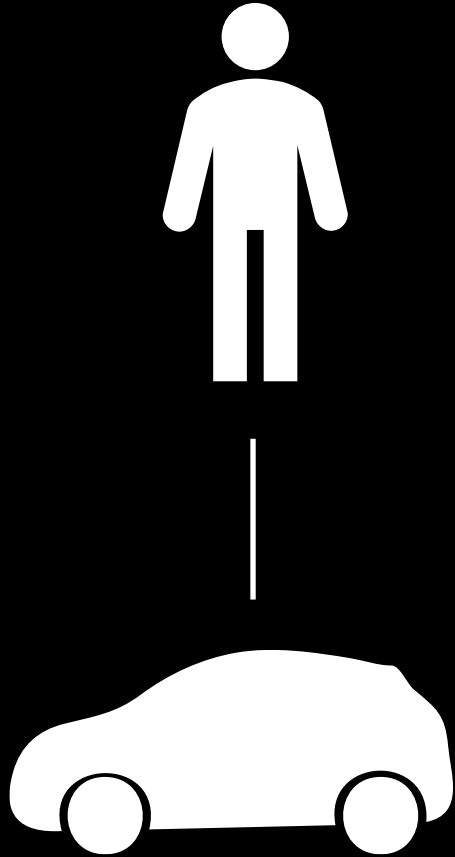


**FLEET
MANAGEMENT
INNOVATION &**

2021 Australasian Fleet Conference & Exhibition





PROBLEM STATEMENT

CONGESTION

YOUR JOB

**INCREASE EMPLOYEE
EFFICIENCY**

**IMPROVE WORK/LIFE
BALANCE**



PROBLEM STATEMENT

POLLUTION

YOUR JOB

**REDUCE CARBON
FOOTPRINT**

**Congestion
charging**



**Central
ZONE**

**Mon - Fri
7am - 6pm**

PROBLEM STATEMENT

CITY BANS

YOUR JOB

**KEEP THE EMPLOYEES
MOBILE**

PROBLEM STATEMENT

TAXATION

YOUR JOB

BUDGET CONTROL

MAINTAIN EMPLOYEE

BENEFIT





PROBLEM STATEMENT

SAVING

YOUR JOB

IMPROVEMENTS

EFFICIENCIES

AGREEMENTS

A background collage of various social media application icons including Vimeo, Google+, Facebook (with a red notification bubble containing the number '1'), Twitter, YouTube, Instagram, LinkedIn, and Pinterest.

PROBLEM STATEMENT
PUBLIC OPINION

YOUR JOB
INNOVATE

PROBLEM STATEMENT

NEW GENERATIONS

YOUR JOB

TALENT ATTRACTION



PROBLEM STATEMENT

INDUSTRY 4.0

YOUR JOB

**ADAPT TO NEW
INDUSTRY MODEL**

PROBLEM STATEMENT

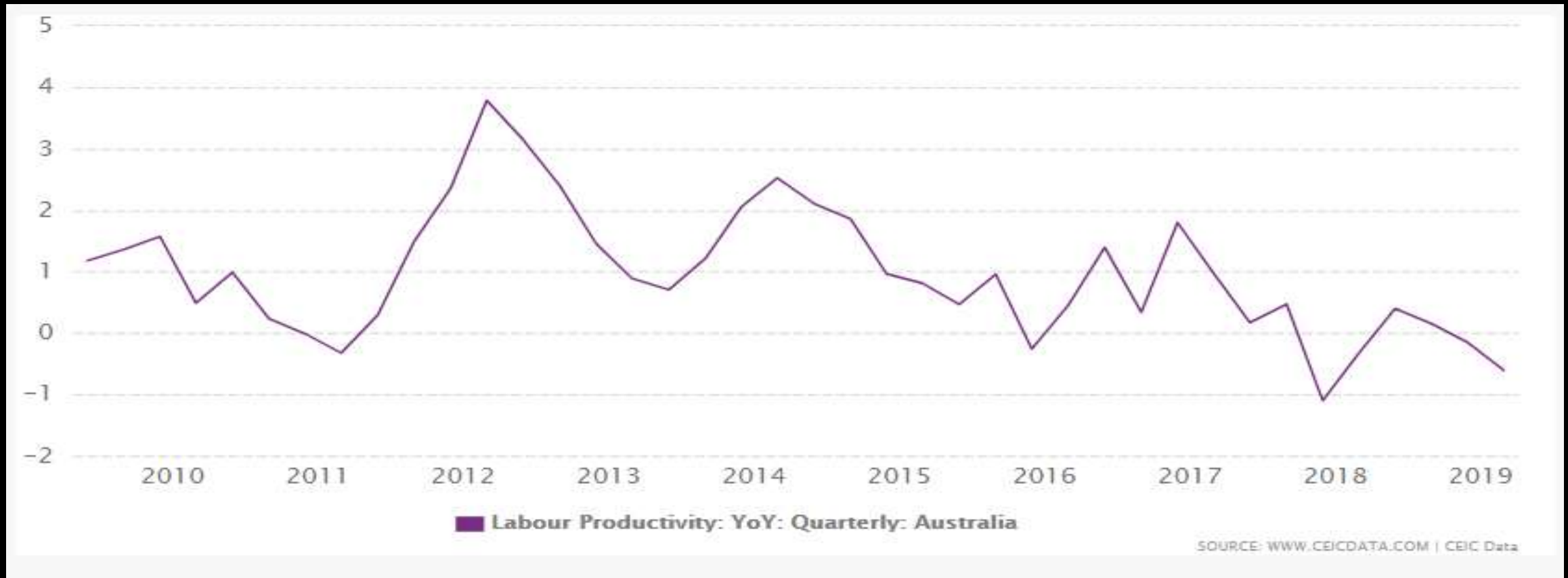
LOSS OF PRODUCTIVITY

YOUR JOB

**INCREASE EMPLOYEE
PRODUCTIVITY**

Congestion & Productivity

According to the Bureau of Infrastructure, Transport and Regional Economics (BITRE), by 2020, road congestion will cost Australia \$20.4 billion annually through lost productivity as a result of time wasted in traffic.



IMPOSSIBLE

TO FIT ALL
REQUIREMENTS INTO
A TRADITIONAL FLEET



INCREASE EMPLOYEE
EFFICIENCY

IMPROVE WORK/LIFE
BALANCE

REDUCE CARBON FOOTPRINT

BUDGET CONTROL

MAINTAIN EMPLOYEE
BENEFIT

TALENT ATTRACTION

ADAPT TO NEW INDUSTRY
MODEL

IMPROVEMENTS

EFFICIENCIES

AGREEMENTS



**MOBILITY IS
THE SOLUTION**

A woman with long dark hair, wearing a plaid shirt, is smiling and looking towards the camera. She is sitting in the passenger seat of a car. The car's interior, including the headrest and window, is visible. The background outside the window shows some greenery. The word "NO" is overlaid in large, white, bold, sans-serif font across the center of the image.

