



CAR RENTALS

Those who think that in the current economic climate there should be plenty of good deals around will probably be disappointed. Whereas airlines and hotels have had to cut prices to put bums on seats or beds, car hire companies have simply reduced their fleet, and as a result rental charges have remained very much the same and in some cases increased. To keep costs down, corporates must think creatively to make savings.



Here are some top tips on getting better value from rental deals.

Pool rental car

Procurement Managers usually have heart palpitations when they see rental cars in the car park going no-where. But depending on usage, renting a pool car for a month can represent a saving of up to 30% over daily rentals. The supplier saves the on delivery and collection charges, valetting and the single invoicing of each daily rental. The client has the use of the car 24/7, with no other extras, lower overall daily rental, and only one invoice to process.

Ebilling

Ebilling can make big savings for rental companies, and it's acceptance can be a good negotiation tool for clients. The rental company saves postage and stationery, and can quickly amend incorrect invoices online (e.g. fuel or insurance disputes). The client saves on the volume of paper it has to process and store and can download invoices quickly. Management data is received straight to the client's desk top.

Consolidate

When negotiating a contract with a supplier it is very important to put all your eggs in one basket, and not have parts of the company using alternative suppliers. The larger the turnover usually means the better the deal! It is also important to estimate accurately not only the number but type of cars required, and the average rental periods.

Loyalty programmes

Several companies are now offering loyalty schemes. Benefits can include rental discounts, free upgrades, and free additional drivers insurance.



Driver Skills

According to Avis statistics, around 4% of cars are returned damaged, with an average repair bill of around £350. Money spent on driver training should reap benefits. Audittravel recommends IAM Fleet, the professional training division of the [Institute of Advanced Motorists](#), and a pioneer in the field of occupational driver training and fleet risk management.

Driver information

In the race to get their employees out on the road, many companies forget to inform their drivers of their responsibilities, such as paying congestion charges and refuelling the car, which attract an administration charge when passed on via the rental company.

