

## **FINDING WAYS FOR SMALL FIRMS TO AVOID LONG-TERM FINANCIAL COMMITMENTS**

**Sam Sterry, Head of SME for Europcar highlights the benefits of long-term vehicle hire for companies not wanting to commit to purchase or leasing**

In today's uncertain climate with changes on the horizon, including Brexit, many companies may hesitate before making long-term financial commitments. One of the biggest expenses for a business is owning and managing a fleet, which can put pressure on an organisation's bottom line whether they are large or small. Getting the right vehicles for the job also takes time – both in research and in negotiating the best deal. And that could be time the company simply doesn't have.

At a time when business owners are nervous about taking financial risks, long-term vehicle hire offers a solution. It provides organisations large and small with the flexibility of expanding their fleet without having an impact on cash flow. And it doesn't have to mean a loss of choice. Businesses can gain access to the latest vehicles and upgrades without tying up finances.

Fleet managers stay in control of their budget with long-term rental by eliminating the costs associated with owning a fleet of depreciating assets that need maintenance and servicing. In addition, drivers can choose from a wide range of new vehicles, from compact and economical to higher spec cars and vans, providing greater efficiency, safety and cutting down on emissions. And with additional services, such as free delivery and collection, staff can get on the road faster without unnecessary delays.

Long-term vehicle hire means firms gain the certainty of a fixed rate for the duration of the hire, but without the need to sign up to a three-year contract. It's not only ideal for businesses that are nervous about making a long term financial commitment – it also provides the flexibility to change up or down in vehicle type, without any financial penalty if the organisation's vehicle requirements alter. At this time of uncertainty, long-term vehicle hire offers the flexibility and convenience of short-term hire, helping to support businesses and keep their drivers moving without fear of spiralling costs.