NO

You need flexible models

TCO

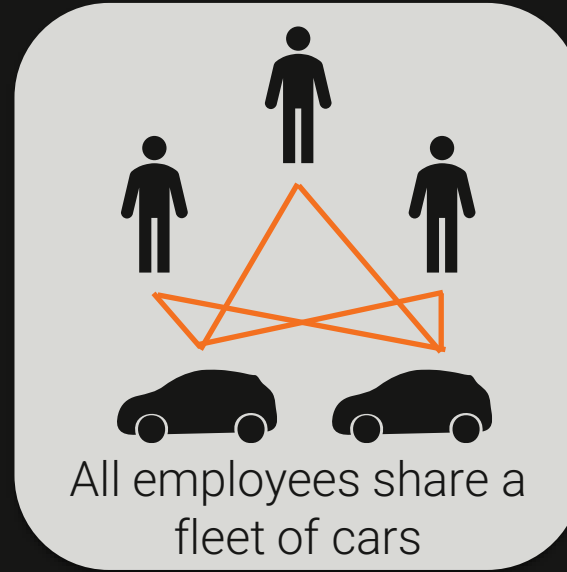
Total Cost of Ownership



Traditional
Fleet Setup

TCU

Total Cost of Usership



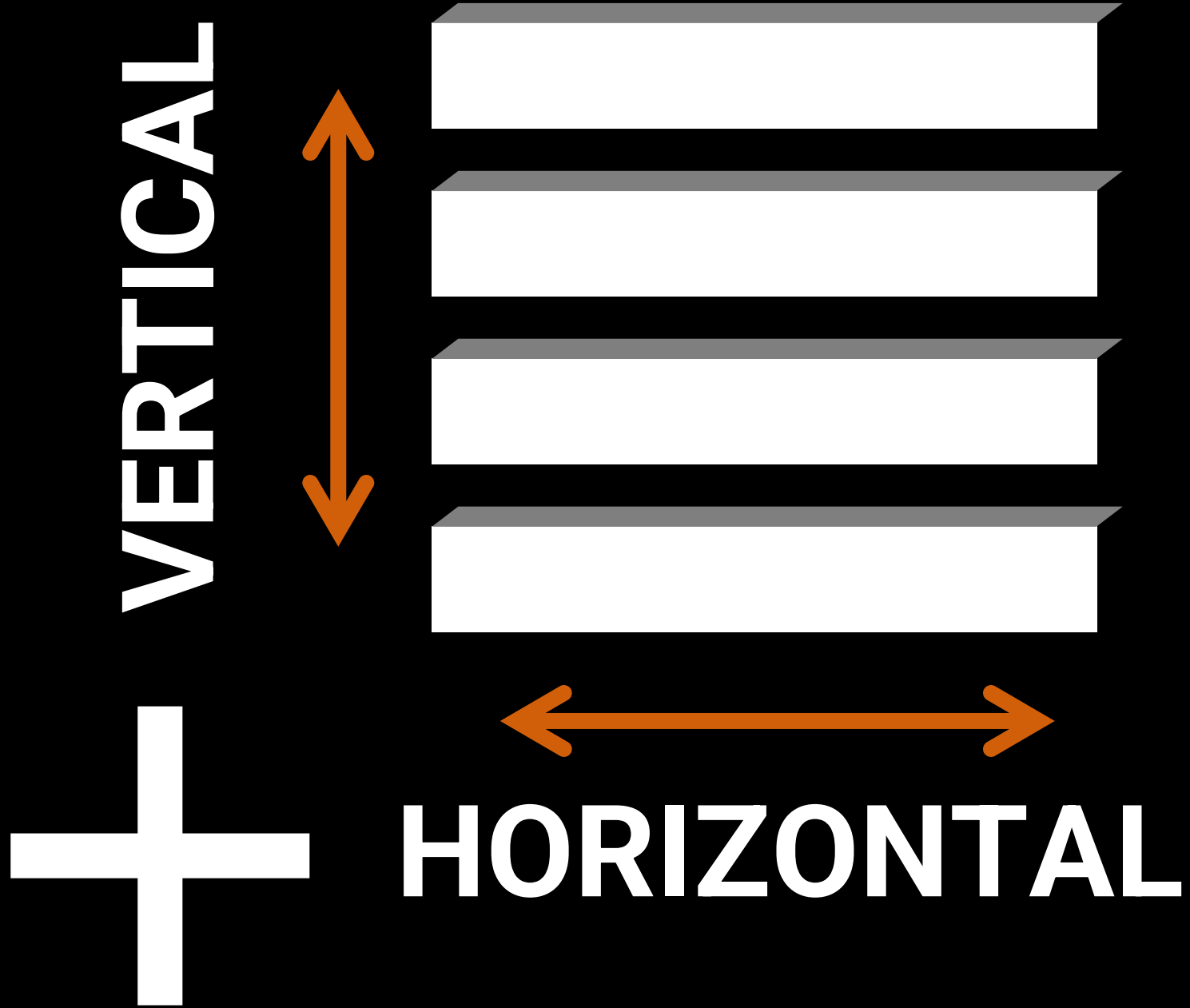
Fleet On
Demand

TCM

Total Cost of Mobility



Mobility



VERTICAL



Level **4**
Transaction Management

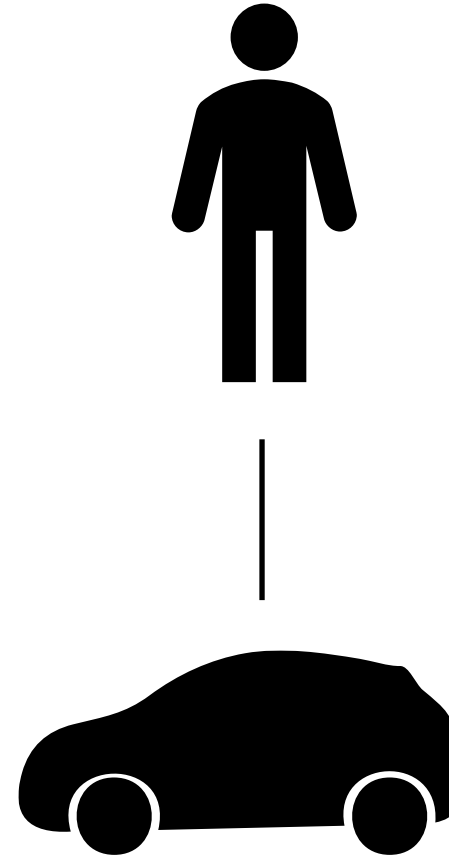
Level **3**
Operations

Level **2**
FleetOS & Aggregators

Level **1**
Mobility Components

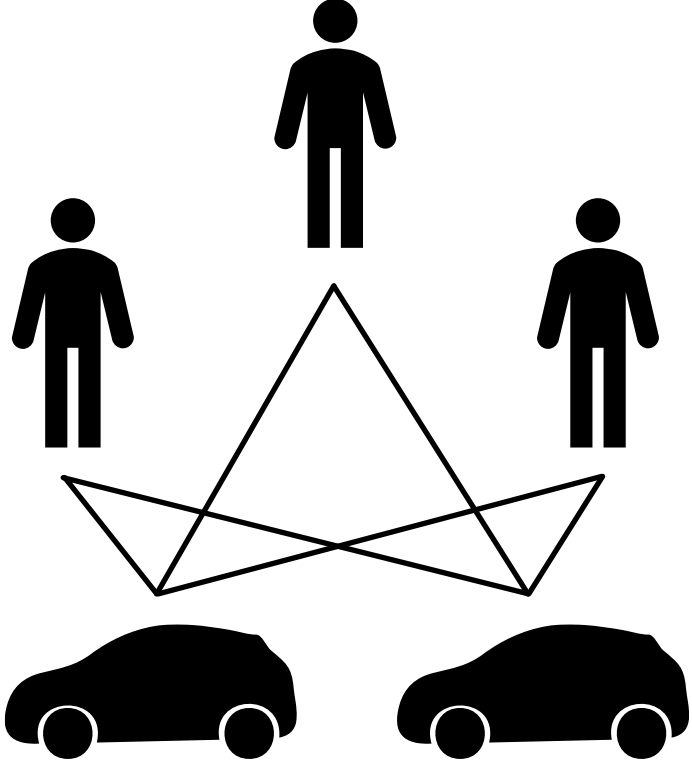


Dedicated Car





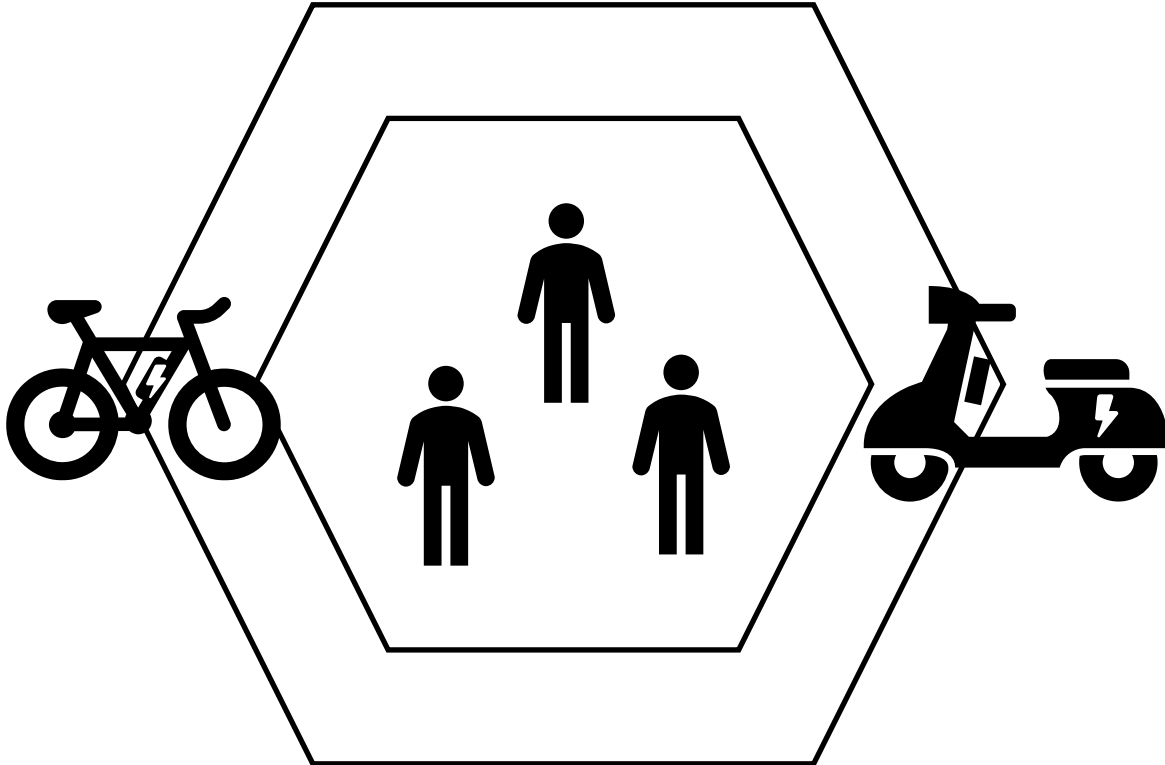
On-Demand Fleet



