



# VOSA Gripped by 43% Savings on Tyre Expenditure

In April 2007, VOSA gave responsibility for the day-to-day management of its fleet of around 260 vehicles to GCDA. Previously, its fleet had been managed in-house, in conjunction with a well known competitor, an arrangement that offered little other than the facilitation of payments for the servicing, maintenance and repair of the agency's vehicles.

## Issue

It was the responsibility of VOSA drivers to replace tyres as and when required, using their fleet maintenance card or a credit card for payment. More often than not, this meant VOSA drivers were paying full price for replacement tyres. Drivers also often had problems obtaining approval from the fleet management company for replacement of tyres on a like-for-like basis.

Approval was often refused for tyre replacements that did not meet the fleet management agent's normal approval guidelines, despite VOSA's instructions to the contrary. This often meant the fleet management company tried to refuse VOSA drivers' requests that both tyres across an axle were changed at the same time. This either meant a return trip a month or two later, or a long wait at the tyre replacement location whilst the fleet management company was reminded of VOSA's instructions.

## Solution

After a detailed assessment of its capabilities, VOSA entrusted GCDA with responsibility for the management of its fleet. In this capacity, GCDA oversees all aspects of service, maintenance, repair, MOTing and the taxing of VOSA's vehicles. GCDA also places vehicle orders on the agency's behalf and will assist VOSA in ensuring its future purchases meet all current governmental fleet targets.

Since appointing GCDA for its day-to-day fleet management, VOSA has had access to very competitive arrangements for replacement tyres. All of its drivers have been instructed to contact GCDA in the first instance, rather than as had previously been the case, sourcing tyres themselves and running the risk of being charged full, commercial list price.



"GCDA's service has greatly reduced the time we spend on day-to-day fleet management duties, whilst improving the quality of management data available to us.

We know that expert fleet advice is only a phone call away and Ben Davis and Malcolm Clayton are always available to provide advice on all manner of fleet-related issues."

Mike Lamport  
Procurement Contracts Manager  
VOSA

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## Outcome

As a result of having access to the GCDA tyre replacement arrangements and GCDA's pro-active management of drivers, VOSA's tyre expenditure is reducing dramatically. The average replacement tyre cost had previously been £153.11. Via GCDA's arrangement, this is now down to £87.89, a 43% saving.

The amount of time spent by VOSA head office and its drivers in obtaining authorisation for tyre purchases has also reduced dramatically.

**To get more details on  
how GCDA can help deliver  
improvements and efficiency  
savings please contact:**

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