



COMPANY PROFILE

AUTOMOTIVE SOLUTION

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BRIEF HISTORY

Alliance fleet is one of the south Africa's largest fleet companies which enjoys a national footprint specializing in fleet supply, leasing and management of light commercial, heavy commercial,passanger vehicles and specialized equipment.

Our client portfolio includes departments of the South African National Government, local governments, state-owned companies and private companies.

Our strong government and municipal stakeholder management is backed by outstanding service reputation built on mutual trust, strong administrative and internally developed technological infrastructure which provides a comprehensive fleet management system.

We have grown from a team of less than ten into one of South Africa's largest fleet management companies due to our ability to innovate within our industry . As of recent the world has changed, and we are adapting to the ever-changing landscape.

Our current footprint extends beyond South Africa, including Lesotho and expanding into other SADC countries.

Alliance fleet is a subsidiary of Alliance Group Investments which has interest in various industries.



VISION



To be the leading automotive and smart mobility solutions business in Africa.

MISSION



To bring compelling value, cost-savings, and competitive advantage to our customers through best in-class automotive and smart mobility services, products and financing solutions.

VALUE



- . Customer - Centric
- . Data-driven
- . Digital first
- . Purpose led
- . Employee-oriented

Our Value Proposition

Our value lies in bespoke fleet management solutions that optimize productivity and minimizes vehicle investment risk while being cost effective for our clients.

Through our partnerships, we create tailor made solutions that result in improved service delivery and a sustainable value chain.

Starting with the technology inside our vehicles , to the fuel that powers them, keeping on top of the changes in an industry like ours can fast become a full-time job. We are here to make sure it doesn't become yours, because whether you're an individual or a company, what you need is a partner on this journey.

When it comes to vehicle management our clients will tell you we are the smartest choice.



Awards

Awarded the Absa vehicle & asset finance Golden Award on the 15th of May 2018 at the Pivot Monte Casino, Johannesburg.

Nominated Employer of the year at The Black Business Quarterly Award 2020.

" A winner is a dreamer who never gives up"-Nelson Mandela.

OUR SERVICES

Alliance fleet offers solutions to entities involved in the acquisition and management of fleet.

1. Outright Purchases:

Management of the whole procurement process for the client's asset where we also ensure the following :

- Ensure asset bought is fit for purpose as the clients' requirements
- Negotiate pricing to ensure best price is secured
- License and registration of the assets
- The asset is bought on a cash basis when nothing will be owed to the seller and the buyer obtains immediate full ownership of the vehicle.
- Value Added Tax is also paid in full on time of purchase

2. Operating Lease

- This is a lease that does not consign the risks and ownership to the Client
- The lessor will be responsible for all maintenance , administration and insurance repairs of the vehicle.
- Operating costs except fuel Value added tax is also included on the monthly rental amount not the financed amount as a result.
- Depreciation can be claimed as a tax benefit to client.

3. Full Maintenance Lease

- This is a tailor made and comprehensive lease which the lessor manages every aspect of the asset.
- This leasing solution is at an agreed fixed rental with residual value to be paid at the end of the contract period for a predetermined distance
- The tax will be covered within the client's monthly rental

4. Finance Solutions

These basically cover the solutions listed which are

- Outright Sales
- Operating Lease
- Full Maintenance Lease
- Finance Lease
- Short, Medium & Long-Term Rentals
- Managed Maintenance
- Managed Services
- Short Term Insurance
- Rent to Own

5. Vehicle Fleet Management System

This is a fleet management Software with an organized code which provides management functions that allows integration with various systems corporations to minimize the risks related to vehicles.

It would also allow you to have access to:

- Live dashboards allow you to see the exact state of your fleet immediately.
- Incredibly detailed reports on everything: cost per kilometre, cost per hour, income per kilometre, burn rates etc.
- Seamlessly integrate with almost any 3rd party system to automate import, processing and export of financials, fuel cards etc.
- Web based, which means you can access it from anywhere in the world, anytime you want.
- Everything is provided as a managed service - no additional infrastructure or specialised staff, just log in and start working.
- Simplified administration by sourcing all your fleet management hardware, software, and consulting from one single expert provider.

6. Vehicle Tracking Solution

Track large fleet and assets with our GPS tracking systems and platform.

Cut fuel costs and reduce fleet size with detailed reports that show improvement opportunities. Our email alerts allow you to stay on top of any potential problems before they occur. Amongst others, we monitor battery tampering, excessive idling, speeding and after hours' usage.

OPERATIONAL SUPPORT

We offer the following support services, amongst others.

- Vehicle Management Technology (VMT)
- 24/7 Call Centre Services
- Vehicle Licensing and Registration Services
- Breakdown & Roadside Assistance Services
- Vehicle FleetManagement System
- Fleet Administration

24 HOUR CALL CENTER

At Alliance Fleet our mission is to bring **compelling** value and competitive advantage to our clientele with our solutions.

