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EUROPCAR LAUNCHES DUOFLEX VEHICLE SUBSCRIPTION SERVICE FOR BUSINESSES

Minimum one month contract means the right vehicle for the job, every time

As businesses emerge from the pressures of the pandemic, the focus is on finding flexible mobility solutions for employees without making long-term financial commitments. In response, Europcar Mobility Group UK has launched a vehicle subscription service that delivers financial and fleet flexibility.

Europcar DuoFlex offers one month minimum contract with no penalty clause beyond the initial month's rental. Featuring a wide range of cars and vans, including a choice of electric cars, it gives businesses the versatility they need to get the right vehicle for the job today, without having to know what their mobility needs will be in a year or two. As well as being able to change the vehicle each month, DuoFlex also gives subscribers the facility to select a second vehicle for two days, twice a month, eliminating additional costs when the usual company vehicle isn't fit for purpose.

"DuoFlex has been developed to take the crystal ball gazing out of fleet planning, providing companies with the flexibility to tackle fluctuating business mobility needs without financial penalty", explained Ron Santiago, Managing Director, Europcar Mobility Group UK.

"Many businesses right now don't want to make financial commitments for company vehicles for 3 or 4 years; they simply don't know what they will need. But they need to keep employees mobile. The DuoFlex one month minimum contract is ideal for these organisations; cash isn't tied up in lengthy lease agreements. And they can change the vehicle each month as their requirements alter.

"But there's another important issue that we're tackling with DuoFlex. For the majority of the time, one type of company vehicle will do the job. But once or twice a month something bigger – or smaller is actually what's needed. DuoFlex includes the option to add another vehicle to the subscription for two days, twice a month.

“It is a perfect fit for field-based sales staff who normally just need to get from A to B in a compact vehicle that is fuel efficient. However, once or twice a month they have to take equipment to an exhibition or a customer presentation. Then something larger – perhaps a Van – makes sense. Plus, with the option to add an additional driver to the subscription, the usual vehicle can be used by another member of the team.”

DuoFlex is also designed to help businesses that are looking to adopt greener, more sustainable travel but still have reservations about transitioning fully to electric vehicles. Recent research conducted by Europcar¹ found that over half (53%) of company drivers would be more likely to use an electric car if they had access to a petrol or diesel vehicle when required. With DuoFlex, drivers can test an electric vehicle for everyday business use and access an ICE vehicle for longer trips.

“The addition of DuoFlex to our Long Term Solutions means Europcar can provide even more flexible options to support businesses”, added Ron Santiago. “From independent professionals and small companies to larger corporates, Europcar DuoFlex provides flexibility and cost control, all in one easy to manage package. It gives businesses greater control over their costs whilst being able to quickly adapt their fleet to demand.”

To find out more about Europcar Duoflex visit <https://www.europcar.co.uk/business/long-term-solutions/duoflex>.

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About Europcar Mobility Group

Europcar Mobility Group is a major player in mobility markets and listed on Euronext Paris. Europcar Mobility Group’s purpose is to offer attractive alternatives to vehicle ownership, in a responsible and sustainable manner. With this in mind, the Group offers a wide range of car and van rental services – be it for a few hours, a few days, a week, a month or more – with a fleet that is already "CO2 light" and equipped with the latest engines, and which will be increasingly "green" in the years to come (more than 1/3 electric and hybrid vehicles by 2023).

¹ Research of 1,005 company car drivers via Vypr

Customers' satisfaction is at the heart of the Group's ambition and that of its employees. It also fuels the ongoing development of new offerings in the Group's three service lines - Professional, Leisure and Proximity - which respond to the specific needs and use cases of both businesses and individuals. The Group's 4 major brands are: Europcar® - the European leader of car rental and light commercial vehicle rental, Goldcar® - the low-cost car-rental Leader in Europe, InterRent® – 'mid-tier' car rental and Ubeeqo® – one of the European leaders of round-trip car-sharing (BtoB, BtoC).

Europcar Mobility Group delivers its mobility solutions worldwide through an extensive network in over 140 countries (including wholly owned subsidiaries – 18 in Europe, 1 in the USA, 2 in Australia and New Zealand – completed by franchises and partners).

Further details on our website: www.europcar-mobility-group.com