

Our objectives

For the launch of HTS Group on 1st February 2017, it was apparent that much of our fleet needed to be upgraded or replaced. The previous approach had been to run vehicles into the ground and this had resulted in a number of old or unreliable vehicles that had not been looked after and did not present a good impression of our company.

Our approach was to implement a programme that would mean our fleet would:

- Deliver savings to the Council
- Be in good working order and fit for purpose
- Carry HTS Group branding
- Have fast and efficient access to fuel and servicing
- Be well managed and offer data transparency for Harlow Council, HTS Group management and other stakeholders

Aligning to our values

Determining our fleet policy, we made sure we lived by our values and strategy of 'Proudly serving Harlow'. It was important to us that we introduce a fleet of vehicles that were high quality, while offering value for money, that demonstrated the professional nature of our organisation, and that could be relied upon for a number of years.

Our approach

We reversed the previous strategy of hiring/long-term leasing the majority of vehicles and decided to purchase where possible. Vehicles are now replaced on a managed approach, and in January 2018 we will further develop the 5-year forward plan for the entire fleet management.

Working with senior Council members and their procurement department, and managed by a project team that included Martin Bytner, Neil Rowland, Steve Ward and Alex Morris, the programme was planned ahead of HTS company launch.

61

Vehicles purchased from Arval (previously on long-term lease) with full service history



69

New vehicles leased from Alphabet that were previously spot-hires or leased – all with 2017 plates



34

Owned vehicles with 2005 plates or older will be replaced over time



The programme delivered:

- Launch of our on-site fuel bunker, subsidised by Harlow Council; development of our on-site garage with two Mechanics and an Apprentice
- Purchase of a 'Snap-on' diagnostic computer, to evaluate vehicle systems,
- Trackers fitted in all vehicles, supporting safer driving habits, driver education, 'good driver' league tables, journey data
- Full re-branding of every HTS Group vehicle
- On time delivery of all vehicles, including one temporary leased green fleet vehicle until the new tractor was available
- Involvement of local businesses - we now work with the highest quality, best value and most reliable local suppliers and our on-site stores have been rationalised
- Implementation of a new Fleet Management System offering a complete record of every vehicle
- Training courses for all drivers

Programme benefits

The key benefits to HTS Group of this programme have been cost control, reduced bureaucracy around the procurement process, improved fleet efficiencies and full transparency on all fleet data and records. Additionally, forward planning for future requirements means that the approval process with Harlow Council will become faster and easier.

Additional benefits include:

- MOT Pass rate of >90%
- Ability to respond to all vehicle enquiries, e.g. CO₂ emissions or fuel consumption
- 2 team members have joined the Chartered Institute of Logistics & Transport
- Use of our garage by council and third party vehicles
- We gifted 4 ride-on mowers, a sweeper and two vans to Harlow College for use by their students
- Better treatment of the fleet by our drivers



Two members of HTS Group have joined the CILT with access to libraries, knowledge and training

£4,000 invested

in a diagnostic computer to reduce servicing costs