Dedicated Car



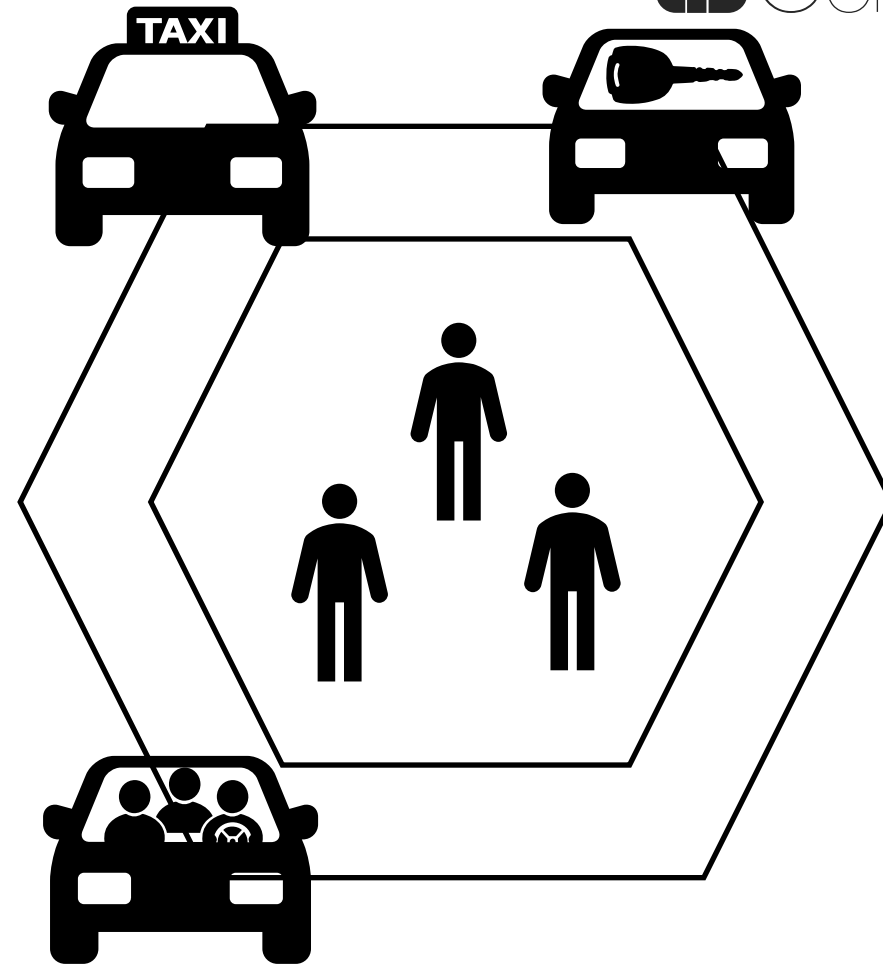
Micro-Mobility



Dedicated Car



Fleet-on Demand



Car-Centric Mobility



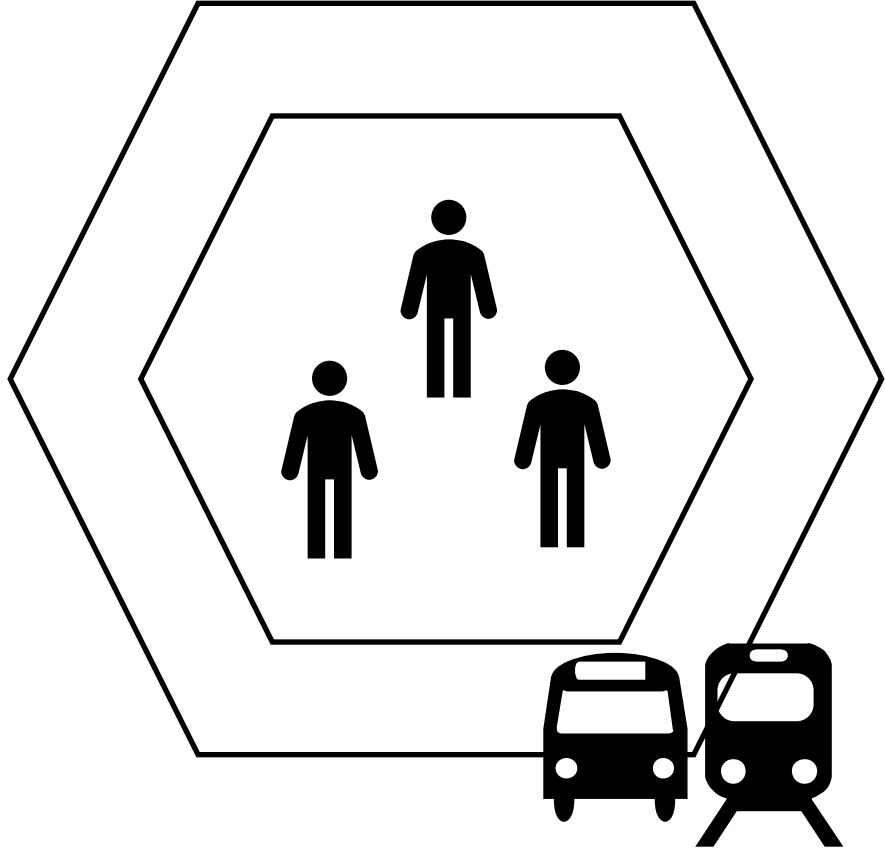
Dedicated Car



Fleet-on Demand



Mobility



Public Transport



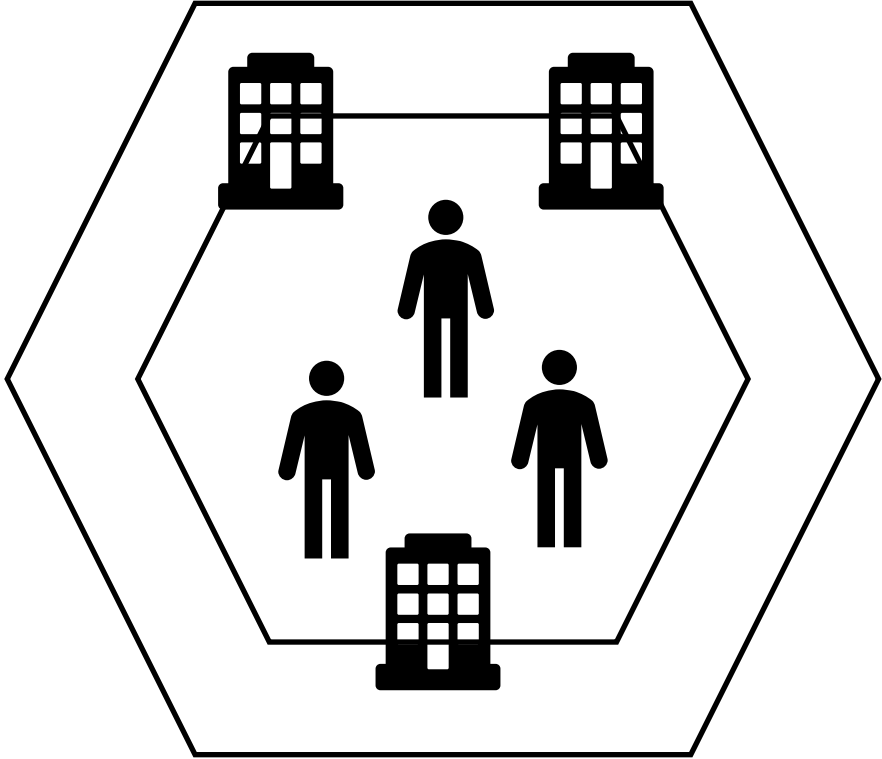
Dedicated Car



Fleet-on Demand



Mobility



Shared Working Space



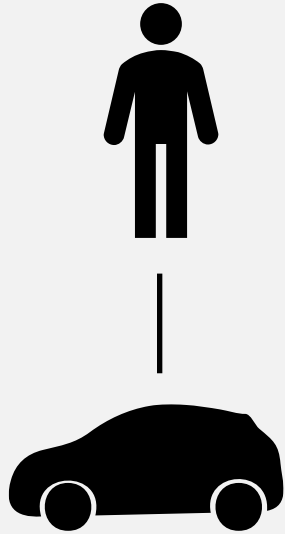
Dedicated Car



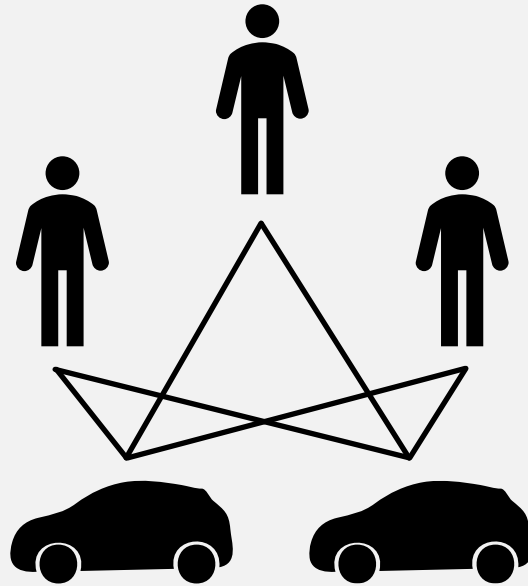
Fleet-on Demand



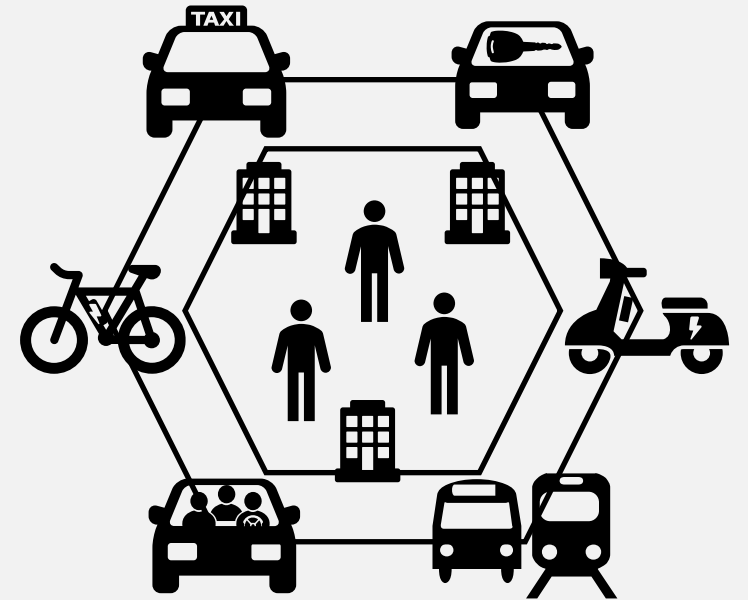
Mobility



Dedicated Car



Fleet-on Demand

