

Company Profile

Vital Rental

The Right; Distinctive Choice.

The Company Profile of:
SMAA Discretionary Investment Trust ABN 96 401 379 232
Mobineeds Pty Ltd Trading as Vital Rental ABN 13 628 975 851

53 Williams Road
Coburg North VIC 3058

Tel +61 432 736 825
Fax +61 (03) 9279 7450



VITAL RENTAL
BORN TO RENT VITAL CARS



Vital Rental - The Rental Choice

Vital Rental is the group of SMAA Traders Pty Ltd. We offer one of the practical car rental choices for our clients who are tourists, businesses and anyone wants to explore Melbourne. Vital Rental specializes in Ride-share Rentals as well. We are one of the leading car rentals in Melbourne for Ride-share Rentals. The company was established in 2017 however due to the best customer service possible and the reasonable rates, we have recently taken our fleet to more than 150 vehicles. We offer a no-frills service with a variety of vehicles to our clients including Sedan, Hatch, PeopleMover, SUVs and Vans. All vehicle rates are displayed and no hidden or extra cost is charged to our clients. Vital Rental is a family owned business and is targeting to be one of the major rental suppliers for ride-share and daily use. We offer a distinctive choice to our clients and partners through our combination of independence, scale and specialism. As an independent business, we are able to operate with autonomy and flexibility. We have the scale to provide solutions to the complex demands of the corporates and offices and to deliver services whilst recognizing that the needs of each of our clients are unique. The value we create is driven through the personal determination of our highly motivated and skilled people.



Our Aim - Chasing for Excellence

Our aim is to increase our services through procuring rental contracts with corporates and offices. We also aim to have one of our offices near Airport so we may provide our clients the facilities they care for. Furthermore, we are constantly increasing our car rental fleet for ride-share and normal/private use. We are aiming to go Australia-wide by the end of Financial year, 2019-20.

We understand that our customers are judged by the highest standards of service and quality. The facilities they expect is to be the reliable vehicles with road safety satisfaction for them and their family.

Our goal is to strive for simplicity for our customers at the best possible rates.

Vital Rental Car Rental Services, Inc. is a standard and registered car rental company that is currently located in Coburg North, VIC 3058. We are well trained and equipped to service the market segments that require the services of the car rental services.

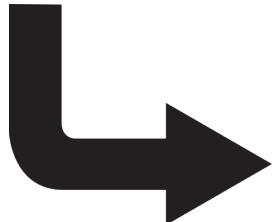
Since, we have significantly increased the vehicles in our fleet after last financial year, we are now moving to a relatively bigger property at Cooper Street, Campbellfield which is considered to be the heart of Northern Suburbs of Melbourne. This is another step towards giving a professional exposure to our brand.

We are quite aware that success of any business lies on the policies on which the business is built on, which is why we have the policy of being the best in price and service provided to the customers. With a wide range of our service offering we are only required to employ more than what is required to ensure the best customer service and quick response to our clients.

To decrease our operational cost, we have been maintaining the vehicles under one hood so far and now we already having negotiations with Ultra-Tune and MyCar mechanical workshops to make sure the customers should not wait for the regular maintenance to be done at the bare minimum time possible.

At Vital Rental we are passionate in the pursuit of excellence and financial success with the uncompromising services and integrity which is why we have left the positive footprints in the industry.

Our 'Google Reviews' says it all...



Vital Rental
53 Williams Rd, Coburg North VIC

4.9 ★★★★☆ 85 reviews



Industry Overview

According to IBISWorld Analysis, the car rental market within Australia has been increased by 4.0% during the period of 2014 to 2019.

We do understand we are expecting the competition to be lot higher than expected, so the reason why we have started finding our niche in Hybrid and fuel-efficient vehicles. Moreover we have introduced People Mover and 12 seater vans for the tourist groups especially coming from interstate or overseas.

The car rental industry demands to be professional and there is no gaps or chance of error in this industry, which is why we have introduced the Online Enquiry system where customers can get in touch with our customer service in seconds if they are encountering any issues.

