



Fleet Alliance Dealer Partners

More business, less work.

Increasing competition in the vehicle finance market means that many dealerships need access to a greater range of competitive finance products.

A Fleet Alliance Dealer Partnership enables dealerships throughout the UK to provide a wider selection of competitive quotes to their client base and is an effective method of generating additional business for no additional cost.

KEY FEATURES AND BENEFITS

- Access to a complete range of business and personal finance products (contract hire, contract purchase, personal contract hire, personal contract purchase, finance lease)
- Access to a wide selection of quotation systems from some of the UK's leading finance providers
- Complete back office support for vehicle processing and administration
- Exclusive incentive schemes
- Immediate access to competitive finance rates
- Increased commission levels
- Reduced administration courtesy of fully transparent back office support

Dealer Partners are assigned a dedicated team of experienced support personnel who are always on hand to answer any queries or generate quotations for you and your sales team should you prefer not to have direct access to our systems.

VIRTUAL BROKER MODEL

Unlocking income for non-franchise products

Our virtual broker model enables your fleet department to tap into additional revenue normally locked away in the remainder of a client's fleet.

We can help you increase your offering by enabling you to supply finance for the entirety of your client's fleet irrespective of the vehicle manufacturer.

An example of this being a 50 vehicle fleet which has only 3 vehicles from your franchise portfolio. Fleet Alliance provides the opportunity to earn income from the remaining 47 vehicles.

The mechanics of this are simple; either we facilitate your dealerships to deal with the remainder of the fleet or you simply introduce Fleet Alliance to deal directly with the client.

Either way your clients are ring-fenced meaning you always retain ownership and control.

MORE BUSINESS LESS WORK

You can take advantage of as many or as little of our services as you require. Whether it's simply asking us to run quotations for you or taking full advantage of our virtual broker model, we can help you generate additional business at zero cost.