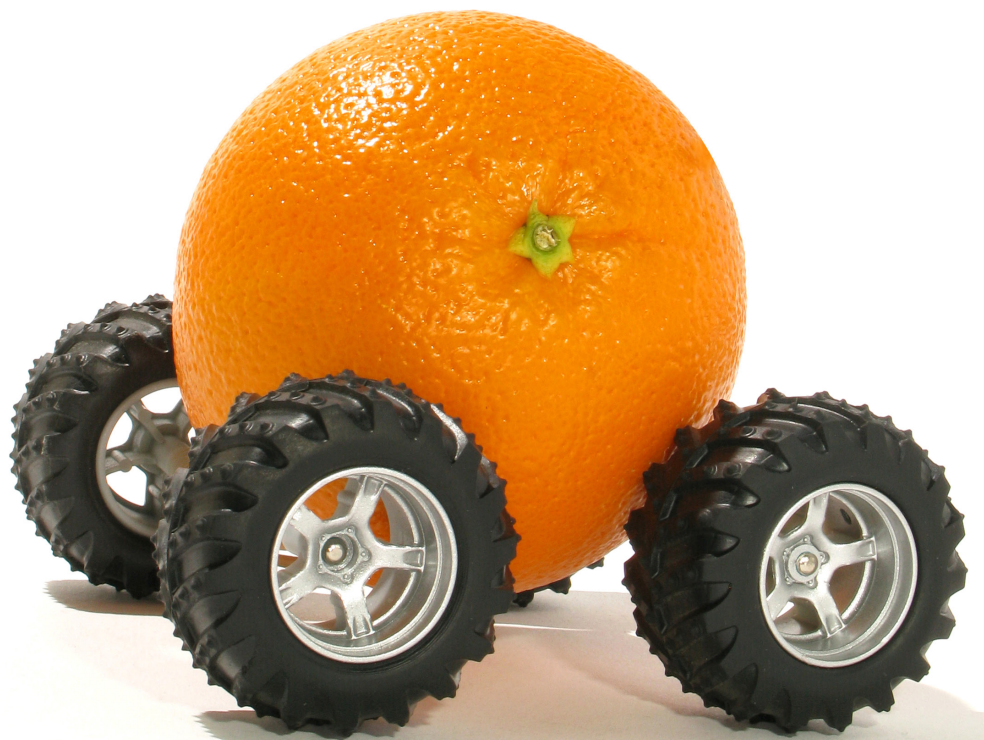




# A **fresh** **approach** to **vehicle** **procurement...**



# The problem... and the solution

Most people find that leasing or buying a car or van can be complicated, time-consuming and confusing. There are so many vehicle suppliers and funding options to consider, while the amount of time it takes to get a good deal can be a major distraction.



Companies feel that they waste time negotiating with vehicle suppliers with no guarantees that they are getting a good price or the best service.

Wouldn't it be great if you could get the right vehicle at the right price, from a business you can trust. Well, now you can.

## The Solution

Since 1978 Fleet News has been dedicated to helping you reduce costs and increase effectiveness. Fleet News Buying Group (FNBG) is a logical extension of this approach.

By combining the demand from hundreds of businesses like yours, we get massive price discounts from our panel of top leasing companies and dealer groups who compete to win your business.

FNBG is free to use and enables companies to make the right buying decisions for their business each time they need a new car or van. We'll show you how much money you're saving and we'll even bring you special offers on relevant vehicles when they're available.

## Who is FNBG For?

FNBG is for companies buying and leasing cars and commercial vehicles wanting to get the right vehicle at the right price with an exceptional consultative service.

**IS THIS FOR YOU? THEN READ ON ►►►**



# The Benefits

FNBG is different to any other offer in the market. Our service is free to you because we take a fixed marketing fee from the leasing company or dealer group for every transaction. The marketing fee is the same irrespective of the vehicle you choose or the company which supplies it, which means we have no bias about your choices.

We will provide you with a fleet consultant who will get your quotes to you in 24 hours.



## Giving you confidence...

- 1** We provide you with all the information, reviews and funding advice you need to decide which car or van is best for your business.
- 2** We offer a service that has your best interests at heart.
- 3** You have a choice of all brands - car and van - from an independent business that you can trust.



## Saving you time...

- 1** Multiple quotes delivered to you in 24 hours.
- 2** A mutually agreed action plan based on your individual requirements and a timescale that suits your business needs.
- 3** A fleet consultant that you can trust.



## Saving you money...

- 1** The combined demand of hundreds of businesses like yours.
- 2** Multiple companies competing for your business.
- 3** A service that's completely free to use.
- 4** Special offers brought to you as soon as they become available.

## FNBG makes two clear promises to companies...

- 1** Buying or leasing a car or van will be simple.
- 2** Pricing will be competitive - you'll get the right price every time.



# How does **FNBG** work?

Fleet News Buying Group has partnered with leading leasing companies and dealer groups.

**When it comes to making the transaction,  
FNBG has created a simple four-step process:**

- 1** You contact FNBG unless we are aware of your replacement cycle.
- 2** We help you specify the vehicle and provide real quotations, simply from our vehicle suppliers.
- 3** We confirm your order and you authorise it.
- 4** We check that you're happy with our service.

Once the order is placed, we will let you know when you can expect to take delivery. Your fleet consultant will always be on hand to help you with any queries.

A fleet consultant that you can trust and gets you multiple quotes within 24 hours.

Simple and speedy buying process that's based on your individual requirements.

Plus special offers on relevant vehicles as they become available.



