

# A variety of funding solutions

Whatever your fleet's situation or size, Zenith can offer a wide range of management, leasing and outsourcing services



BMW 3 Series Gran Turismo

By Ian Hughes, commercial director, Zenith

**Z**enith knows all about funding, whether it's for company cars, commercial vehicles or flexible benefits schemes. We offer a wide range of solutions to meet the demands of every business including contract hire, contract purchase, employee car ownership, sale and leaseback and salary sacrifice car schemes.

Zenith is the UK's largest independent leasing, fleet management and vehicle outsourcing businesses. Our customer base includes many household brands and some of the biggest organisations in the country. As well as expert funding advice, we also offer fully outsourced fleet management services including commercial vehicle and accident management, breakdown and recovery, daily rental real-time reporting and more.

#### Changing environment

We understand that the environment is constantly changing and that the ideal funding method for fleets is changing with it. We have carried out extensive

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funding analysis for a diverse range of fleets and are keen to share our insight through this programme. Insight such as how switching from a single to a blended funding method could save your business up to 10% of its fleet costs.

While there are still many fleets on single funding methods, we are seeing an increase in businesses choosing to take a blended approach. We will look at the ways fleets are adapting funding methods to keep up with the changing environment.

#### Innovative funding tools

We get results for our customers by carrying out real-time online calculations on a whole life cost basis across different funding methods. We include many variables in our calculations such as purchase price, depreciation rates (including NI), fuel, maintenance, repair costs, disposal costs and more. Industry-first whole life cost analysis software means that we can provide a detailed

and bespoke analysis of our customers' fleets in seconds. This allows them to set accurate budgets and establish attractive yet cost-effective vehicle choice lists.

#### New legislation

Funding is in the spotlight this year after the International Accounting Standards Board (IASB) published a final standard, IFRS16, which changes the way leases are reported in company accounts. This will impact on operating leases such as contract hire.

We know that there is no typical fleet and through this programme we will help you to find the best solution for your business by giving you the advice you need to save money, reduce admin and allow for wider economic tax and legislation changes.

We will bring our advice to life using case study examples to illustrate how our innovative approach to funding has led to cost-effective results for our customers.

For more information about Zenith go to [zenith.co.uk](http://zenith.co.uk), email [fleet@zenith.co.uk](mailto:fleet@zenith.co.uk) or call 0344 848 9327.