

# CORPORATE PRESENTATION

A PERFECT FIT FOR YOUR FLEET



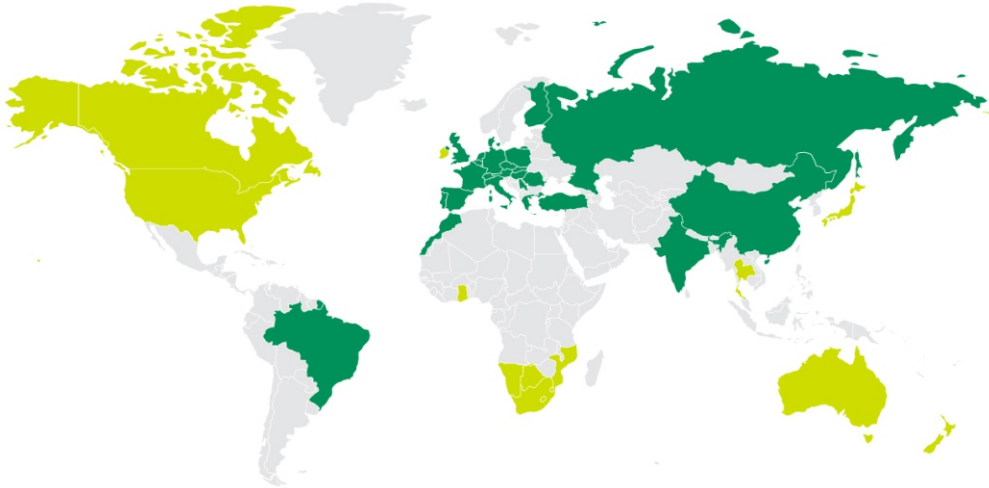
**FLEETPARTNER**

Member of Element Arval Global Alliance



# OUR PROFILE





The Element-Arval Global Alliance operates globally more than **3.000.0000 vehicles**.

# Element Arval Global Alliance

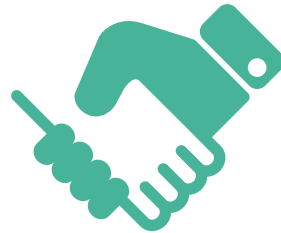
**Leading the way of global fleet management.**

Element Arval Global Alliance drives business of companies all around the Globe forward with the powerful portfolio of fleet services from Element Fleet Management. Always tuned in to companies emerging needs, members of Alliance develop new products and customized solutions to help their partners to reduce costs and improve productivity.

Element-Arval Global Alliance. Present in North America, Asia-Pacific and Africa, the Element-Arval Global Alliance gathers the world's best fleet management organizations and provides customers with the same expert advice and service quality they can expect anywhere else in the world.



**N°1**  
In France



**930.000**  
Vehicles Leased



**26**  
Countries



**N°1**  
In Europe

## ARVAL - European Part of Global Alliance

Founded in 1989 and fully owned by BNP Paribas, Arval specializes in full service vehicle leasing, and is European company within Alliance. Expert advice and service quality, which are the foundations of Arval's customer promise, are delivered in 27 countries by over 4,000 employees, and in 21 other countries through a network of partners. Arval's total leased fleet adds up to over 930,000 vehicles throughout the world (November 2015). Within BNP Paribas, Arval belongs to the Retail Banking core activity.



**ARVAL**  
BNP PARIBAS GROUP



## ABOUT US

Fleet Partner as a member of Element Arval Global Alliance represents Alliance on the Serbian market. We are specialized in delivering fleet management full service solution. We base our business on the know-how, best practices from different markets and software solution of Arval, supported by experienced and skilled Fleet Partner team.



## OUR MISSION

The mission of our company is to offer the market fleet management full service solution and ongoing maintenance, development and improvement of the quality and scope of services, whilst constantly trying to keep partnership approach, and the highest level of satisfaction of our customers.



## OUR VISION

Our vision is to become leading partner of companies in our region when it comes to providing fleet management services, and the company that will set standards in this field.