# About FNBG and our service

## Is FNBG part of Fleet News?

YES. Since 1978 Fleet News has been dedicated to helping you reduce costs and increase effectiveness. Fleet News Buying Group is the perfect extension of this approach. However, the editorial integrity of Fleet News is of paramount importance to us and Fleet News will continue to operate completely independently of FNBG's commercial interests.

## Do I have to pay FNBG?

NO. FNBG is a free service. We make our money by charging the vehicle supplier a fixed marketing fee for each transaction.

## Is FNBG really on my side?

YES. Every vehicle supplier pays FNBG the same marketing fee irrespective of the funding type, vehicle, or specification

## How does FNBG make money?

FNBG makes its money by charging the vehicle supplier a fixed marketing fee for each transaction. Every supplier pays the same fee irrespective of the funding type, vehicle or specification. This ensures that FNBG remains completely independent of suppliers and only focuses on fulfilling your needs.

## How does FNBG pick its suppliers?

All our suppliers are national, multi-brand businesses with a successful track record of service provision in their market.

## Can large fleets use FNBG?

YES.

## Can sole traders use FNBG?

YES. FNBG is a service for UK businesses.

## What special offers will you provide?

Leasing companies and dealer groups can often access low prices on specific vehicles for a limited time. FNBG will be aware of these special offers and will ensure that you can take advantage of them.

## Can I choose any car or van?

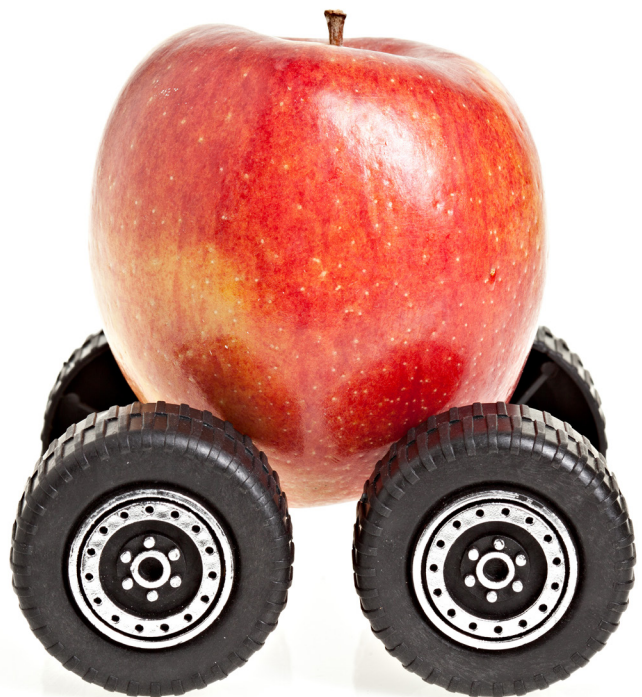
YES. You can choose any car or van for either outright purchase or lease.

## How quickly will I get my quotes?

Every quote will be back to you within 24 hours as long as it is standard specification.

## Do I have the option of either outright purchase or leasing?

YES. FNBG will provide competitive prices for either option on any car or van of your choice. This can be done on a fully maintained or maintenance free basis.



# Specialist Staff Schemes

In today's competitive business environment recruiting the right staff and, more importantly, retaining them, is more critical than ever. In recognition of this FNBG now offers a specialist and unique staff affinity scheme tailored for your business that enables you to support your staff with a vehicle purchase benefits scheme that provides real and perceived added value to the employment package.



## **Tailored for your business.....Managed by FNBG**

Your business can now partner with Fleet News Buying Group to bring cars and vans to your employees at the right price. We ensure that your scheme brings 'best of market' pricing and support levels direct to your employees, saving them time and effort in trawling the market place for themselves with pricing and support levels not readily available to the general public. Even better, there's no administrative burden for your company as it's run completely by Fleet News Buying Group on your behalf.



## **No financial burden for your business**

From your perspective as an employer the individual purchaser is underwritten in their own right, and any purchases under the scheme aren't subject to BIK. If the purchaser defaults on payment then the funder looks to the employee not the employer. If the employee leaves the business during the term of the agreement they keep running the vehicle to the end of the agreement period, but can't replace it through your scheme at the end of term.



## **Fully comprehensive marketing support**

FNBG provides a full marketing and support package to enable the promotion of available offers direct to your employees. These offers are refreshed frequently as new deals come to the market, ensuring that your scheme is taking advantage of the best the market has to offer at all times. The pack consists of:

- A dual branded website that's secure, data protected and dedicated to your business.
- Regular e-shots detailing up and coming offers and scheme developments.
- Posters to be displayed in prominent places across your business sites.
- Dedicated account management resource to ensure the smooth running of your scheme.
- A dedicated phone line manned by our experienced consultancy team.
- A dedicated email address managed by our rapid response team.



# Transform the way you think about vehicle procurement

Having built up a wealth of experience of the needs of business vehicle fleet owners and teams FNBG is the market game changer.

We are looking to work with businesses that:

- Are looking for a streamlined service that takes away all of the pain of vehicle procurement.
- Want to gain access to the most competitive rates in the market.
- Want to deal with experienced professionals rather than a keyboard.
- Place a premium on the delivery of fast and efficient service standards.
- Don't want to pay expensive broker or administration fees.

If you're interested in purchasing the right vehicle at the right price... email us at **[enquiries@fnbg.deals](mailto:enquiries@fnbg.deals)** or call **01733 213670**.





The **right vehicle**  
at the **right price**

**Call us today on 01733 213670, email  
[enquiries@fnbg.deals](mailto:enquiries@fnbg.deals) or visit [www.fnbg.deals](http://www.fnbg.deals)**



MEDIA GROUP

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