The larger car rental companies do have the competitive advantage as they do the strategic alliance with the airlines and offices at Airports, however, to address the issue we are going to offer the free shuttle-bus service between our office to Tullamarine Airport (which is around 15 minutes drive)

Apart from the increase in International travel, other key factors that drive the car rental market include the the increasing population as well as increasing Internet usage amongst the people. Most of our customers find us online via Gumtree and Google Ads, however, we do have an ongoing campaign on social media which is helping Vital Rental to create brand awareness.

The might took too tall a dream but we are optimistic that this will surely come to pass because we have done our research and feasibility studies and we are enthusiastic and confident that Florida is the right place to launch our car rental business.

Our Target Market

We did the complete survey of car rental services business and we were able to identify that there is a gap available in Rideshare rentals as Uber and other ride-share companies were new in the market when we started. The idea worked and is still doing great. Moving further, we targeted other business including travel agencies cum tourists, corporate organizations and hotels.

Basically those who

We have recently moved in the Commercial sector where we have started providing hire services of 1,2 and 3 tonne vans and trucks.

Below is the list of the people and organizations that our car rental service is designed for;

1. Travelling Agencies and Tourists
2. Hotels
3. Household
4. House Moving Labor
5. Students

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group of SMAA Traders Pty Ltd



Our Offerings

In the modern world where car rental policies are getting more complicated, we rent cars on feasible terms and conditions. Vital Rental is your single source supplier who responds to your car rental requests at a competitive cost. With our smart automobiles, you can travel anytime, anywhere.

Once you have had an experience with us, you will see why we're unlike anyone else out in the market.

Our hands-on approach enables us to offer you a smart car rental services – every damn time. With our convenient solutions, we build a partnership for life. Our clientele includes both commercial and non-commercial individuals and companies. Our range of diverse, well-maintained and insured cars are perfect and reliable to facilitate our customers.

At Vital Rental, we rent cars for a variety of purposes including:

Rideshare Hire

We offer flexibility to rent, drive and earn!

Our car rental services are fully tailored to fit your requirements. If you don't have a vehicle, you can rent our cars for rideshare (Uber, DiDi or Ola) as we are extremely efficient go-to option. We give you access to flexible leasing and rental deals with which you no longer have to worry about a hefty investment.

We not only provide you cars for rideshare hire but we help you choose the right vehicle. Our extensive inventory of rideshare cars include:

Hybrid

- Toyota Camry Hybrid (Sedan) (2013-14)
- Toyota Camry Hybrid (Sedan) (2010-11)
- Toyota Prius (Hybrid) (2011-12)

Diesel

- Holden Cruze (Automatic) (2013-14)
- Hyundai Santa Fe (Sedan) (2013-14)

Petrol

- Toyota Corolla (Sedan) (2012-13)
- Honda City (Sedan) (2016-17)
- Hyundai Elantra (Sedan) (2016-17)
-



People Mover

- Hyundai Santa Fe (Sedan) (2013-14)
- Honda Odyssey (2013-14)
- Mitsubishi Outlander AWD (SUV) (2013-14)

We have convenient deals and flexible packages that you cannot resist. Our team of skilled members is focused on finding the best rental and finance deals for you. With our Rideshare hire services, you can delve into an endless experience at an affordable cost and efficiency.

How It Works

At Vital Rental, we provide vehicles for all services. All you need to do is choose a vehicle or ask for our free consultation. Our team of experts is here to assist you 24/7. Whether you want to hire cars for Uber, Lyft, Ola, Grubhub, DiDi, Doordash, Postmates, Instacart, or more, we have the right cars to help your startup.

To rent and drive our car one must be driver with legal license and must submit your proper driving license for further documentation. The key advantage we offer to all our valued customers is we don't have any hidden charges. Car prices are accurately quoted when you book your car. We offer transparency over anything and that is why our final quotation is what we have mentioned in our packages. Our estimate deal comprehensively includes security deposits, insurance charges, and maintenance fee so you don't have to pay extra for anything.

