

# FleetNews

## BUYING GROUP

BETTER DEALS, QUICKER.



[www.fnbg.deals](http://www.fnbg.deals)

# The problem... and the solution



Companies like yours tell us 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 for smaller companies.

Instead of spending their time running their core business, companies feel that they waste time negotiating with vehicle suppliers with no guarantees that they are getting a good price or the best service.

What smaller companies really want when they are sourcing new cars and vans are value for money, swift answers and a hassle-free service.

Wouldn't it be great if you could get the right vehicle at the right price, quickly and simply, 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 the perfect extension of this approach. By combining the demand from hundreds of businesses like yours, we get bigger 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 are saving and we'll even bring you special offers on relevant vehicles when they are available.

FNBG makes two clear promises to smaller companies:

- 1** Buying or leasing a car or van will be simple and quick
- 2** Pricing will be competitive - you'll get a better deal every time

## Who is FNBG for?

FNBG is for company owners and directors who are responsible for buying or leasing cars or light commercial vehicles. They want to get a good deal but they do not have the benefit of a dedicated fleet manager or fleet procurement support.

► **IS THIS YOU? THEN READ ON.** ◀

# The benefits to you



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 personal account manager and we guarantee you will receive your quotes within one hour.

## 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 within one hour.
- 2** A mutually agreed action plan based on your individual requirements and a timescale that suits your business needs.
- 3** A personal FNBG account manager 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 when they're available

# How does FNBG work?



Fleet News Buying Group has partnered with leading leasing companies and dealer groups who will provide competitive pricing for your cars and vans.

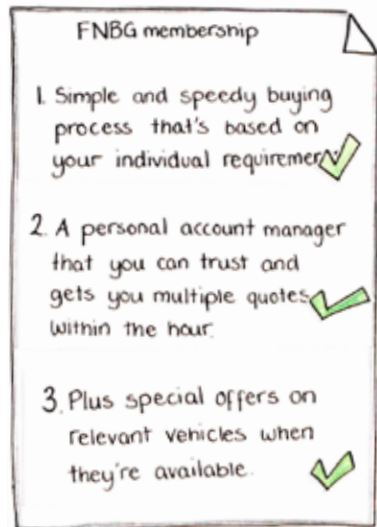
When you register your company with FNBG you just need to provide information about your vehicles and when you are intending to procure. This is called the Customer Action Plan (CAP), which is a non-binding agreement between you and FNBG.

When the time comes to make the transaction, FNBG has created a simple five-step process:

1. We contact you as agreed in the Customer Action Plan.
2. We help you specify the vehicle and provide real quotations, simply and quickly from our vehicle suppliers.
3. We show you how much money you can save.
4. We confirm your order and you authorise it.
5. We check that you're happy with our service.

Once you have a vehicle shortlist (3 or 4 choices), you can start the buying process.

Once the order is placed, the supplier will let you know when you can expect to take delivery. Your personal FNBG account manager will always be on hand to help you with any queries.



# Questions about Fleet News Buying Group



## **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.

## **Is FNBG really on my side?**

YES. Every vehicle supplier pays FNBG the same marketing fee irrespective of the funding type, vehicle, or specification. FNBG is the only organisation with this pricing model. This ensures that FNBG remains completely independent of suppliers and only focuses on fulfilling your needs.

## **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.

## **Do I have to be a member of FNBG?**

YES. The registration process is where you share your needs with us. This allows us to offer you a proactive service tailored to your special requirements.

## **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. We're confident that all our suppliers will offer you a high quality customer experience.

## **Can large fleets use FNBG?**

YES. FNBG is targeted at companies without dedicated fleet resource but it is available to everyone who wants a quicker way to secure better deals.

## **Can sole traders use FNBG?**

NO. FNBG is a service for UK limited liability organisations. The service is not available to sole traders and private individuals.

# Questions about FNBG's service



## **Can I buy cars and vans as well as lease them?**

YES. FNBG provides competitive prices for leasing and outright purchase.

## **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 one hour.

## **How do I know my deal is competitive?**

Every quote will highlight the difference between high and low prices, demonstrating the total savings available to you. FNBG offers vehicle suppliers a less expensive source of business and a significant volume of transactions from hundreds of businesses like yours. To win your business they must compete with other high quality suppliers of similar scale. This reduces the price and delivers a competitive deal to you.

## **How will FNBG help me make better decisions?**

Through our members' only website, FNBG provides you with all the information, reviews and funding advice you need to decide which car or van best suits your needs. In addition

links to manufacturer configurators will help you decide the detailed specification you require.

## **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 lease fully maintained and maintenance free vehicles?**

YES. A comprehensive no-quibble SMR policy is available on all our leased vehicles. It is completely up to you whether you take this deal or make your own arrangements.

## **What happens after I place my order?**

The vehicle supplier will contact you to confirm the delivery date. Your personal FNBG account manager will also contact you to check you are happy with the service. If you have any queries you can call your account manager at any time.

## **What happens if I agree a Customer Action Plan but decide not to place an order?**

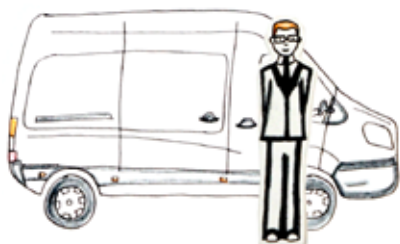
Nothing. The Customer Action Plan is non-binding so you can walk away at any time.

# What happens next?



We are looking for expressions of interest from businesses like yours. Once we have received your expression of interest you will be registered as an FNBG member and your account manager will agree your Customer Action Plan with you. Once complete, trading can start immediately.

If you're interested in better deals, quicker, go to **[www.fnbg.deals](http://www.fnbg.deals)** and complete the FNBG preregistration form to secure your membership.



TRANSPARENT ✓

UNBIASED ✓

HAPPY IF YOU'RE HAPPY ✓

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