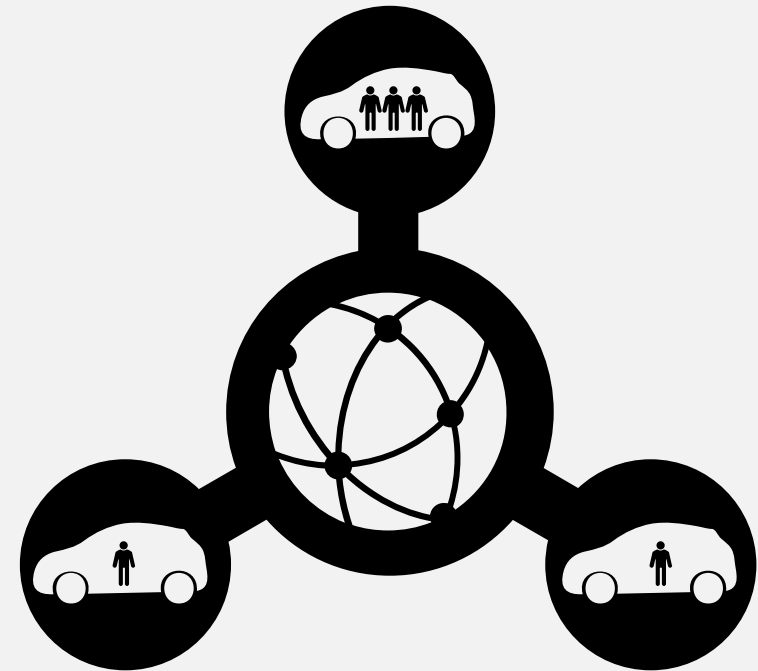


Mobility

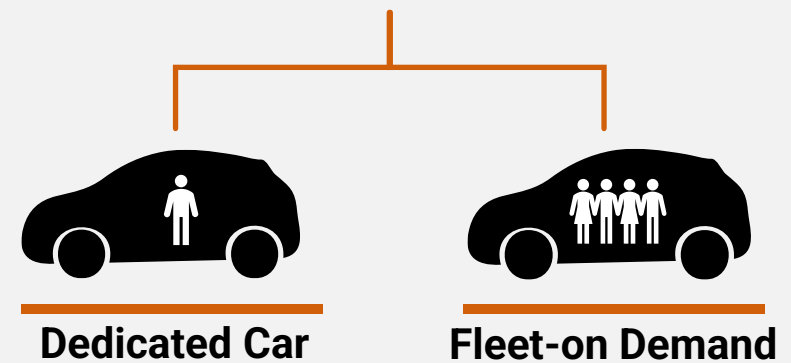


Fleet Operating System

- Connect vehicles to drivers through technology
- Complex vendor stacks
- On-demand booking
- Live fleet management
- Artificial Intelligence



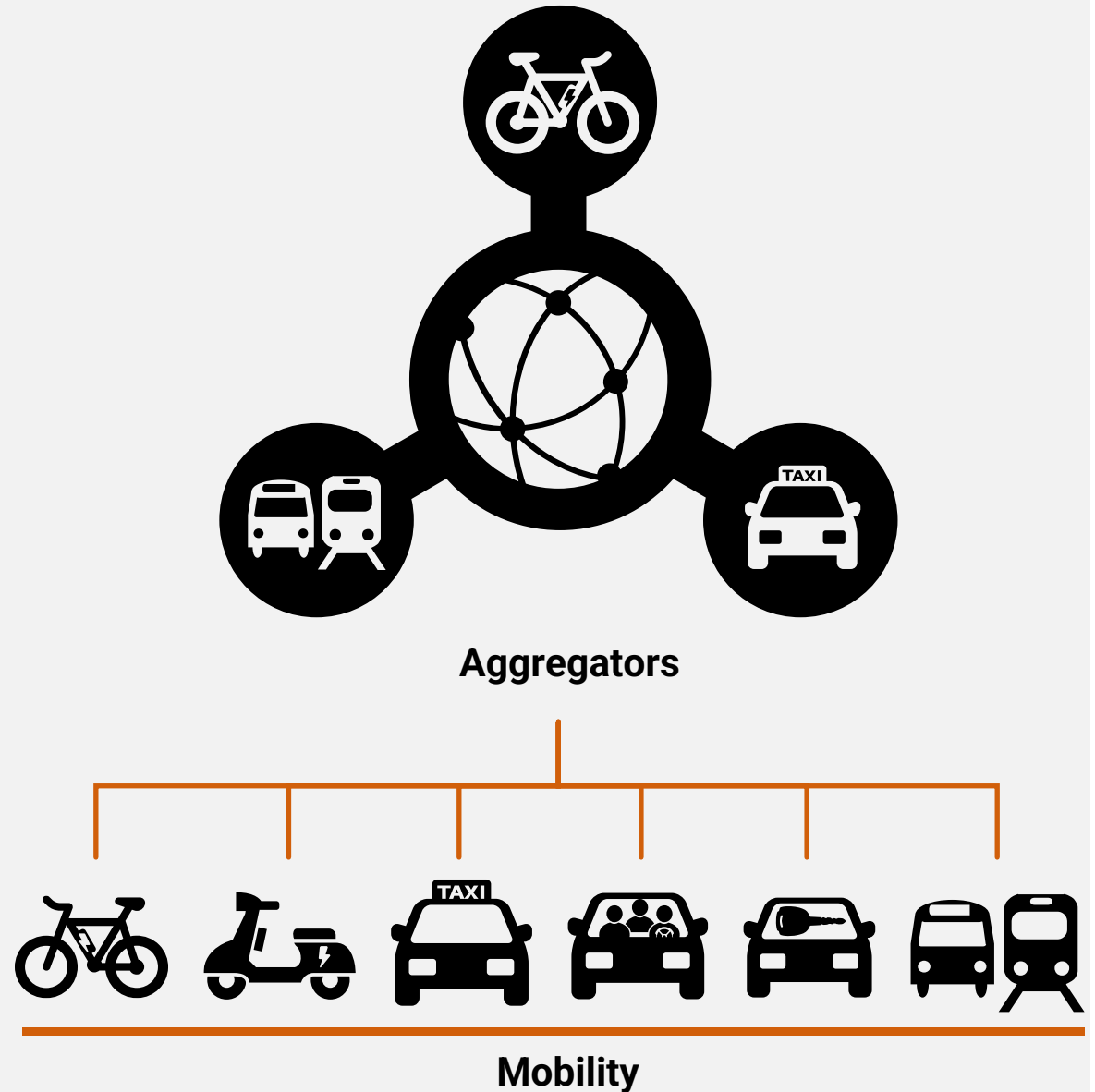
Fleet Operating System

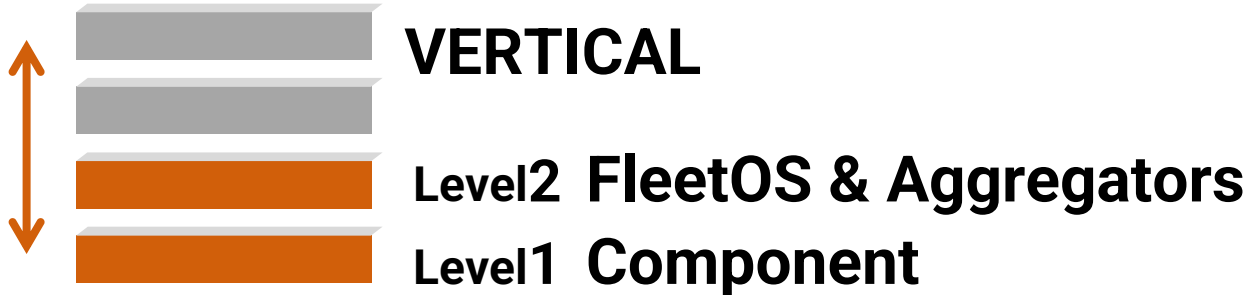




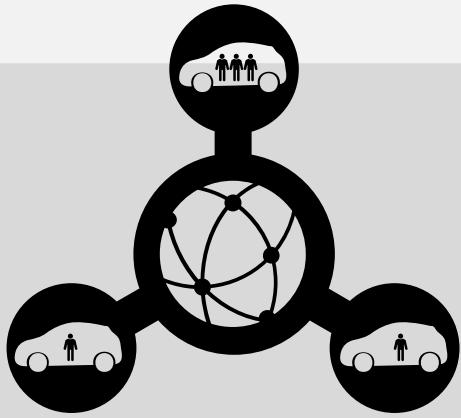
Aggregators

- Combine multiple mobility solutions
- Provide ticketing
- Single agreement
- Pay on Use
- Pan-European Roadmap
- Solid funding