Private Use Hire

Pick a spot, rent our car and you're good to go!

Vital Rental is a well-equipped state of Art rental car supplier that facilitates you with the right vehicle. We rent well-maintained and quality assured cars with no extensive mechanical repairs so you can drive wherever you want. We have a team of well-trained technicians who can handle all types of on-road repairs and services. When you partner with us, you get to rent the most reliable cars as we provide the most customized solutions to our clientele.

When you rent our services, you receive expertise with our competent technical services. We provide cars for your personal use. Whether you want to drive to Airports, Hotels, Schools, Resorts, and even for a trip, we hire the latest model cars with feasible rental policies. With our sustainable cars, you can drive safe and smooth.

Our widespread inventory of cars for Private Use Hire includes:

Compact

- Toyota Yaris (Automatic) (2011-12)
- Toyota Prius (Hybrid) (2010-11)
- Toyota Corolla (Sedan) (2013-14)

Sedan

- Honda Civic (Sedan) (2013-14)
- Toyota Corolla (Sedan) (2013-14)
- Toyota Camry Altise 2013 (Sedan) (2012-13)



SUV & People Mover

- Kia Carnival (People Mover) (2016-17)
- Honda Odyssey (People Mover) (2016-17)
- Hyundai Santa Fe (SUV) (2013-14)
- Toyota Rav4 (SUV) (2013-14)

What would you get?

We pride ourselves in offering a memorable and enjoyable experience to our customers. At Vital Rental, you get to rent the ideal car at competitive rates. We provide you a variety of options to choose from. Our wide selection ensures access to the advance car you need. Whether you need a family or a fancy car, we have the best cars available at the most affordable options. You also get to receive on-road support from our trained technical team so you can travel without any hassle.

How It Works

Vital Rental provides you with cars to drive your business forward!

Our services are customer-centric so we rent cars that are catered to your specific needs. Also, our convenient rental car solutions give your enterprise a flexible option to have a hassle-free and affordable ride every day. You can spend less money, effort, time on buying cars and focus more on your business.

Each car that we rent includes tax, maintenance, and repairs charges in the final quote. When you partner with us, you don't have to deal with complex paperwork, dealerships or confusing policies. We offer customized rental services to meet all your business needs.

What sets us apart?

We are your single-stop source to rent cars for a range of personal/business purposes. From a one day hire to a long term rental, deal in all type of services. We pride ourselves in providing a highly professional and seamless car rental experience to all our customers. Our mission is to deliver high-quality cars with expert services at a competitive price.

At Vital Rental, we have intimate knowledge of the industry combined with unique dealer relationships. This blend of knowledge and professionalism allows us to offer a diverse fleet of cars with feasible packages.

When you partner with us, you get to receive several benefits. We have flexible rental periods and convenient installment policies. You are allowed to choose the mileage suitable for commercial purposes at affordable rates. We have no hidden or extra charges so the price quoted to you is the final cost which includes, maintenance, vehicle recovery, and 24-hour on-road assistance.

Also, our flexible commercial plan includes,

- Insured Cars
- Unlimited Kms
- Ute & Tray Options
- Automatic & Manual Transmission
- Diesel & Petrol Flexibility
- Super Long Wheel Base Options

With our hands-on approach, we ensure to keep up with what our clients need despite changing times!

Our Core Values

At Vital Rental, we're committed to offer excellence at affordable rates. By prioritizing our target audience, we satisfy the needs of our valued customers. We not only rent cars to facilitate you with your routine tasks but we offer expertise to ensure you get to experience more than you paid. Our business is a blend of integrity and high-tech that meet the extraordinary standards of our clients.

The professional and ethical behavior of our team members enables you to explore a unique experience. The main drive behind our high-end services is a team of experts that strive to attract and develop more strong relations with our clients.

With our cutting-edge tech and smart car rental services, you can drive without creating any pollution. Our cars are sustainable that doesn't have any harmful effect on the environment. We have no extra charges and aim to satisfy you to the fullest.

