

ALD | carsharing

moving
people
your smarter
way to work

Moving People
Boost jeres fleksible rejsevalg

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Anders Hansen
Product Manager, Corporate Mobility

#1

I Europa
inden for
firmabilsleasing



5.000
ansatte

100.000 +
kunder



43 lande

75% Full Service Leasing
25% Flådeadministration



1.500.000
biler

En del af
SOCIÉTÉ GÉNÉRALE GROUP

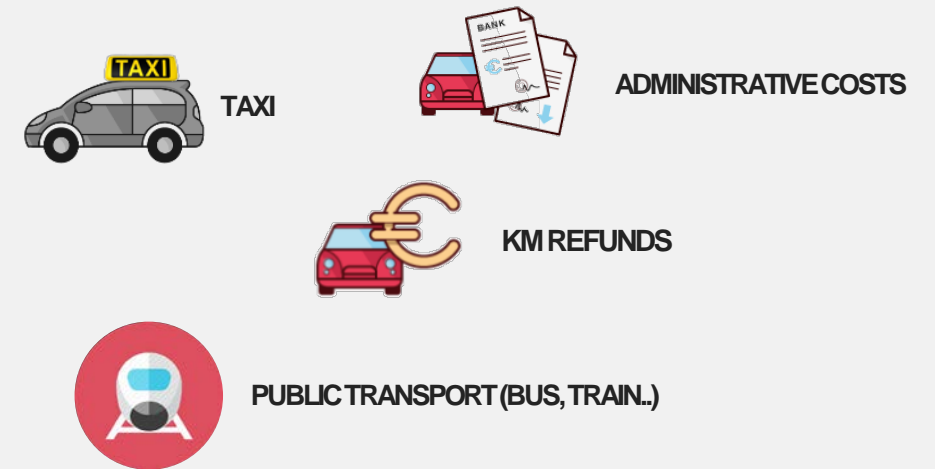


**SOCIÉTÉ
GÉNÉRALE**

FLEET MANGEMENT/LEASING PROVIDER



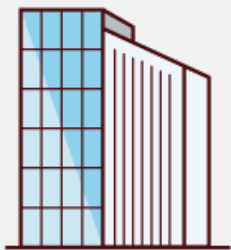
MOBILITY PROVIDER





ALD | carsharing is an **innovative solution**, involving a **dedicated fleet of vehicles** at company's premises for **shared use** amongst its employees.

Corporate Car Sharing is **dedicated to all employees**, for everyday **business** or **private trips**.



COMPANIES BENEFITS

- **Total Cost of Mobility Reduction**
- **Centralized** Fleet management
- **Optimization** of non assigned vehicles
- **Real** and **measurable** saving
- **Co2 reduction & CSR**



EMPLOYEES BENEFITS

- **Reduction** in **private cost** of fleet usage
- Employees **Welfare**
- **Co2 reduction**

ALD Automotive analyzed fleet usage data from several companies, understanding **the main cost items** that represent:



ADMINISTRATIVE COSTS



KM REFUNDS



PROPERTY VEHICLES

PRE-ASSIGNED VEHICLES



TAXI



PUBLIC TRANSPORT (BUS, TRAIN..)



SHORT TERM RENTAL

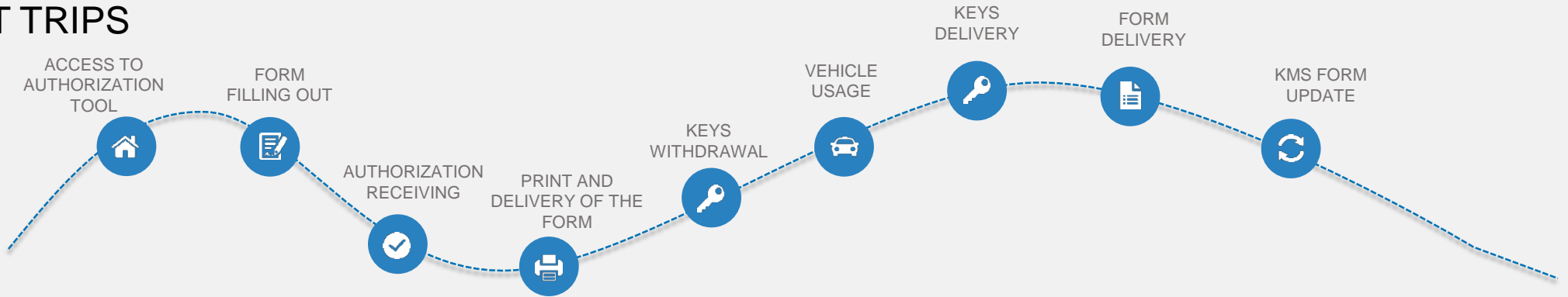


ALD Car Sharing is dedicated to **all the employees**,
for everyday **business** or **private trips**.

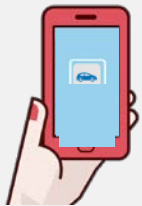


Point-to-Point usage and check-in/out in company parking's

AS IS POOL FLEET TRIPS



TO BE ALD CAR SHARING TRIPS



ALD | carsharing



CHALLENGES:

- Whom to catch the ball internally?
 - Fleet Manager, Finance Manager, HR Manager, other?
- Adaption by the company -> ultimately the employees
 - Mobility policies and other actions?
 - Change Management? – When interfering with daily life
 - Carrots & Sticks

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