Always keeping in mind that people **are the center** our business.

We do this by always being **available to our clients**.

Our teams are dedicated to **manage the needs** of our clients at all times.

We ensure both the **safety of the driver** and the communities in which they operate.

This way we stay **transparent through** ensuring our client has access to critical information or **assistance** fostering reliability of our services at all times.

TRAINING

As part of the Alliance Fleet strategy to fleet management is to drive growth and lead our clients by maximizing the productivity of their employees and assets at the lowest possible cost.

We achieve this by providing training and skills transfer to the client and employees.

The training provided empowers our client to better understand their own business by ensuring accountability for all involved.

As Alliance Fleet we know that a knowledgeable client will enhance effectiveness of their organization and improve service excellence.

OUR TRAINING INCLUDES:

SKILLS TRANSFER TO EMPLOYEES

DRIVERS ON PRODUCT SPECIFICATIONS

FLEET MANAGERS ON FLEET



MAINTENANCE SERVICE

Alliance Fleet has relationships with various Original Equipment Manufacturers (OEM's) and dealership networks throughout South Africa which enables us to seamlessly source, evaluate and manage vehicles.

We offer a comprehensive maintenance, reporting and innovation package with all our vehicles. As well as giving you complete peace of mind, it covers your business for those unforeseeable expenses you may not have budgeted for a network in access of a 1000 suppliers nationwide. We provide a practical, seamless and convenient solution for you and your business.

ADMINISTRATION AND PERFORMANCE

We provide, facilitate and manage services to ensure that vehicles are registered and licensed at all times, including obtaining certificate of fitness and operator cards where necessary.

We arrange for and provide facilities for registration and licensing of the specified vehicles in accordance with relevant legislation, including the registration of specified vehicles as emergency vehicles.

As well as ensuring that Ad-Hoc vehicles are made available at the required locations within the shortest possible period after a request.

Our Administrative capabilities include but not limited to:

TRAFFIC FINE MANAGEMENT SERVICE

PERFORMANCE REPORTING SERVICES

FACILITATION OF INDUSTRY NORMS AND STANDARDS

FLEET MANAGEMENT SOFTWARE

Alliance Fleet developed an in-house fleet management software called 'MoiFleet'. MoiFleet offers quick analytical data, intuitive navigation and advanced functionality. It provides access and visibility in one location. A state of the art tool, MoiFleet empowers executive decision makers to control costs and operations of fleet vehicles, anticipate and optimize their vehicles based on the reports extracted from the software.

It highlights strategic fleet KPIs on our business units and simulates potential future fleet costs based up on various policy levers.

Managing this function means reducing costs while simultaneously increasing the productivity of the people who drive those vehicles.

With many functionalities and capabilities MoiFleet offers our clients a comprehensive fleet management system that prides itself with scalability and adaptability. As well as an advanced asset register that enables capturing of detailed asset, sub-asset and related ancillary equipment.

With the ability to track usage of assets, driver behaviour, fuelcards, telematics units and any other ancillaries used in the fleet.



IRIS VEHICLE TRACKING SOLUTIONS

Our tracking fleet solution is created to suit your business needs, you have a complete visibility of the fleet real-time. We enable diagnostic, provide state of the art analytics reports and business intelligence for informed decision-making to ensure a more cost effective and efficient fleet manager.

- Out of bounds or border area notifications
- Web enabled tracking. No need to install software
- Historical data overlaid on a map to see location ,routes and speeds.
- Pinpoint asset's location within seconds 10m of streets location
- Real-time vehicle tracking
- Identify vehicle movement
- Engine trouble code reading
- On board impact sensor
- Ignition Status (ON or OFF)



OUR WORKSHOP

Through our FixIt Auto workshop we make situations into simple workable solutions resulting in optimum service delivery. We have demonstrated capabilities to upgrade, operate and manage workshops for our OEMS.

We provide our services to the public as well as business owners in the transport sector.

We provide:

LESS DOWN TIME

TOP QUALITY REPAIRS

SAME DAY SERVICES

EFFORTLESS BOOKING SYSTEMS

ACCREDITATION FROM LEASING, INSURANCE, AND EQUIPMENT MANUFACTURER COMPANIES

Our services are unique due to our qualitative efforts behind every repair. We don't only focus on repairing the symptoms of the problem, we go the extra mile to ensure the origin of the cause-of-failure is attended to, saving our clients' money.

We do not only work on passenger cars, but also light commercial and trucks!



Towing Services

Our towing services will be carried out by means of a roll back.

