



Jeep



FCA | FLEET & BUSINESS

# SOLUZIONI

ISSUE 8. SEPTEMBER 2020



## LCV market electrified by new E-Ducato

Fiat Professional's first all-electric van will have last-mile delivery companies buzzing



- NEW NAME FOR FCA/PSA PARTNERSHIP
- 110 YEARS OF ALFA ROMEO
- FLEXIBILITY OF LEASYS
- FOCUS IS ON IMPROVING TCO
- MOPAR CONNECT TO BE STANDARD
- HEAVY R&D INVESTMENT



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†Model Shown: JEEP Wrangler 2.0 GME Sahara 4dr P11D: £45,795 (Excluding additional metallic paint)

## WELCOME

W

elcome to our latest edition of FCA Soluzioni.

It's been an extraordinary year due to the outbreak of the coronavirus pandemic. There have been heart-breaking stories and immense challenges for so many people, and every business has been affected.

At FCA, we recognised that we needed to do everything in our power to assist our customers and their drivers, so we immediately implemented a series of support packages together with our funding operation Leasys. We talk more about them inside this issue, including our new pay-as-you-go solution, and we also outline how we are continuing to help your businesses as we all emerge from the lockdown.

One interesting development has been an accelerated interest in electric vehicles and, here, we have lots of exciting news with a fantastic range of new models coming to market.

We put the spotlight on the new electric Fiat E-Ducato and the plug-in hybrid Jeep Renegade, and we look ahead to the forthcoming Fiat 500 battery electric vehicle.

But it's not all about electric models in this edition; we also look at the stunning Alfa Romeo Giulia GTA special edition, our flagship performance car which shows off our racing pedigree.

We celebrate another of our iconic brands by delving into the history of the Jeep Wrangler. Our latest model possesses much of the original car's DNA – it's the ultimate off-road machine for everyone from utility companies to mountain rescue, but it is also timelessly cool and makes a real lifestyle statement in the car park.

FCA is working hard to ensure our vehicles have competitive total cost of ownership and we are enjoying big improvements on residual values. We've also been investing heavily in interior quality, infotainment and equipment levels which is increasing the appeal of our cars to a wider audience.

Enjoy the read and I wish you all the very best of health. Stay safe everyone.



**SIMON WHEELER**  
CORPORATE MARKETING MANAGER

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# Iain Montgomery

FCA FLEET AND REMARKETING DIRECTOR

## The post-lockdown recovery will be product-led, which plays to FCA's advantage

**Y**ou could forgive Iain Montgomery for describing the past eight months as a baptism of fire. When he was appointed FCA UK fleet and remarketing director in January, little did he – or anyone else – know that just a few months later he would be implementing contingency plans and customer support packages as the country went into Covid-19-induced lockdown.

Yet, despite the inevitable stresses created by a halt to global production and a total transformation of day-to-day working practices, Montgomery retains the relaxed manner of someone in complete control.

Yes, it was challenging, he says, but the key was to keep communication channels open to preserve the business relationships.

The timing added complications: FCA was in the process of moving to a new partner for its outsourced field team and was working on a business centre expansion plan. It was also preparing for a host of new product launches in the second half of the year, some of which have now been put back a few months.

Nevertheless, minds were concentrated and action was swift.

"We knew we had strong relationships with NHS Trusts, and we had to keep them running from both a supply and maintenance point of view," Montgomery says. "Supply of ambulances never slowed. We maintained our volumes with utilities companies and we've worked to keep council fleets going. Also, we've kept lines of communication open with all customers."

FCA implemented a range of measures, including individual solutions. "These could be as simple as holding stock at the port, so they didn't have to start the payment. Cashflow at this time has been key, especially for smaller businesses."

He adds: "Back in February, we couldn't imagine closing the business while maintaining our presence remotely. But here we are. We've done it."

Many positives came out of the new ways of working, including greater recognition of the importance of being proactive towards customers' changing needs. Digital selling has flourished in an industry more used to dealing with customers face-to-face, while online working has improved efficiencies in an environmentally-friendly way.

Business is now returning with a clear emphasis on hybrid and electric. Montgomery predicts a transition as employees do less mileage, with many no longer commuting to work or holding face-to-face meetings.

"We are looking at lower mileage contracts and rentals, but we also expect growth in the car club platforms. Do people want to own cars if they are sitting on their driveways?" he asks. "But we are still seeing the number of tenders increasing and we can now tick more boxes with our model line-up."

Fleet sizes might not change, but car size and fuel choice most certainly will. The recovery will, therefore, be product-led, which plays to FCA's advantage.

Fiat and Jeep both have full electric and hybrid models coming to market, offering preferential cost of ownership for fleets and lower benefit-in-kind (BIK) taxation for drivers.

