



# Employee Car Benefit Strategy Research 2004

Organisation Name  
 .....  
 Address  
 .....  
 .....  
 .....

We would appreciate it if you could take a few minutes to complete this survey. Alternatively, if you would rather complete the questionnaire by telephone, please let us know and one of our team of consultants will contact you at your convenience. The survey should take no more than 15 minutes to complete.

Our aim is to gauge current trends in the provision of car benefits and how changes are impacting on the delivery of this benefit in the UK workplace. We also want to give you an idea of how other employers plan to respond to future issues within the fleet marketplace.

*Responses are confidential. A detailed report will be sent to all respondents in November 2004, summarising the main findings of the research. If you have any queries please contact Sinéad Sopala, Communications Manager, CBS on 0870 751 9872.*

Please indicate your main job function:

Fleet Management/Administration  Finance/Tax   
 Procurement/Purchasing  Human Resources   
 Other (please specify) .....

Please indicate the sector of business your company operates in:

Automotive	<input type="checkbox"/>	Healthcare	<input type="checkbox"/>
Banking	<input type="checkbox"/>	Industrial	<input type="checkbox"/>
Building & Construction	<input type="checkbox"/>	Insurance	<input type="checkbox"/>
Business Services	<input type="checkbox"/>	Media	<input type="checkbox"/>
Chemicals & Pharmaceuticals	<input type="checkbox"/>	Public Sector	<input type="checkbox"/>
Consumer Markets	<input type="checkbox"/>	Retail	<input type="checkbox"/>
Electronics	<input type="checkbox"/>	Software	<input type="checkbox"/>
Education	<input type="checkbox"/>	Telecommunications	<input type="checkbox"/>
Energy/Utilities	<input type="checkbox"/>	Transport	<input type="checkbox"/>
Financial/Professional Services	<input type="checkbox"/>	Travel, Leisure & Tourism	<input type="checkbox"/>
Food & Drink	<input type="checkbox"/>	Other	<input type="checkbox"/>

How many employees are there in your organisation?

1-500	<input type="checkbox"/>	501-1000	<input type="checkbox"/>
1001-2000	<input type="checkbox"/>	2001-5000	<input type="checkbox"/>
5001- 10,000	<input type="checkbox"/>	10,001	<input type="checkbox"/>

Please indicate the annual UK turnover of your organisation:

£0-£100m	<input type="checkbox"/>	£101-£250m	<input type="checkbox"/>
£251m-£500m	<input type="checkbox"/>	£501m-£1000m	<input type="checkbox"/>
£1001m+	<input type="checkbox"/>	£1,001m+	<input type="checkbox"/>

Please indicate if you read the following publications on a regular basis:

Employee Benefits	<input type="checkbox"/>	Company Car	<input type="checkbox"/>
Fleet World	<input type="checkbox"/>	Fleet Operator	<input type="checkbox"/>
Accountancy Age	<input type="checkbox"/>	Financial Director	<input type="checkbox"/>
Fleet News	<input type="checkbox"/>	Human Resources	<input type="checkbox"/>

Other business/trade publication

(please specify) .....

How many employees are eligible to receive a company car benefit? Please give an approximate answer

Business/Job Needs  Status/Perk  Cash Takers

What is your standard contract term and your standard contract mileage per annum?  
(e.g. 36 month 20,000 mpa)

Term (months)  Contract Mileage per annum

Please indicate (approximately) how your fleet size has changed (if at all) over the last 3 years.

% Increase  % Decrease  No Change

How much is your total insurance costs (3rd party plus accident damage) per car per annum?

How much has your insurance per car changed over the last 3 years?

%Increased  %Decreased  No Change

Do you self insure accident damage or purchase fully comprehensive insurance externally?

Self Insure  External Insurance

Has the number of claims increased in your fleet in the last 12 months?

Yes  No

Have you considered driver training to help manage the number of claims?

Yes  No

What is your organisations method of funding your vehicle requirement? Tick all that apply

Outright Purchase  Contract Hire/Leasing   
ECO  PCP/PCH facility for employees   
Cash Alternative  Other

If you were reviewing your current fleet what would be your most important objective?

To reduce overall costs of operating the scheme   
To reduce the time and cost involved in the administration of operating the scheme   
To increase choice of cars to employees   
To make certain there are no benefit-in-kind tax issues for drivers   
To provide an enhanced employee benefit   
To ensure tax and legal compliance   
To ensure health and safety compliance

What is the basis of conducting a fleet review?

Planned periodic  Responding to a specific issue

If planned, how often? .....

What is your organisations employee vehicle choice policy? Tick all that apply

Free choice  Restricted manufacturer/model   
Restricted to fuel type  No choice   
(e.g. diesel)

Do you provide private fuel as a benefit? (if yes, please answer the next question)

Yes

No

What percentage of your eligible employees, receive a private fuel benefit?  %

What methods of fuel payments does your company use? Tick as many as apply

Fuel card

Garage account

Corporate credit/cheque card

Expense reclaim

Which function has the responsibility of deciding the method by which the car benefit is delivered?

Fleet Administration

Finance/Tax

Procurement/Purchasing

Human Resources

Other

Are employees happy with their current benefit or could it be enhanced?

Happy

Could be enhanced

Does your policy reallocate cars if staff leave?

Yes

No

Is increasing company car tax on employees an issue of concern for your business?

Yes

No

Do you expect the number of employees eligible to receive company car benefit to increase in the next 12 months?

% Increase

% Decrease

Which description best describes your attitude towards company provided cars? Tick all that apply

They are an essential tool for recruitment and retention of staff

They will always be part of the remuneration package

Administering the fleet is increasingly complex and burdensome

We would like to introduce a cash only scheme

Our policy is determined with reference to our competitors

Company cars are an outdated benefit

ECOs could increase employee benefit

Please tick the box that best describes your attitude towards the following statements.

	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
We would like to outsource fleet administration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Would consider changing the current method of funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Employees do not fully understand the financial make-up of the company car benefit (for example tax allowance, contribution etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The value of the company car benefit is diminishing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
We would like to increase the flexibility of the car benefit	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Does your organisation manage the fleet in-house? Yes  No

Are you happy with your current service providers? Yes  No

How well have your current providers measured up to your expectations? on a scale of 1-5 (where 5 is high and 1 is low)

What is your assessment of the value for money of the services your current provider has presented? on a scale of 1-5 (where 5 is high and 1 is low)

How would you rate your overall satisfaction with your current provider? on a scale of 1-5 (where 5 is high and 1 is low)

Do you believe there could be benefits in outsourcing fleet administration? on a scale of 1-5 (where 5 is high and 1 is low)

Do you understand the potential benefits of ECO? Yes  No

Would you like to gain more information about ECOs? Yes  No

Would you appreciate being contacted by a member of the CBS team to assist you in any of your fleet requirements? Yes  No

Would you be interested in undertaking a free Initial Financial Assessment to review the potential financial benefits of an ECO? Yes  No

Would you like to attend a feedback workshop following the distribution of the survey results? Yes  No

Thank you for completing this questionnaire.

Please return your completed questionnaire in the prepaid envelope provided by 8th November 2004.