The roll back carry passenger vehicles and Light Delivery Vehicles (Bakkies), Towing service available for 24hours

Long distance towing available

Roadside assistance:

Also available for 24hours

In the event of a minor failure, the vehicle will be fixed on Road

In the event of a major failure, the vehicle will be towed to the workshop for proper diagnosing

Offered in a 50km radius from our workshop



Alliance Vehicle Rental offers a number of Vehicle Rental Services such as:

- Passenger Vehicle Rental
- Van Vehicle Rental
- Truck Vehicle Rental
- Specialized Vehicle Rental

Rent To Own

Alliance Vehicle Rentals is looking to take advantage of a growing trend of customers who would rather rent than own a vehicle.

Clients will be required to put down a non-refundable deposit and then make payments on a weekly or monthly basis.

The client is responsible for the maintenance and running costs whilst in possession of the vehicle. The client will rent the car for period of 54 months. Insurance costs are priced into the monthly rental to avoid passing this risk onto the client.

OUR STRATEGIC CLIENTS

Our Partnerships are based on collaborative effort in order to achieve seamless efficiencies for our clients in how we do business.

Alliance Fleet has to date, executed projects in excess of R2 billion.



OUR PARTNERS

Our partnerships provide value to our clients, volume, retention and experience.

Vehicle Manufacturers



Dealer Groups



Financial Institutions



Vehicle Tracking Services Providers



Fuel Operators, Roadside Assist. & Value Added Service Providers



SUMMARY OF TENDERS AWARDED

At Alliance Fleet we pride ourselves in professional conduct which ensures that every project demonstrates our integrity and competence at all times. Our record speaks for itself as one that illustrates our commitment to ethical conduct, honesty beyond reproach.

Local Municipality	20
Metros	7
Provincial Government	1
National	8
State Owned Enterprises	2

Total	38
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VALUE OF TENDERS AWARDED

Provincial Government	R 3 868 796.00
Local Municipality	R 59 057 050.46
Metropolitan Municipality	R 644 560 659.26
National Department	R 103 241 678.49
State Owned Company	R 426 482 853.27



CITY OF TSHWANE FLEET: Category A

Contract background:

- . Awarded in 2015 for a period of 5 years.**
- . Average fleet size is 1074 vehicles.**

Contract is based on:

- . Full Maintenance Lease**
- . Managed Maintenance.**
- . Short Term Rental.**

. Value added Services:

- . COF , License & Registration Driver Training.**
- . Car Wash Services Traffic Fine Management.**
- . Contract and Fleet Management Training.**



CITY OF TSHWANE FLEET: Category C

Contract background:

- . Awarded in 2015 for a period of 5 year**
- . Average fleet size is 1074 vehicles**

Contract is based on:

- . Full Maintenance Lease Managed**
- . Maintenance Short Term Rental**

Value added Services:

- . COF , License & Registration Driver Training.**
- . Car Wash Services.**
- . Traffic Fine Management Workshop Upgrades.**
- . Contract and Fleet Management Training.**



Private Client: LESOTHO

Contract background:

Awarded in 2017

Average fleet size is 1 Tractor & Implements

Contract is based on Full Maintenance Lease

Value added Services:

Roadworthy , License & Registration

Cross Border process

A 24/7 fleet management Customer & Maintenance Call Centre

Service Plan

Driver Training

Tracking



GAMAGARA LOCAL MUNICIPALITY FLEET

Contract background:

Awarded in 2016 for a period of 3 years

Average fleet size is 19 vehicles

Contract is based on Full Maintenance Lease

Value added Services:

COF , License & Registration

Driver Training

A 24/7 fleet management Customer & Maintenance Call Centre

Tracking and Recovery

Fleet Management IT System

Contract and Fleet Management Training



DEPARTMENT OF ROADS & TRANSPORT



Contract background:

Awarded in 2015

Average fleet size is 2 Trucks

Contract is based on Outright Purchase

(RT57/2015 Transversal Contract)

Value added Services:

COF , License & Registration of LCV's, HCV's, Yellow Equipment & fire Trucks

Driver Training



GA-SEGONYANA LOCAL MUNICIPALITY

Contract background:

Awarded in 2017

Average fleet size is 2 Vehicles

Contract is based on Outright Purchase

Value added Services:

COF , License & Registration

Driver Training



ARMSCOR (Joint Venture) Moipone & Marce

ESPV/2014/178: Acquisition of Aviation Rescue and Fighting Vehicle Products System Range for the SA Air Force.



CENTLEC SOC FLEET (ELECTRICITY)

Contract background:

Awarded in 2013 for a period of 3 years.

Average fleet size is 91 vehicles

Contract is based on Outright Purchase with Managed Maintenance

Value added Services:

COF , License & Registration of LCV's, HCV's, Yellow Equipment & fire Trucks

Driver & Fleet Operator Training

Tracking

Contract and Fleet Management Training



MANGAUNG METROPOLITAN MUNICIPALITY

Contract background:

Awarded in 2013 for a period of 3 years.