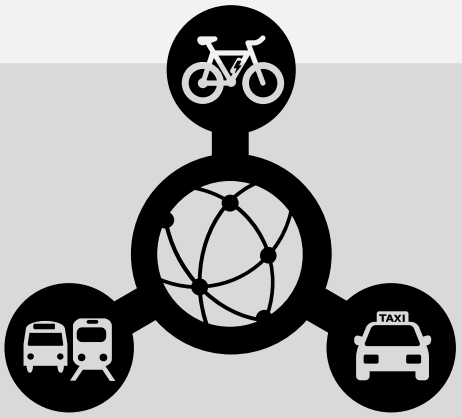




Level 2



Fleet Operating System



Aggregators

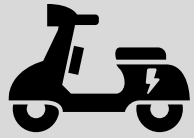
Level 1



Dedicated Car



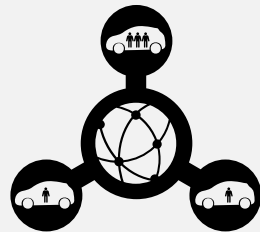
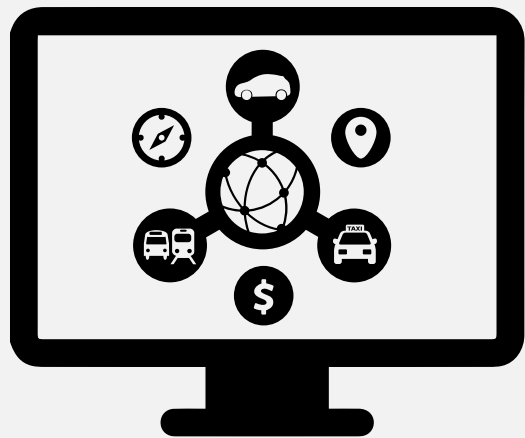
Fleet-on Demand



