



OPTIMISE SERVICES

**SAVING YOU MONEY
EVERY MILE
EVERY DAY**

SCANIA



OUR OPTIMISE SOLUTION
IS DESIGNED TO DELIVER
REAL BENEFITS TO YOUR
BUSINESS WITHIN 30 DAYS

Are you interested in these benefits?

- Lower fuel consumption
- Less wear and tear on your vehicles
- Reduced maintenance costs
- Fewer incidents
- Improved driver engagement
- Increasing your drivers skills
- Increased client satisfaction
- Reduced CO₂ emissions
- Improved bottom line to your business
- Higher residual values
- Reduced insurance premiums
- Less administration

If you are, then Scania Optimise
really is for you.

AN OPTIMISE SOLUTION REALLY IS TAILORED TO YOU AND YOUR BUSINESS AND DESIGNED AROUND YOUR PEOPLE

Optimise is a driver development solution providing one-to-one training, personal coaching and regular performance monitoring for drivers and your business, 24 hours a day, 7 days a week. And it's designed to pay for itself within 6 months by reducing your costs and increasing your profits.

So how do we deliver this for you?

It starts with a consultation where we establish your operation type, fleet profile and driver knowledge and experience.

We explore any challenges you have that the programme will improve.

Once the analysis is complete, an Optimise solution is proposed that fits your business. This will include timescales, measurement, agreed targets and commercial terms.

How do I pay?

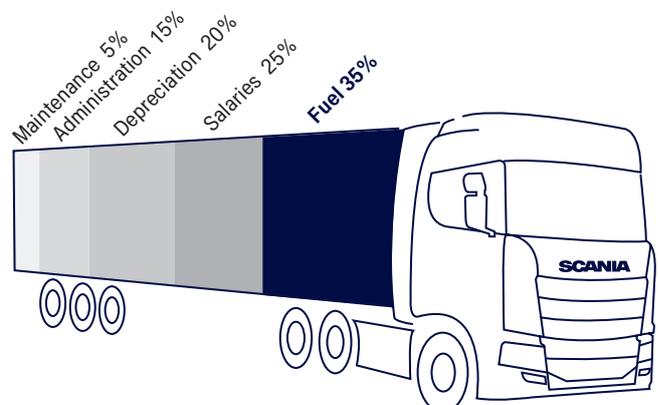
Once you decide on the Optimise solution for your business, payment is simple.

- Monthly instalments based on your chosen solution
- A one-off single payment
- Other options can be discussed with one of the Optimise Services team or your sales contact

What is included in an Optimise package?

- Activation of the Control telematics package*
- One-to-one practical on-road driver training
- Classroom sessions with drivers selected for the programme
- Driver coaching sessions every month or at different intervals, depending on the solution proposed
- A monthly coaching report analysing driving behaviour and fuel consumption
- An end-of-programme management review meeting

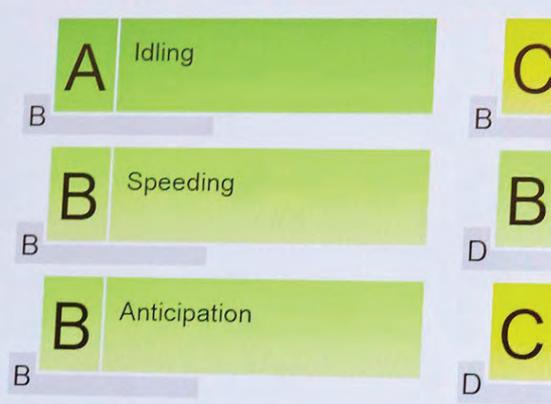
* Vehicles fitted with the Scania communicator



On average, Optimise customers save 10% on fuel consumed



Driving style for period



Trip data

Only vehicles that have driven more than 10 km since the last report are included.

