

Wayne Phillis

Corporate Solutions



Wayne
Phillis
AUTOMOTIVE



What is the biggest cost for your business when buying a vehicle?

1. The capital **cost** of the vehicle?
2. The running **costs** including insurance and rego etc?
3. The monthly financing **costs**?
4. The servicing **costs**?
5. Any other **costs**?



Market Research

Over 90% of business customers surveyed identified that their primary goal when purchasing a new vehicle was **“to get the best price”**. Fair enough!



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The Facts

- This research uncovered that customers are focussed on the purchase price of the vehicle rather than the **whole of life costs**.
- The fact is that, the majority of costs associated with owning a vehicle are incurred after the vehicle purchase.
- One of the biggest costs is the **lost profit** when the vehicle is off the road being serviced, which is 5 to 6 times on average over a 3 year period.



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The Solution

- Most Dealerships only focus on selling a car and are not inclined to offer solutions that **minimise the whole of life costs**.
- Given that the major costs of vehicle ownership is lost income associated with down time while getting the vehicle serviced, the solution is providing a process that almost eliminates this down time and therefore lost income.
- Wayne has introduced a new level of service that **reduces these costs**!



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The Action Plan

- We will provide a free one on one consultation to identify **the whole of life costs** associated with your vehicle fleet.
- We will provide a free written action plan **to minimise the whole of life costs.**
- If you see value you will then be invited to join the Wayne Phillis Corporate Solutions Programme where you can experience its many benefits.

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Introducing the Corporate Solutions Program

“The major difference to other fleet programme’s is that
we don’t just sell fleet cars”

We offer to you:

- Dedicated **“quick service”** bays.
- Dedicated **“quick service”** fully trained master technicians.
- Dedicated **“quick service”** advisors.
- Guaranteed **2 hour service** time or its **FREE.***
- Our performance **guaranteed in writing.**
- **Discount** corporate trade prices.
- **FREE loan cars**, reducing costly down time!
- Free vehicle pick up and delivery within the local area.*

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Corporate Solutions Program extras

- Quick 24 hour access to a complete dossier of your vehicle service records (by email or post) for FBT and tax purposes and to evaluate individual vehicle and driver history.
- Free loan cars including commercial vehicles.
- Minimises disruption to your business.
- Free courtesy car drop off back to work or home.
- Free car wash, vacuum and window clean.
- A dedicated Business work station with internet connection for those who may wish to stay and wait for their car.
- Complimentary tea, coffee and biscuits and daily newspapers.

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Corporate Solutions Program extras continued

- Free “drive way service check” including fluid levels, engine, coolant, battery, power steering, wiper blades, tyre pressures, spare tyre, 6 monthly intervals.
- Invitations to our special drive days of exciting new models before public launch.
- Receive our monthly newsletter, providing you with interesting and important motoring information.
- Invitations to our great fun annual Corporate event that gives you a great chance to network your business in the local area.

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Other Services

- **Enviro Scratch and Paint**

To help maintain the appearance of your vehicle, Wayne Phillis has its own mobile auto paint repair service that can repair those minor scratches and dents economically on site, again reducing costly downtime.



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Other Services


- **Professional Valet and Detail service**

To help bring the old car back to life Wayne Phillis offer a professional valet service at competitive rates. Prior booking is required and turnaround is normally within 24 hours.



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About Us

- We are a premier Ford  and KIA Dealer group whose mission is:
“to provide quality motoring solutions, products and services that meet the needs of the motoring public”
- We were established in 1985.
- We are one of the very few family owned and operated Motor Vehicle Dealership Groups in South Australia.
- We employ over 80 specialised and passionate people.
- We operate from 4 convenient locations.
- We are consistent winners of manufacturer and local business awards.
- We are committed to supporting the local community by assisting many clubs, teams, charities and associations.

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Thank You!



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