Mobility

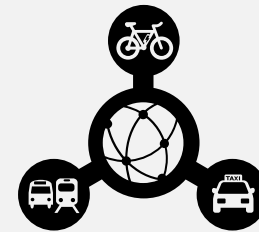


Operations



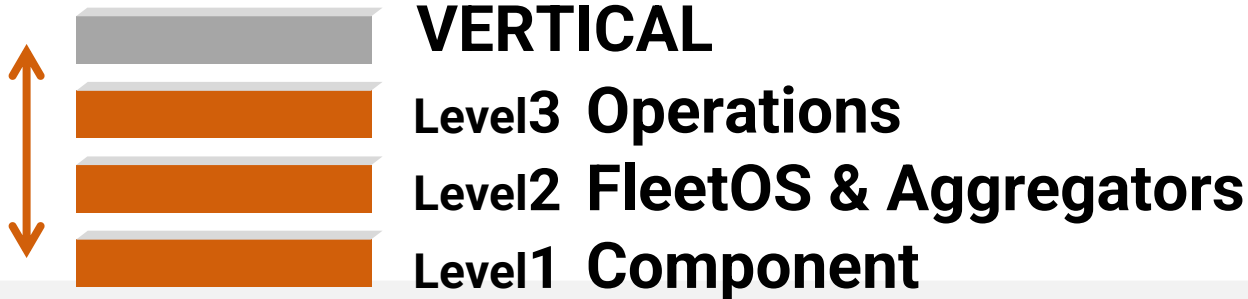
OPERATIONS FLEET OS

- Sourcing and Ordering
- Vendor
- Asset Usage Optimisation
- Invoice control

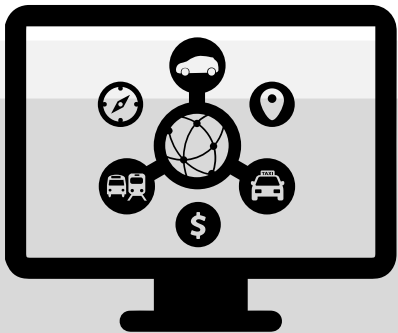


OPERATIONS MOBILITY

- Budgets
- Vendor
- Subscriptions
- Invoice control

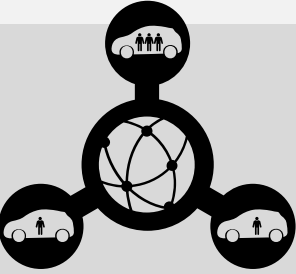


Level 3

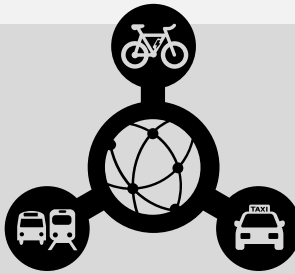


Operations

Level 2



Fleet Operating System



Aggregators

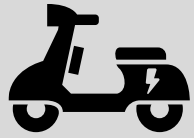
Level 1



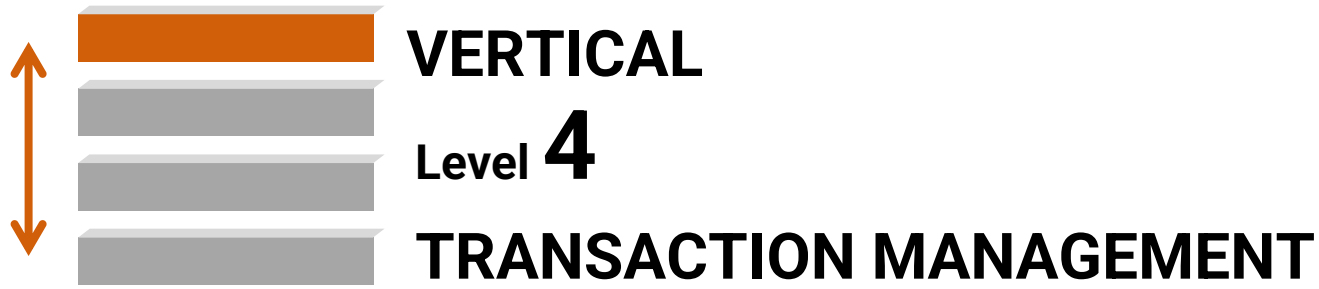
Dedicated Car



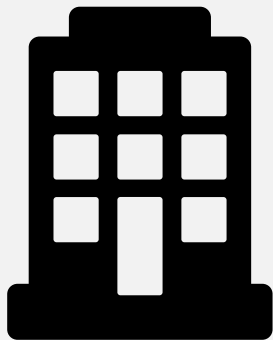
Fleet-on Demand



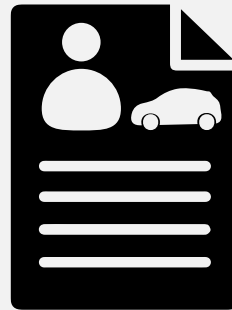
Mobility



Transaction Management



ERP Integration

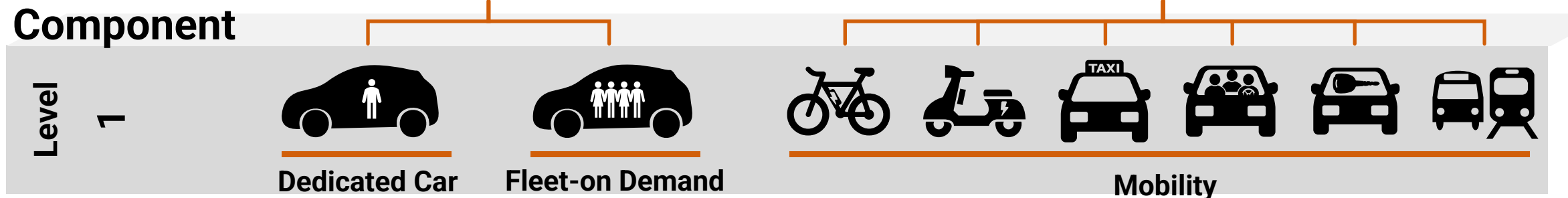
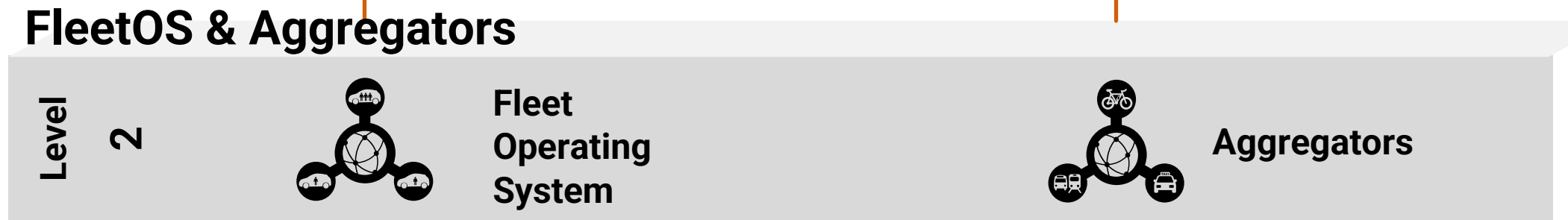
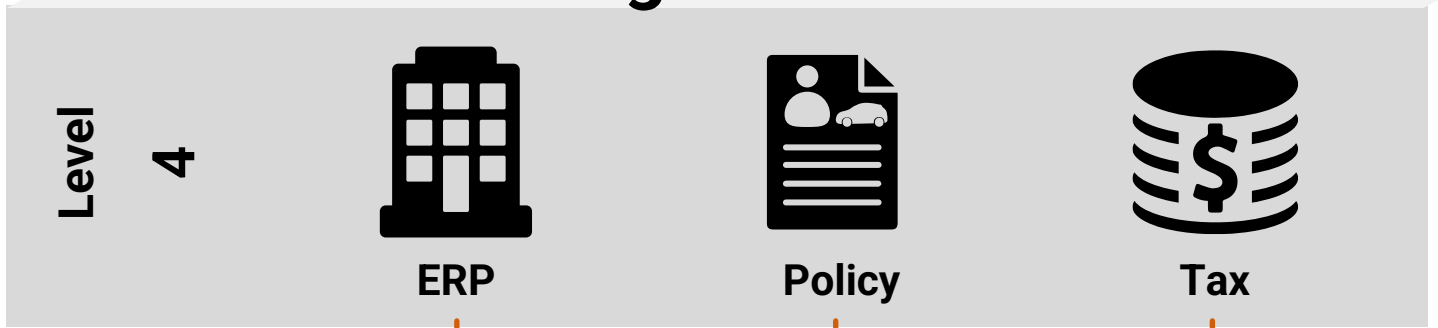
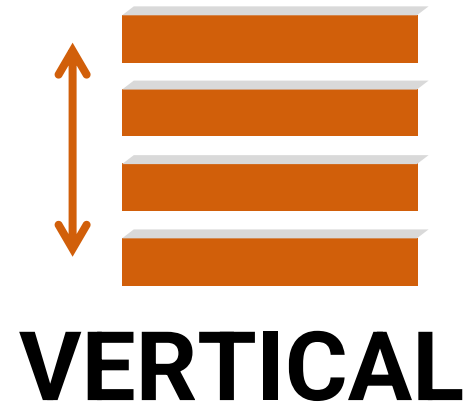


Policy



Tax optimisation

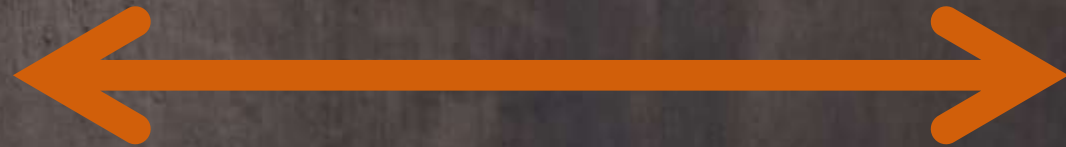
Transaction Management





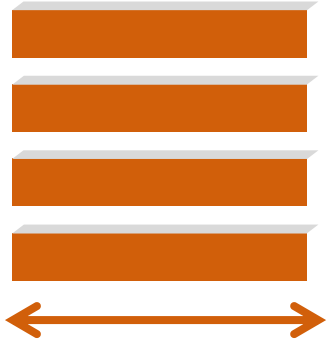
Level **2**
FleetOS & Aggregators

Level **1**
Component



HORIZONTAL

COMBINATION OF EACH LAYER COMPONENTS

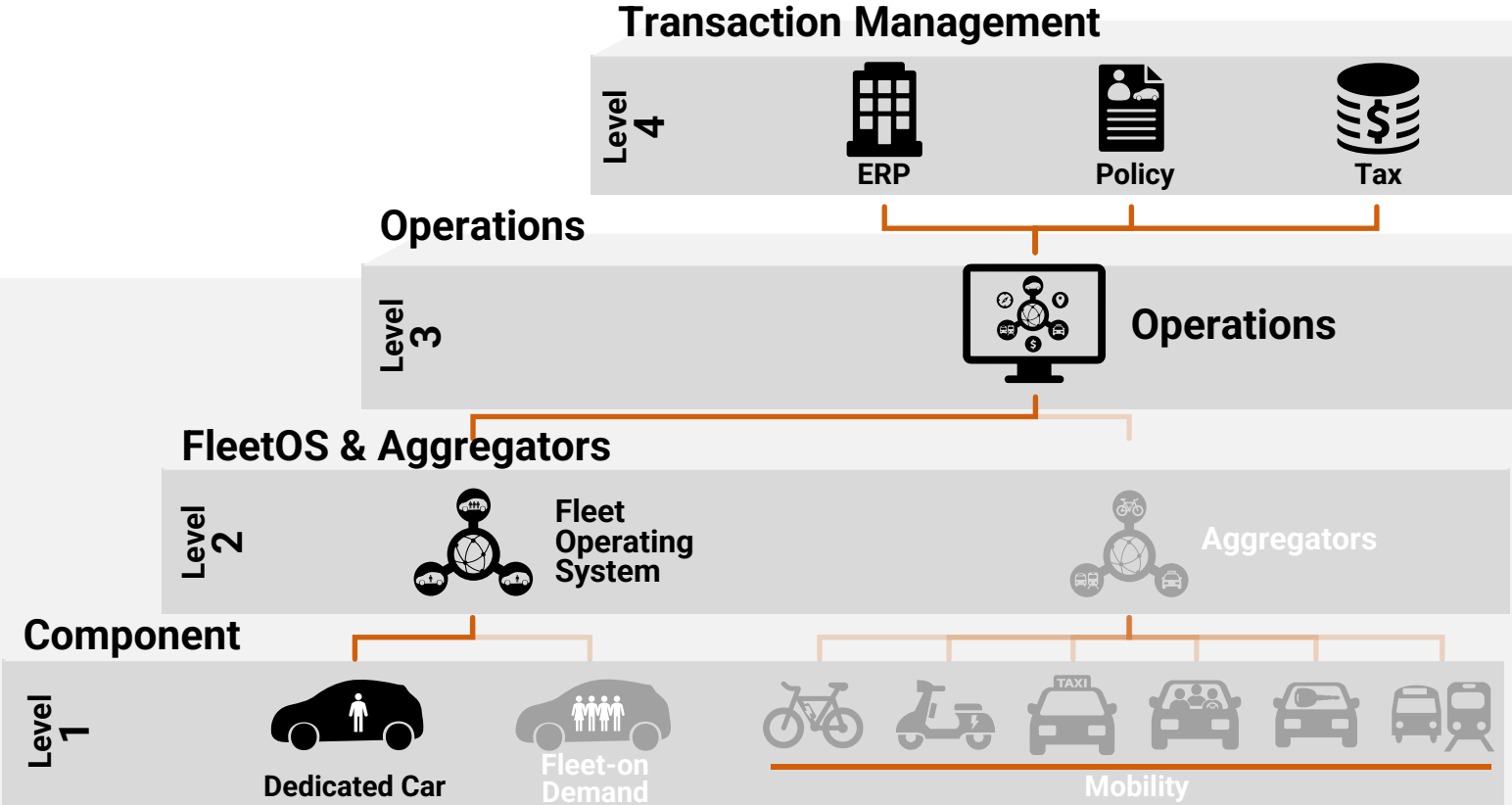


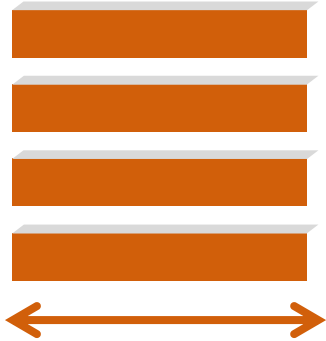
HORIZONTAL POLICIES



CAR POLICY

- Vehicle Standardisation for functional cars
- Eligibility optimisation
- Electrification