Montgomery is particularly excited about the plug-in hybrid Renegade which is "4x4 capable, but nothing like we've had before" and puts Jeep "back in the game", and the full-electric Fiat 500 which will come to market in early 2021.

"The 500 BEV is our ground-breaking product," he says. "The initial feedback and interest registered have been very positive. We expect small numbers to begin with, but a steady uptake. The zero

BIK and lower cost of ownership are compelling. The only thing stopping more rapid uptake is range versus lifestyle, but even that is changing as people travel fewer miles."

Electric is also flowing through Fiat Professional with the E-Ducato, which is attracting interest from the last-mile delivery operators.

"For vehicles that do 100-to-200 miles per day, a full electric van makes sense," Montgomery says. "There is also the visual benefit to fleets running on zero emissions, so we are seeing a lot of interest from utilities companies."

However, while electric is grabbing the headlines, FCA still believes there is a place for petrol and diesel. It isn't ready to press the stop button just yet.

"There are ongoing developments to make them more efficient," Montgomery says. "In some industries, for example transport and logistics, diesel makes sense – although diesel-hybrid is the real-world solution. We will see petrol continue to rise and I can't see the improvements in efficiency stopping."

He adds: "We have a Jeep with a 1.0-litre engine – that's a big jump from just five years ago."

Eight months into the role, Montgomery's objectives have not changed, although the timelines have slightly shifted. True fleet growth by maximising the product opportunities with new and existing customers remains the overriding priority.

"There is no ultimate target, but we have a plan for steady growth," he says. "We have to do it right because there's a development journey to go through and a level of service to provide, not just for customers but to our network."

To support the extensive product launch plan, FCA is putting the back-office structures in place with the introduction of a purpose-built web portal which makes it easier for fleet customers to access information, advice and assistance.

Covering all five of the group's brands, the FCA Fleet Hub has been designed to meet the specific needs of fleet and business users and to improve the customer experience.

"It gives our existing customers the additional support and information they need at any time of day," says Montgomery. "And for prospective customers, it is somewhere to direct them to find out more about us (more details on page 7)."

FCA is also looking to expand its network of business centres from 20 to 25 by the end of the year. It requires investment in dedicated fleet sales staff, but the rewards are there for retailers.

"We can demonstrate a link between our success in fleet and having a business centre in the area," says Montgomery. "These businesses understand customer needs from start to finish; they understand how a company car scheme works so the fleet manager is happy and the end-user driver is happy."

**"Initial feedback and interest registered (in the ground-breaking BEV 500) have been very positive. We expect small numbers to begin with, but a steady uptake"**



# FCA and Groupe PSA agree on name for new group

## Partners will operate under the star-influenced title, STELLANTIS

In a major step as FCA and the France-based Groupe PSA move towards the completion of the 50:50 merger announced last December, the two have agreed that the corporate name of the new entity will be STELLANTIS. The name is rooted in the Latin verb “stello” meaning “to brighten with stars”.

A spokesperson for the proposed group says: “STELLANTIS draws inspiration from this new and ambitious alignment of storied automotive brands and strong company cultures that, in coming together, are creating one of the new leaders in the next era of mobility while at the same time preserving all the exceptional value and the values of its constituent parts.

“STELLANTIS will combine the scale of a truly global business with an exceptional breadth and depth of talent, knowhow and resource capable of providing the sustainable mobility solutions for the coming decades. The name’s Latin origins pays tribute to the rich history of

its founding companies while the evocation of astronomy captures the true spirit of optimism, energy and renewal driving this industry-changing merger.”

The process of identifying the new name began soon after the combination agreement was announced and the senior management of both companies have been closely involved throughout, supported by Publicis Group.

The STELLANTIS name will be used exclusively at group level, as a corporate brand. The names and the logos of the STELLANTIS Group’s constituent brands will remain unchanged.

The merger is expected to complete in the first quarter of next year (2021), subject to customary closing conditions, including approval by both companies’ shareholders at their respective extraordinary general meetings and the satisfaction of anti-trust and other regulatory requirements.

# STELLANTIS

## V2G plant will be the world’s largest

### FCA teams up with Engie Eps on vehicle-to-grid infrastructure



FCA has chosen Engie Eps to be its technology partner for the carmaker’s vehicle-to-grid (V2G) pilot project and work has begun at the carmaker’s plant in Mirafiori, Turin, on the first phase. The work is being carried out in full compliance with the safety standards to contain the Covid-19 epidemic and, once complete, it will form the largest plant of its kind in the world.

Since the announcement with Terna in September of the intention to jointly experiment with interactions between electric cars and the power grid, based on a ‘smart’ charging infrastructure, FCA has selected Engie Eps to build that infrastructure.

