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## **OGILVIE FLEET SEEKS PUBLIC SECTOR VEHICLE LEASING AND MANAGEMENT EXPANSION**

Ogilvie Fleet is targeting public sector expansion after successfully winning a place on a major new vehicle leasing framework agreement.

The Stirling-headquartered, multi award-winning, contract hire and leasing company is one of four providers under the terms of a new four-year outsourced vehicle supply and fleet management framework agreement in Scotland.

The successful NHS Scotland tender marks a major return to the public sector for Ogilvie Fleet and is set to provide the springboard for further growth by the organisation in the segment.

Although Ogilvie Fleet continues to supply vehicles and fleet management services to a number of public sector organisations, managing director Gordon Stephen said a decision by some local authorities to step back from providing vehicles to staff resulted in the company increasing its focus on the private sector.

Mr Stephen said: "We were quite heavily involved in the public sector 10 years ago, particularly in Scotland. But the decision of many local authorities not to supply cars to essential users and to provide cash instead saw our involvement in the public sector shrink, although we continued to win some business."

However, Ogilvie Fleet has continued to see its fleet expand as it increased its focus on the corporate sector underpinned by the development of a wide-range of sophisticated online fleet management tools to help clients improve vehicle operating efficiency and effectiveness and cut costs.

Those award-winning tools, such as MiFleet Showroom, the company's industry-leading online fleet manager portal, coupled with market-leading customer service, which has also been recognised with a string of awards in recent years, has resulted in the size of the Ogilvie Fleet reaching almost 11,000 vehicles putting it among Britain's 20 largest contract hire and leasing companies.

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Mr Stephen said: "Winning a place on the new framework agreement marks a first time involvement for Ogilvie Fleet with the NHS and heralds a major return to the public sector.

"Earning a place on the new framework agreement will potentially help Ogilvie Fleet to win more business in the public sector across the UK.

"It is a fantastic achievement to secure a place on the framework agreement and shows the compelling proposition that Ogilvie Fleet has available - competitive rental rates, an industry-leading suite of online tools accessible by drivers and fleet decision-makers alike and all supported by multi award-winning customer service.

"We are looking to grow the Ogilvie fleet and working with NHS Scotland presents the company with a great opportunity to show our professionalism in the health sector and the wider public sector."

Ogilvie Fleet also has offices in Belfast, Birmingham and Sheffield, but Mr Stephen said: "We are a company headquartered in Scotland and we are delighted to be supporting the health service across the country."

Full details of the new framework agreement have not been disclosed.

### Editor's notes

Ogilvie Fleet, which is headquartered in Stirling with offices in Birmingham Sheffield and Northern Ireland, provide contract hire, leasing and fleet management solutions for UK and European companies operating vehicle fleets ranging from five to 2,000+ units.

The fleet today totals almost 11,000 vehicles, making the company one of the largest independent contract hire and leasing specialists in the fleet sector.

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Ogilvie Fleet's reputation is built on an ability to deliver bespoke solutions and a consistently high quality of service, linked with competitive pricing and a 'real world' ability to work in partnership with clients. In essence, the organisation delivers the perfect combination of small company service ethos and large company buying power.

That philosophy has won Ogilvie Fleet a string of industry awards in recent years. They include: winning the Experteye Fleeteye CSI (customer satisfaction index) Award in 2010, 2011 and 2012; winning the 2012 Best Customer Service Award at the annual *Fleet News* Awards; the Leasing and Contract Hire category of the 2013 *BusinessCar* Fleet Technology Awards; and beating 49 other contract hire and leasing companies to win the 'FN50' Customer Service Award from *Fleet News* in 2012 and the *FN50* Customer Service Team Award in 2013.

### For further information contact:

Nick Hardy, sales and marketing director, on 0845 217 9871 or email [nick.hardy@ogilvie.co.uk](mailto:nick.hardy@ogilvie.co.uk)

### Ogilvie Fleet Ltd

Sir Wilfrid Newton House  
Newton Chambers Road  
Thornccliffe Park  
Chapelton  
Sheffield, S35 2PH

[www.ogilvie-fleet.co.uk](http://www.ogilvie-fleet.co.uk)