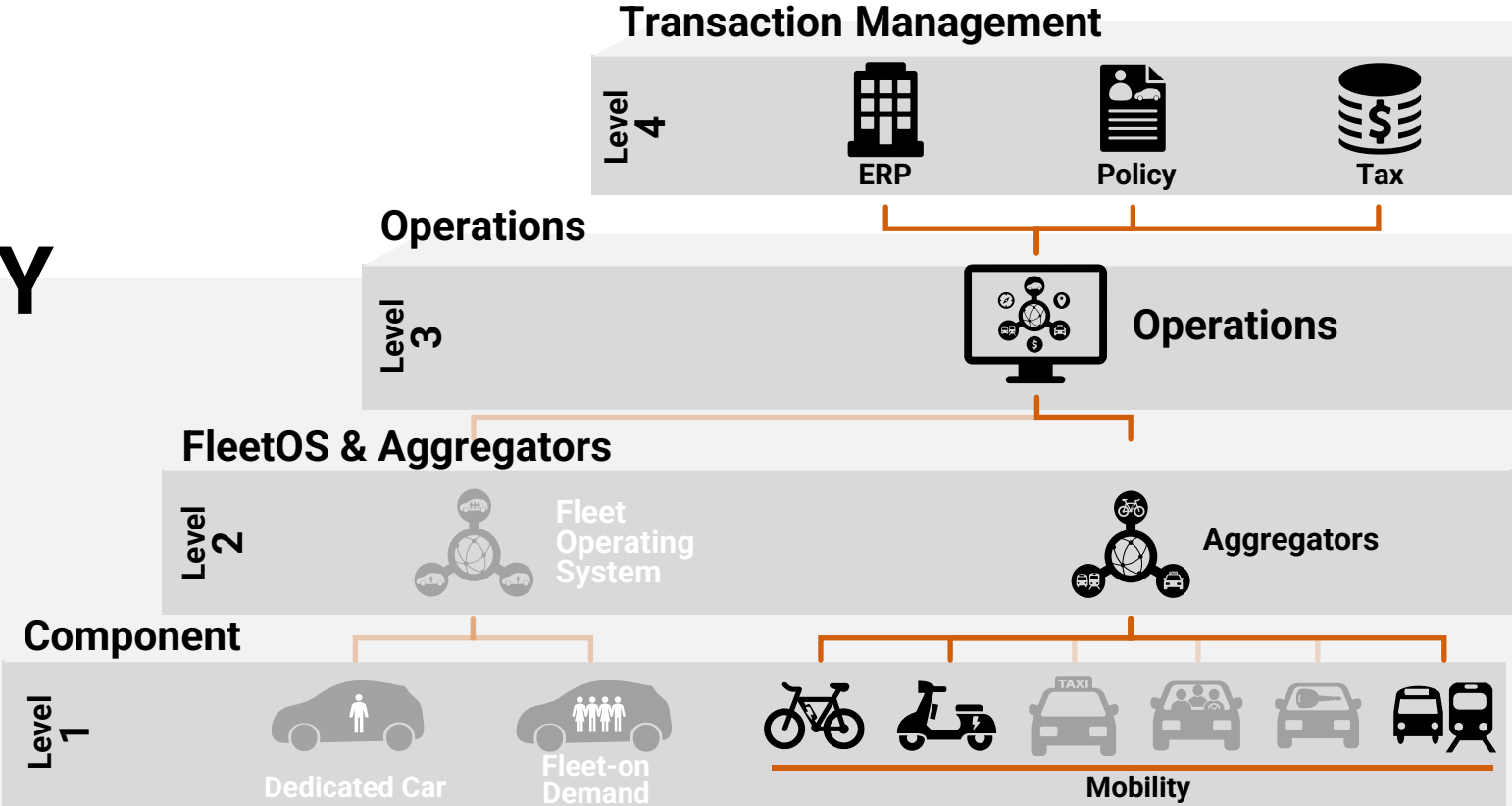


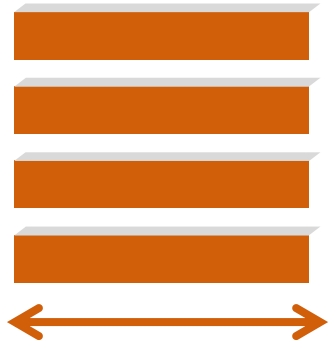
HORIZONTAL POLICIES



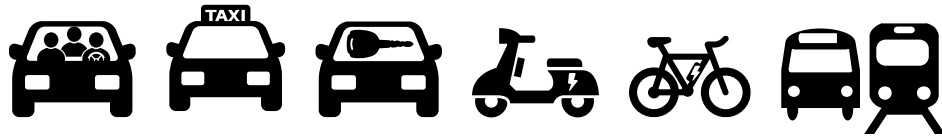
COMMUTING POLICY

- Public Transport
- Micro-Mobility



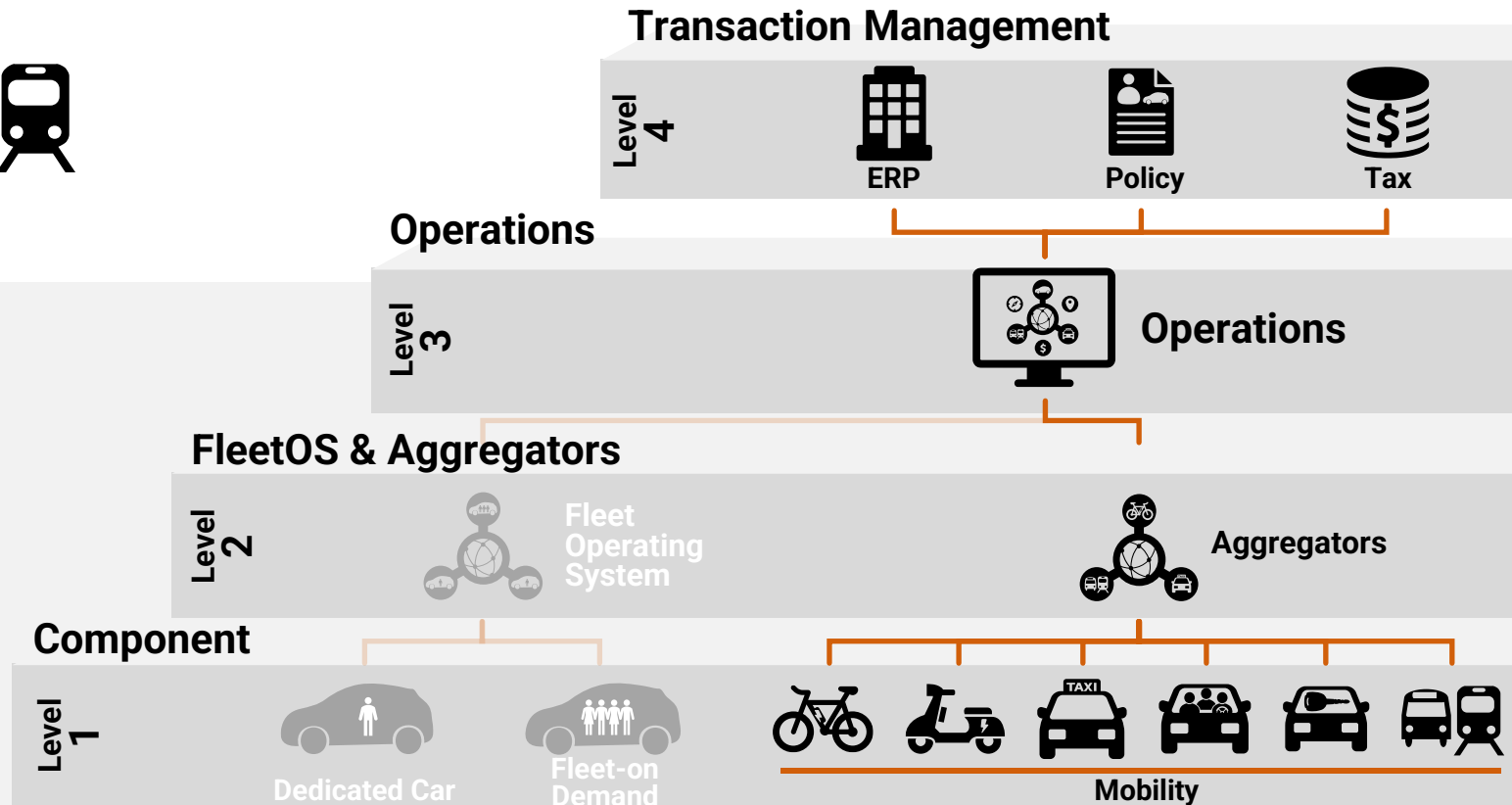


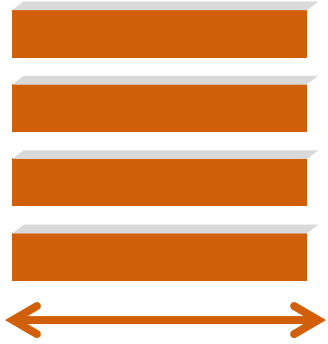
HORIZONTAL POLICIES



PRIVATE MOBILITY POLICY

- Subsidised return of cars
- Public Transport
- Micro-Mobility
- Car-Centric Mobility
- Budget