# Fleet Partner Team

Fleet Partner team members are educated and entrepreneurial. In order to always improve our products we focus on innovation and team work.

We are always motivated and committed to our clients and strive to provide them most suitable solutions.

We are constantly trying to improve our services. All team members are problem solving oriented.

Regular feedback on our clients satisfaction increase our need for constant improvements.

**Thanks to all things mentioned we strive to delight our clients and make best possible solutions that fulfill their needs.**

A close-up, over-the-shoulder view of a person driving a car at night. The driver's left hand is on the steering wheel, wearing a silver-toned watch with a dark face and a red ribbed cuff. The car's interior is visible, including the dashboard with a digital display showing '10:45' and '100%'. The background is a blurred cityscape with warm, bokeh lights from buildings and streetlights.

OUR OFFER



Less administration



Outsource risks



Focus on core business



Reduce costs

# Why Full Service Leasing?

You can lease vehicles from 1 to 4 years with a full range of services included (purchase, delivery, maintenance, repair, assistance, insurance etc).

**With full-service leasing, companies buy efficiency.**



# Tailor Made Solutions For All Our Clients

For all our clients we provide suitable and flexible NO RISK solution, all inclusive funding solutions, regular and additional maintenance services, tire management, full comprehensive insurance with assistance and replacement vehicles.

1

## Long-term rental

Lease for a period above 24 months for a fixed monthly payment. New cars of any brand are available. Offers tailor made packs of services to meet customers requirements.

2

## Mid-term rental

Lease for a period from minimum 13 to 24 months for a fixed monthly payment. Cars can be available the very next day.

3

## Short-term rental

Lease from 1 to 12 months. Fast response. Tailor made solutions.

**A Perfect Fit For Your Fleet**  
**Fleet Management Full Service Solutions**

# Why Fleet Partner?

## WE OFFER:

- Best value in vehicle purchase
- Best value in vehicle maintenance (scheduled and non-scheduled)
- Assistance service 24 hours / 7 days a week all over Europe
- Best value in full casco policy purchase
- Best value in tyre purchase (with replacement and storing for the entire period of lease)
- Replacement vehicle in case of malfunction, damage, etc.
- Reporting by Fleet Partner professionals
- Fleet Partner manages the entire administration (vehicle registration, reporting, damage management...)
- Monthly installment is unique and fixed for the entire period of lease
- Vehicle maintenance only in authorized services
- Possible modifications of the contract (duration, mileage...) if needed

**A Perfect Fit For Your Fleet**

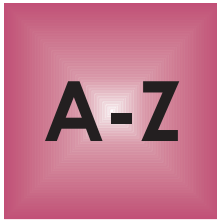
A close-up, over-the-shoulder view of a person driving a car at night. The driver's left hand is on the steering wheel, wearing a silver-toned watch with a dark face and a metal link bracelet. A red ribbed sweater cuff is visible under the dark jacket sleeve. The steering wheel has several control buttons, including one labeled 'EXIT'. The dashboard and center console are visible, featuring a digital display showing a radio frequency of 104.0 and a volume slider. The background is a blurred cityscape at night, with warm bokeh lights from buildings and streetlights.

OUR SOFTWARE





**CREDIT  
MANAGEMENT**



**WORKFLOW**



**FLEET  
ADMINISTRATION**



**ACQUISITION &  
DISPOSAL**



**REPORTING**



**E-MODULES**



**LEASING &  
QUOTATIONS**



**CRM**



**FINANCIALS**

# Power of Fleet Partner Software Solution

**Fleet Partner software solution will give your company full support in managing your fleet.**

Our policy of continuous product enhancements and our software modular structure enables it to be configured to meet the precise and unique needs of each of our clients.

Base of our software is Arval platform that is used throughout the world by leading vehicle leasing companies, major vehicle manufacturers, and other operators of large fleets to whom we continue to provide additional services and on-going 24/7 support.

Focus on your core business, and let us care about your fleet.



**FLEETPARTNER**

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**For further information feel free  
to contact us**

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