Average fleet size is 143 vehicles

Contract is based on Financial Lease

Value added Services:

COF , License & Registration of LCV's, HCV's, Yellow Equipment & fire Trucks

Driver Training

Traffic Fine Management

Contract and Fleet Management Training

OEM Warranty /Guarantee claim management

NCO Management



FINANCIAL STABILITY

Alliance Fleet enjoys strong financial support from all financial institutions, also confirms the support and financial facilities we had previously and currently.

Backed by our financial strength, we can deliver on all these requirements. On request, we can provide our audited financial statements.

NAME OF BANK	TYPE OF CONTRACT	FACILITY AMOUNT	NUMBER OF FLEET SUPPLIED	CONTRACT PERIOD	CONTRACT NAME
WESBANK	FULL MAINTENANCE	R 26 MILLION	116	5 YEARS	CITY OF TSWANE CB4/CB277
STANDARD BANK	FINANCE LEASE	R 150 MILLION	123	3 YEARS	MANGAUNG METROPOLITAN MUNICIPALITY
ABSA BANK	FML, MANAGED MAINTENANCE, SHORT	R 300 MILLION	1400	5 YEARS	CITY OF TSWANE CB54
ABSA BANK	FML	R 6 MILLION	19	3 YEARS	GAMAGARA LOCAL MUNICIPALITY

DIVERSITY AND TRANSFORMATION

ENTERPRISE & SUPPLIER DEVELOPMENT

Alliance Fleet is able to meet and exceed the requirements of enterprise and supplier development by investing in meaningful corporate social responsibility programs.

Below are the enterprise initiatives we have embarked on:

We are committed to integrated and coherent socio-economic empowerment for a direct contribution to the economic transformation of the country.

YEAR	INITIATIVE	AMOUNT	RECIPIENT
2018	FINANCIAL SUPPORT	R 345 268.54	KHUMO MAREDI
	FINANCIAL SUPPORT	R 345 268.54	FLOWA MEDIA
	FINANCIAL SUPPORT	R 345 268.54	VUKILE AUTO
2019	PAYING OF RENT ASSISTANCE	R 617 286.75	ARTISTIC AUTO
	FINANCIAL SUPPORT	R 100 000.00	KATHORUS REBUILDS
	FINANCIAL SUPPORT	R 617 286.75	KOKOME REPAIRS
	FINANCIAL SUPPORT	R 50 000.00	PYRAMID SOLUTIONS
2020	FINANCIAL SUPPORT	R 100 000.00	DNR AUTO
	INTEREST FREE LOAN	R 300 000.00	KATHORUS REBUILDS

SOCIO ECONOMIC DEVELOPMENT AND CSI

OUR TRANSFORMATIVE STATEMENT

Alliance fleet aims to continue supporting and empowering disadvantaged communities in SouthAfrica.

Over the years Alliancefleet spends 1% of there venue generated to uplift and empower communities.

The initiatives are in the form of projects in skills development, poverty alleviation programs and donations to various charities and organizations for social development programs.

YEAR	INITIATIVE	AMOUNT SPENT	RECIPIENT
2018	DONATION OF COMPUTER	R 200 000.00	LEBOHANG PRIMARY SCHOOL
	BURSARY	R 921 896.96	EMPLOYEES
2019	DONATION (MANDELA DAY)	R 30 000.00	PEAS IN POD FOUNDATION
	SCHOOL FEES	R 266 850.00	ALLIANCE FLEETS CHILDREN OF OUR EMPLOYEES
	BURSARY CONTRIBUTIONS	R 115 690.45	INTERNAL & EXTERNAL
2020	DONATION OF FOOD PARCELS AND SKILLS DEVELOPMENT AWARENESS	R 150 000.00	REARABILWE COMMUNITY DEVELOPMENT (PRETORIA)

B-BBEE CERTIFICATE



SAVRALA MEMBERSHIP CERTIFICATE



SAVRALA

Alliance Fleet (Pty) Ltd

Proud member of the:

**Southern African Vehicle Rental and
Leasing Association**

1 July 2021 to 30 June 2022

www.savrala.co.za

Corne Venter, President, SAVRALA

Verification of membership must always be confirmed
with the member's filing on the SAVRALA website.



SMART PARTNERSHIP INFRASTRUCTURE

Barloworld Group

Bidvest McCathy

Imperial Group

BB Group

Super Group

CMH

Unitrans Motors





CALL US



0800 390 029



info@alliancefleet.co.za



www.alliancefleet.co.za

Recover a fleet vehicle when stolen, hi-jacked or missing by calling our 24/7 call centre. Breakdown & roadside assistance services available for mainstream & premium packages.



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alliance fleet