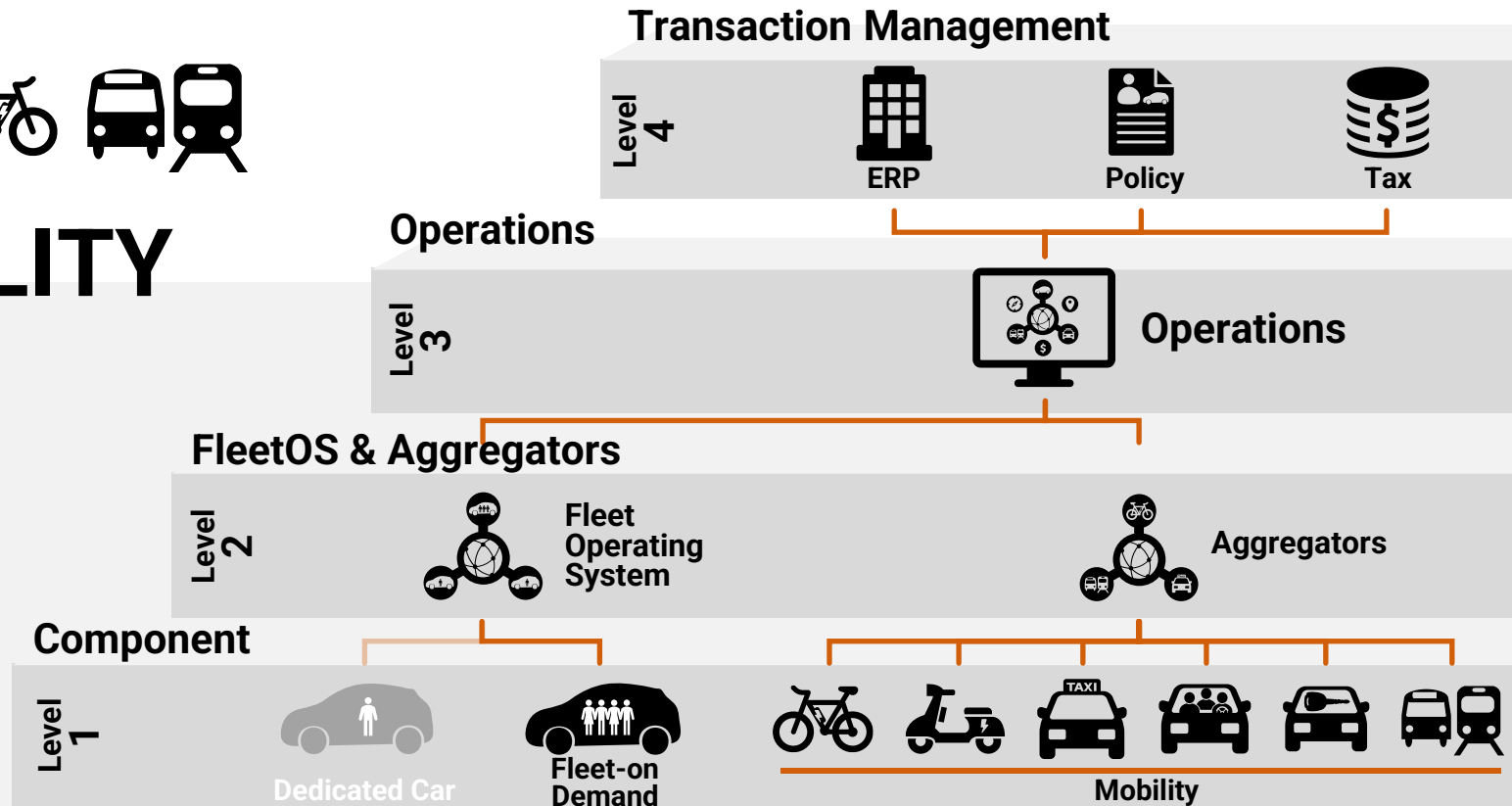


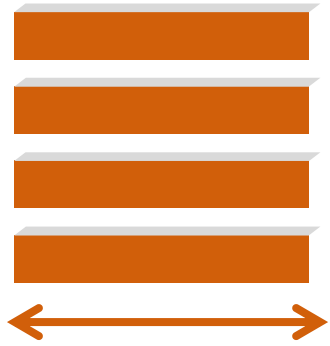
HORIZONTAL POLICIES



FUNCTIONAL MOBILITY POLICY

- Public Transport
- Micro-Mobility
- Car-Centric Mobility
- On-Demand
- Budgetless



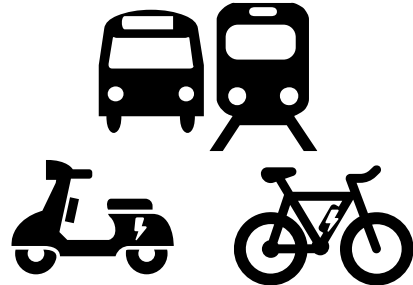


HORIZONTAL POLICIES



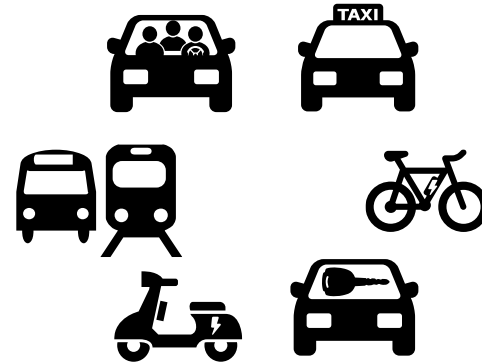
CAR POLICY

- Vehicle Standardisation for functional cars
- Eligibility optimisation
- Electrification



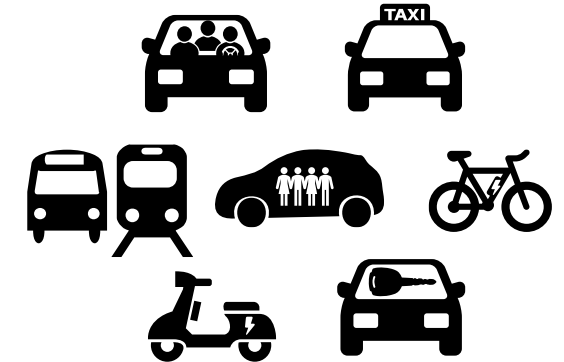
COMMUTING POLICY

- Public Transport
- Micro-Mobility



PRIVATE MOBILITY POLICY

- Subsidised return of cars
- Public Transport
- Micro-Mobility
- Car-Centric Mobility
- Budget



FUNCTIONAL MOBILITY POLICY

- Public Transport
- Micro-Mobility
- Car-Centric Mobility
- On-Demand
- Budgetless

Benefits of Horizontal + Vertical

Commuting Policy:

→ Congestion

Electrification:

→ Pollution / Tax

On-Demand:

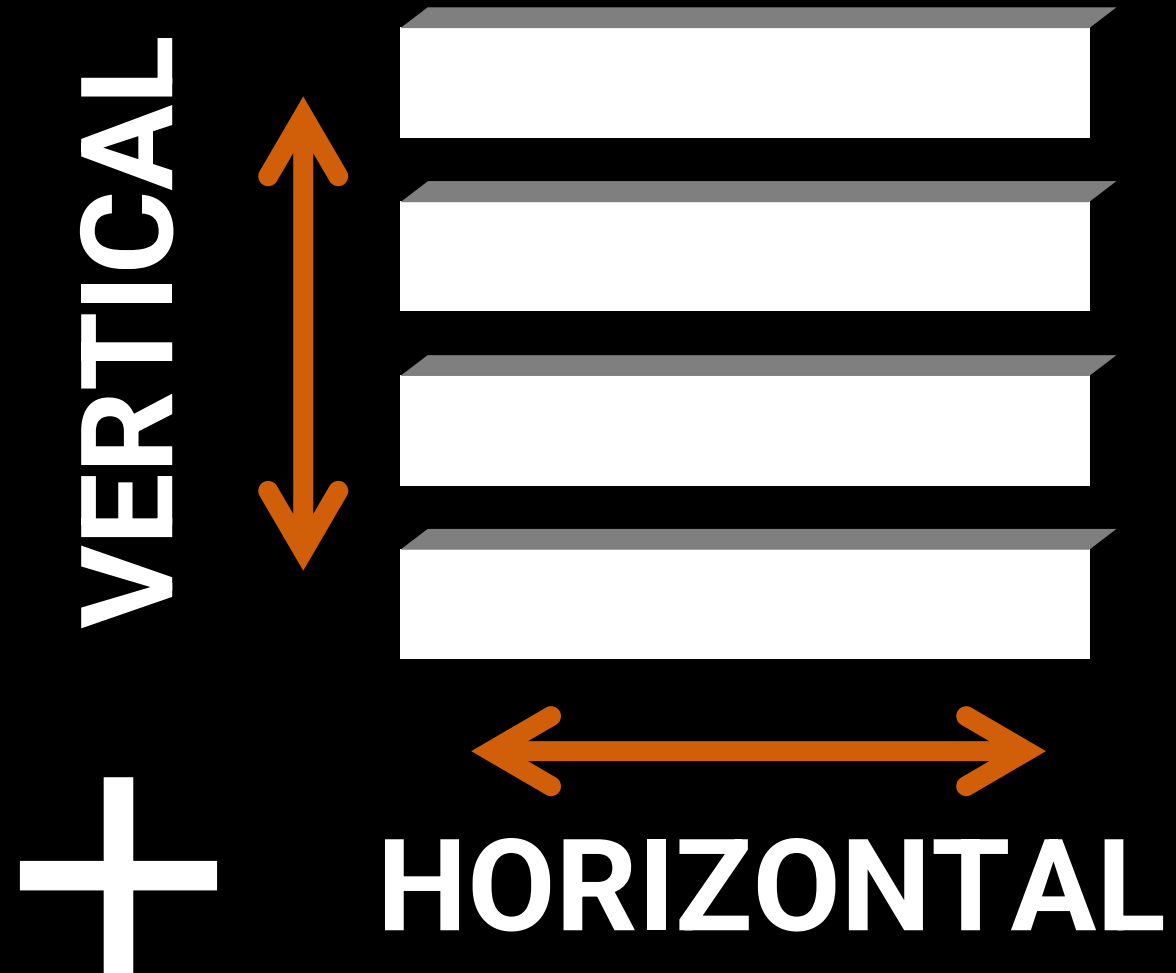
→ Savings

Shared mobility:

→ talent attraction

Options:

→ Innovation





Contact



Yves Helven

Managing Director | Connector K.K.

E-mail: yves.helven@connector.expert