At vital rentals, our core values include;

Integrity

By running an honest and ethical business, we value our audience. Whatever quantity you've required, we rent cars for a variety of purposes. Whether rideshare hire, personal or commercial use, our services are based on the pillars on ethics. It's now easier for you to rent cars in your hometown. You can completely take advantage of our affordable car rental services with no premium location fee or vehicle registration charges. Also, we provide an estimate which is free from extra charges such as booking fee or credit card processing fees.

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Our services are customer-centric so we rent cars that are catered to your specific needs. Also, our convenient rental car solutions give your enterprise a flexible option to have a hassle-free and affordable ride every day. You can spend less money, effort, time on buying cars and focus more on your business.

Each car that we rent includes tax, maintenance, and repairs charges in the final quote. When you partner with us, you don't have to deal with complex paperwork, dealerships or confusing policies. We offer customized rental services to meet all your business needs.

Top-Quality

Vital Rental is proud to offer an extensive range of rentals. With our wide selection of the latest and top quality cars, you can travel wherever you want. Our widespread vehicles include compact, people mover, SUVs, and luxury cars. We have the right cars that you can take on your trip, use for business and give for rideshare.

Our goal is to offer a range of options to our customers so they can choose their desired car. We have the perfect cars to suit everyone's taste. Our top-notch quality is ideal to meet all your requirements.

Insured Cars

The cars we offer at Vital Rental are fully insured. We have active members to make sure you stay updated with your rental policies. With our communication services and online correspondence, we keep our clients updated. When you partner with us, we keep you posted with the latest rental deals of our insured cars. You can choose from a variety of options and rent according to your needs.

Well-Maintained Cars

We have a developed system that implements our unique business practice to stay consistent with safeguarding the environment. We also keep our promise by providing well-maintained cars at competitive rates. Before renting our cars you are free to take a look inside. Our cars are fully detailed and clean with advanced tech produces no pollution.

When you consult us over others, we ensure to provide a sustainable solution that allows you to drive without any break. From clean tires to polished cars, you can leave a positive impact on your image. Whether you rent a compact or a luxury car, we maintain each of them to accommodate you with our best services.

Our compact or rideshare hire cars are spacious so they are perfect for families. Whereas the luxurious experience we offer is all about enjoying your trip.

Transparency

Now you can get to the edge of affordability with our high-end services.

Most of the people ask what makes our services so special. Well, the transparency we offer through our policies and rental services makes us different from others. We not only provide vehicle rental solutions to a network of offices or enterprises but we prioritize each of our clients. We don't offer complex booking or signing policies that bind our customers, but we have smart rental solutions to keep your mind free. With our efficient car rental services, you can travel all around on easy terms. Even if you need any on-road assistance, all you need to do is just make a call to our experts.

At Vital Rental, we provide 100% customer satisfaction so you can rely on our services. Our experts are available 24/7 so you can share your query. We are here to give you the best possible rental experience that can take you to another level of comfort and advancement. Also, we ensure that even your cents are utilized by receiving our unparalleled services.

On-Road Assistance

Breaking down on a highway or busy road can become dangerous. That is why we facilitate our customers with roadside assistance to make sure you are good to go. We have professionals that will help you tackle on-site issues so you don't have to worry about it.

The key benefit of our on-road services is they are included in your package which means you don't have to pay extra for it. Even in case of any emergency on-site help, our team will not leave you stranded. We will rescue you and the car.

Whether you have a flat tire, you run out of gas or your car's battery needs a jump, we have experts and proper equipment to help you in all cases.

Our service is fairly affordable especially when you compare our services with other rental suppliers in the market. Where most of the companies ask you to sign a bunch of papers for their services, we are merely a phone call away. All you need to do is call our experts and they will guide you in the best way possible.

Just give us a call to request a free estimate!

Vital Rental is your single-stop source to rent a variety of vehicles. Whether SUV, people mover or vans for your offices, we have it all. We even have free consultation services so you can contact our experts.

After consulting our proactive members you can look for your desired vehicle and request a free quote.