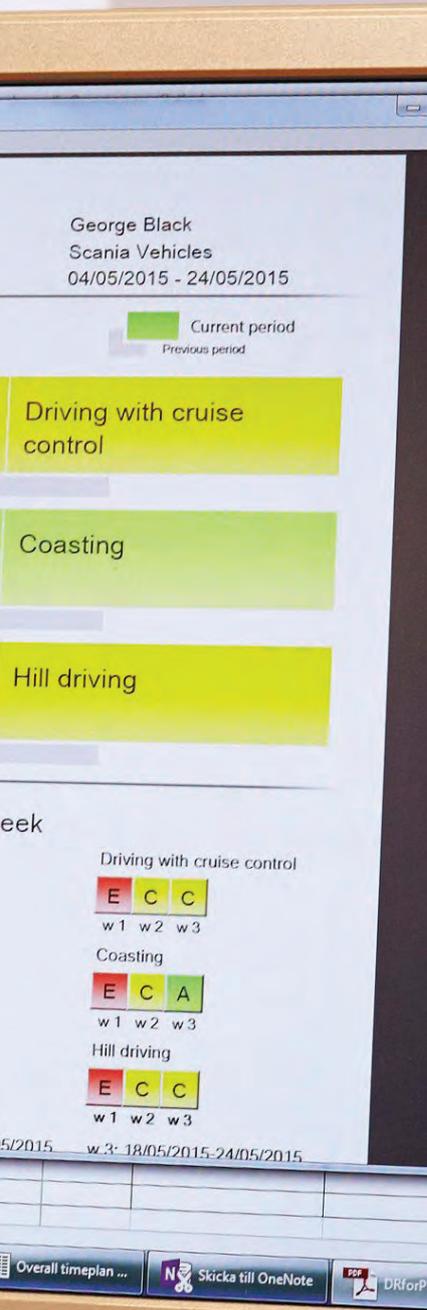
Vehicles driven	3
Distance driven (km)	5240
Average speed (km/h)	63,4
Average weight (tonnes)	32
Average distance (km/day)	349

Trend per w

Idling	A	A	A
	w 1	w 2	w 3
Speeding	B	B	C
	w 1	w 2	w 3
Anticipation	B	B	B
	w 1	w 2	w 3

Microsoft Windows taskbar showing icons for Internet Explorer, Benchmark - clar..., 2 påminnelser, Microsoft Lync, Word, PowerPoint, and Excel. The system tray shows the date and time as 27/05/2015 10:00.

KEY BENEFITS OF OPTIMISE



It really works

- Our experience shows that 10% savings on fuel are more than achievable, especially when the vehicle's technology is used as intended and drivers continue to receive on-going coaching.
- Some insurance companies will recognise your proactive approach to risk management through the use of Optimise and will reflect this in your premiums. You should contact your insurer and explain your investment in risk management.
- A well-driven and cared for vehicle will need less maintenance, and have a higher residual value. It will also be far less likely to be involved in any accidents.
- Professional drivers that have been part of the Optimise programme say it helps them adopt a relaxed driving style, lowers levels of stress and they feel more valued as an employee. On average the saving on fuel is 10% – and it is the driver that achieves this result.

Optimise is not just for Scania vehicles fitted with our communicator

- Optimise can work on a mixed fleet and on Scania vehicles without a communicator fitted, if we are allowed access to your telematics data.
- If you run a mixed fleet or Scania vehicles without a communicator, you can still benefit from Optimise. During the consultation period we will discuss the best solution for your fleet.
- Our communicator is standard equipment on most Scania's built after 2011. It can also be fitted to any make of vehicle through one of our approved dealers. To find out more call 0345 4507735.

In independent tests, experienced drivers on a known route improved their fuel consumption by over 4% when they made optimal use of the vehicle technology. This was in addition to any benefits from improved driving style.



A BIT MORE DETAIL



Delegates

Drivers are trained on a one-to-one basis at their place of work in one of your vehicles. Drivers who attend the course qualify for 7 hours of Driver CPC training. The course consists of:

- A pre-drive where the driver's performance is monitored and recorded.
- A classroom training session that covers the technology fitted to your vehicle.
- A post-drive on the same route.

The trainer will:

- Provide practical training on your vehicle, working through the technology fitted and how to get the most out of it.
- Review driving style and performance before and after on-road training and record improvements made.

Training times

Courses will be scheduled to fit in with your operating times. The course duration is 7 hours.

Please note: Training can be delivered to more than one driver (up to a maximum of three drivers per trainer). However, this training does not qualify for Driver CPC.

Control telematics package

Optimise includes the activation of our Control 10 package. This allows access to the full telematics data for the vehicle and driver, including:

- Fuel consumption
- Braking patterns
- Harsh braking
- Acceleration patterns
- Coasting
- Idling
- Vehicle tracking – both live and historic data
- Vehicle speed
- Geo-fencing functionality and automatic notifications
- Vehicle performance measurement
- Driver league table
- Driver performance ranking A-E comparing drivers across the UK doing the same type of work
- Mobile app for drivers and managers

This data is available live via the Scania web portal 24/7 and no additional software or vehicle downtime is required*.

