



SOLUTIONS STRATEGY

Business Value Assessment



AUTOROLA
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Our Commitment

As part of Autorola Solution's commitment to your success, we offer you a Business Value Assessment, which helps you to financially quantify your business value of our proposed solution, tied to your desired business outcomes. Although scalable, the assessment is typically a one day workshop conducted by our Project Management and Consultancy team, aimed at building an ROI based business case and identifying the project success KPIs.

Our Solutions and best practices have proven to benefit our customers in numerous ways



Reducing lead time to sales



Full transparency of all processes and vehicles



Optimising vehicle remarketing performance



Reducing non productive time



Reducing risk of errors



Freeing up resources

The Process

The purpose of your Business Value Assessment workshop is to gain valuable insights into your processes and identify areas for improvement. Together with you, we will discuss how our capabilities can benefit your existing processes and outline organisational change management considerations. We will evaluate which stakeholders to consider and any requirements from them e.g. internal departments, 3rd party companies etc. Our Solution team will then formulate the benefits and values your organisation can expect as a result of implementing your solution with us.

Your benefits of this workshop are;

- You revisit your organisation and processes with a view to streamlining and optimising your flows
- We work together towards a solution, with relevant stakeholders, roles and responsibilities in play
- We align your business strategy, objectives and organisation in one solution.

The Project

After your workshop we issue a blueprint for your new solution - a tailor-made design for your digital transformation - along with a roadmap for the project. This lists your focus areas and business requirements and will cover the project scope and timeline. We also conduct performance reviews to ensure that your solution always supports your business in the best possible way - also on the road ahead.

The People

Before your workshop we will contact you to discuss the workshop timing and location, who should participate and their role within your organisation.

A workshop is typically planned as a one-day meeting of two segments of 3 - 3 ½ hours per segment during the day.

What our customers say:

"Autorola Solutions gave us the possibility to adjust the Autorola Fleet Monitor perfectly to our processes and needs. The deep knowledge of the remarketing process at Autorola and the international project team made it possible to implement the project without any impacts on our daily business, while switching the system. The Autorola Fleet Monitor allowed us to digitize and scale many points of our remarketing process. This gave us the chance to boost the remarketing time and to tighten control over the whole process. Moreover, the possibility to access all data of the included vehicles, made it possible for us to analyze the remarketing results and performance of our suppliers at a new level."

Mr Sebastian Kipp, Santander Consumer Bank AG, Germany

Participation

Ideally all relevant functions in your organisation should be represented at the workshop. That means that key people will involve both decision makers and operations personnel, who are directly or indirectly affected by the implementation of your solution. This way we have a fully transparent 360° perspective on your business and your organisation and ensures your project a good start.

You create and manage change when you engage with your organisation; when you work together towards designing the solution that fits your organisation - not the other way around. Because driving innovation and change is a two-way street.

Preparation

By experience, you gain the most value out of your assessment, if we already before the workshop establish a framework for the solution.

This we establish by additional information that impacts the solution, for instance:

- Annual revenue on the business that relates to the
- Solution (ballpark numbers) and estimated assets (number) to be handled by the solution
- Main users of the solution including any supporting users (e.g. 3rd party suppliers etc.)
- Number of locations included in the solution
- Any access and special permissions requirements
- Daily operations report/management report requirements
- Expectations in increase/decrease of activities within the near future
- Your main pains e.g. lack of overview, ensure compliance, too high operation costs, organisational changes etc.
- The overall strategic objective you want to meet, i.e. what are the goals you want to reach with this new solution, expected gains, short/long-term benefits etc.
- Any other success criteria

Consultancy & project management

With Autorola Solutions you will have full access to years of experience in fleet management best practices available to drive change together with you. We define your scope together with you, document your requirements, offer guidance on business process improvements, data migration and interface designs, manage the development and testing, training and implementation, even to creating process orientated training materials as well as fleet policies. Autorola is 450+ people in 19 different countries on 4 continents and we all work together to deliver one perfect solution to you.

Diagnose

- Introduction to System & Services
- Discussion of needs
- Letter of intent

1

Pre-scribe

- Pre-analysis
- Alignment & solution
- Contractual agreement

2

Deliver

- On-site implementation
- Training
- System configuration & optimisation

3

Closure & measure

- Project closure based on clear deliverables
- Project follow-up and measurement

4

We provide customised solutions to fleet owners all over the world.

Our focus is individually designed solutions covering the specific needs of large fleet owners of every size in OEM, Leasing, Rental, Dealers and Bank segments.

Autorola Solutions work closely together with you to first understand your business and together with you create your customised solution with focus on optimising efficiency and increasing every aspect of your fleet performance.

Your global online vehicle remarketing and business intelligence partner

Leader in online remarketing and automotive
IT Solutions for professional used car and
fleet management.

Request a demo:

<http://www.autorolagroup.com/about/solutions>



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