

Appointed Representative

An Introduction



wessex
fleet

Who are Wessex Fleet

Wessex Fleet are one of the UK's fastest growing independent Leasing and Fleet Management providers.

Established in 2004, Wessex Fleet work with all the major vehicle finance houses to ensure they are always best placed to provide the UK with some of the best Contract Hire & Leasing offers available in today's market. We also provide Bespoke Fleet Management Packages, Vehicle Rental, Short Term Leasing, Driver Licence Checks, Grey Fleet Management, and Accident Management Solutions.

With our recent investment into a bespoke state of the art CRM system, Wessex Fleet can offer you a streamlined back office that includes e-sign documents, online payment processing, and ongoing client support through our online helpdesk.



42

Experienced & Loyal
Members of the Team



3k

New Lease Vehicles
Supplied Each Year



9k

Vehicles Under Our
Fleet Management



Our Leadership Team

Directors



Spencer Blake
Director



Tim McNally
Director



Simon Naylor
Director

The AR Team



Mat Williets
AR Business Manager



Leona Woollett
AR Admin Specialist



Lauren Cousen
Customer Service Manager



Abby Nuttall
Marketing Manager



Amy Savage
Digital Marketing Exec



Harry Tuckerman
Pricing and Procurement Manager



Funder Relationships

Wessex Fleet work with the UK's most reputable vehicle finance houses, including Alphabet, Arval, ALD Automotive, Drivalia, Leasys, Lex, Mobilize, Novuna, and LeasePlan.

Being a Wessex Fleet Appointed Representative gives you access to a cross section of these funders under your own brand name, meaning you and your brand can gain more competitive pricing.

In addition to the funders and the relevant special offers that they provide, you will also benefit from the exclusive leasing offers constructed by the Wessex Fleet team.

It is a requirement from all our lenders that our Appointed Representatives are a member of the British Vehicle & Leasing Association (BVRLA).

Funding Partners

Novuna®

 **ALD**
Automotive

MOBILIZE
BEYOND AUTOMOTIVE

ALPHABET

 LeasePlan

LEASYS

 **ARVAL**
A BNP PARIBAS company

 **LEX AUTOLEASE**

 **Santander**
Consumer Finance



Technology

We have technology solutions to help you streamline your leasing business.

Bespoke Vehicle Leasing Websites

Promote your brand using our white labelled websites that are SEO friendly, ready to take on the world.



Powerful CRM System



Our bespoke CRM system gives you the power of Deal Automation, Tasks, and e-sign capabilities.

Get Connected

Part of our agreement with AR's is our phone technology.

Choose your number, download the app and you can make and receive calls from home or the office and keep them recorded for compliance purposes.



The Commercials

Set-Up Fee

Broker Pro

£1500 + Vat

- Initial Set-up of your Funder Accounts
- Contribution towards bespoke leasing website
- Set-up of CRM System & Documentation
- Set-up of online phone system
- Web & CRM induction training

Broker Lite

£950 + Vat

- Initial Set-up of your Funder Accounts
- Set-up of CRM System & Documentation
- Set-up of online phone system
- CRM induction training

Ongoing Costs

Broker Pro

£1099 + Vat per month

- Bespoke CRM System*
- VOIP Phone System (with call recording)**
- Customer Services Support
- Secure server Web Hosting
- Access to 9 x Funder Quote Systems
- Ongoing Regulatory Compliance monitoring
- CAP Licencing & Vehicle imagery***
- Web Updates and CMS System Updates

Broker Lite

£599 + Vat per month

- Bespoke CRM System*
- VOIP Phone System (with call recording)**
- Customer Services Support
- Access to 9 x Funder Quote Systems
- Ongoing Regulatory Compliance monitoring

*Maximum 2 users, additional users are charged at £100 + vat (includes e-sign)

**Maximum 2 users, additional users are charged as £15 + vat per month

***Includes CAP technical data, vehicle options and imagery

Pricing Bolt On

Have Wessex Fleet manage and update your pricing twice a week from our selection of ratebooks for £300 +VAT per month. Available on both of our AR packages.

Even More....

- You keep 100% of Sales Code/Comms added to each deal
- You keep 100% of admin fees added to each deal



Next Steps

Becoming a Wessex Fleet Appointed Representative

- 1** It's vital that our businesses are a good fit for each other, so we'll set up a video conference to discuss the potential agreement.
- 2** Next, we'll arrange a face-to-face meeting to discuss the AR agreement in more detail and answer any questions you have.
- 3** If all parties are happy to proceed, we'll need to get you to complete an application form with your key business details and sign our AR agreement.
- 4** We'll get the process started for you and arrange your training with our team on the following:
 - Funding Quoting Systems
 - CRM Systems
 - Website and CMS System (if applicable)
 - Phone System including Call Recording
- 5** Throughout our partnership, you'll get dedicated support to help you make the most of the AR agreement.

Ready to join the team?

We'd love to hear from you.

mathewwilliets@wessexfleet.co.uk

07442 097 344



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