* Vehicles fitted with the Scania communicator

Coaching

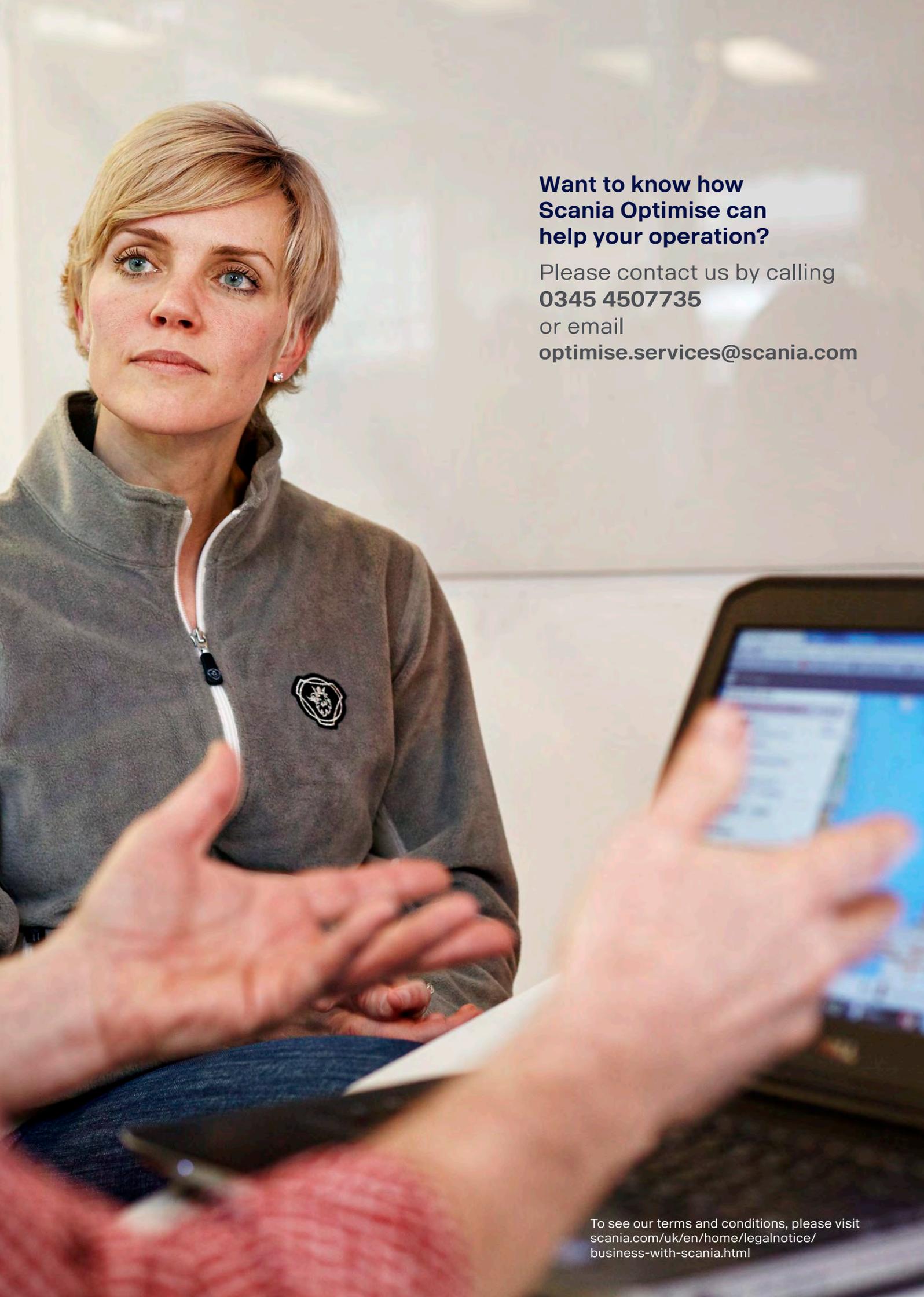
Our class-leading coaching solution delivers on-going coaching and advice to you and your drivers. Working to targets agreed with you, it combines use of data from the vehicle, our online coaching tool and the expertise of one of our professional driver coaches.

The coaching is run remotely over the phone and by email, providing maximum effect with minimum operational impact on your business.

The driver coach will:

- Produce online coaching reports for each driver, monitoring their performance against agreed targets.
- Coach the driver over the phone at agreed intervals e.g. monthly to discuss their performance against targets.
- Agree remedial actions to be implemented to improve driver performance where required.
- Produce a record of CO₂ reduction.

Coaching sessions will usually last between 20 and 40 minutes.



**Want to know how
Scania Optimise can
help your operation?**

Please contact us by calling
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or email
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