The work will see two-way interaction between FCA full-electric vehicles and the power grid. In addition to recharging the cars, the project will use the batteries to provide grid stabilisation services. The vehicle batteries are capable of

storing energy and, using the V2G infrastructure, can return it to the grid when needs be.

This represents an opportunity to optimise the operating costs of the cars – for the benefit of drivers and fleet decision-makers – and a concrete possibility of contributing to a more sustainable electricity system.

The construction site for phase 1 of the project is now open at the Drosso logistics centre, within the Mirafiori complex. The works cover approximately 3,000sq m with 450m of trenches already excavated, ready to host more than 10km (six miles) of the cables required to interconnect the electricity grid with 64 two-way fast charging points, with an output of up to 50kW.

In its final configuration, the project will be capable of supplying up to 25mW of regulatory capacity, making it the largest V2G facility ever built.

## The 500 is 63 years young

### New all-electric model and virtual museum launched to mark birthday

It may be an all-electric new model, but in many other senses the New 500 has gone back to its roots with production starting at FCA’s Mirafiori complex in Turin – the birthplace of the iconic city car.

And the new car is not the only way the company has chosen to celebrate the 63rd birthday of the 500. In addition, Fiat has launched a virtual museum, the Virtual Casa 500, which will enable visitors to discover the car’s past, present and future.

The New 500 is being built on the fully renovated production lines at Mirafiori in south-west Turin. The 500 was built there between 1957 and 1975, while the first Fiat to bear the 500 moniker – the 500A Topolino – was produced at the city’s original Lingotto plant.

Fiat introduced the 500 on July 4, 1957. The legendary ‘Cinquino’ immediately established itself as a veritable social phenomenon providing affordable mobility and freedom for the first time to Italians.

Its undoubted success was further underlined three years ago when a first-generation Fiat 500 was added to the permanent collections of New York’s Museum of Modern Art (MoMA).

In 2007, with the launch of the second generation, the Fiat 500 re-established its status as an icon of Italian fashion and style.

Now in 2020, the third generation of the New 500 is once again



ready to revolutionise urban mobility in the name of sustainability, powered by innovation and technology.

A virtual museum to recount the story of the 500 has been created and can be visited using a smartphone, PC or tablet. The dynamic journey takes guests from the 1950s to the present day. The fourth floor of the Pinacoteca Agnelli art museum at the Lingotto complex plays host to the Virtual Casa 500 and from spring 2021 the Casa 500 will open in reality.

To visit the virtual ‘Casa 500’ log on to [www.fiat.co.uk](http://www.fiat.co.uk) and to find out more about the new all-electric Fiat 500 visit [www.fiat.co.uk/500-electric-la-prima](http://www.fiat.co.uk/500-electric-la-prima).

## FCA expands autonomous co-operation with Waymo

### Integration of Waymo Driver into Ram ProMaster will be new focus

FCA and Waymo have announced they will expand their successful autonomous driving technology partnership.

Waymo will now work exclusively with FCA as its preferred partner for the development and testing of class 1-3 light commercial vehicles (LCVs) for goods movement for commercial delivery customers including Waymo Via. The companies will focus on the integration of the Waymo Driver into the Ram ProMaster van.

FCA has also selected Waymo as its exclusive, strategic partner for L4 autonomous technology across the FCA fleet and has already started to work with Waymo to imagine future FCA products for the movement of people and goods operated by the Waymo Driver.

Mike Manley, FCA chief executive officer, says of the increased co-operation: “Our four-year partnership with Waymo continues to break new ground. Incorporating the Waymo Driver, the world’s leading self-driving technology, into our Pacifica minivans, we became the only partnership actually deploying fully autonomous technology in the real world, on public roads.

“With this next step, deepening our relationship with the best technology partner in this space, we’re turning to the needs of our commercial customers by jointly enabling self-driving for light commercial vehicles, starting with the Ram ProMaster.

“Adding Waymo’s commitment to partner with us to deploy its L4 fully autonomous technology across our entire product portfolio, our partnership is setting the pace for the safe and sustainable mobility solutions that will help define the automotive world in the years and decades to come.”

## FCA launches website dedicated to fleet needs

### New portal will feature news, opinions, insights and offers

Support for fleet customers has been taken to a new level with the launch of FCA UK’s purpose-built web portal which makes it easier than ever for them to access the information, advice and assistance they need.

Covering all five of the group’s brands – Alfa Romeo, Fiat, Fiat Professional, Jeep and Abarth – the FCA Fleet Hub ([www.fcafleethub.co.uk](http://www.fcafleethub.co.uk)) has been designed to meet the very specific needs of fleet and business users.

The portal forms part of FCA’s plans to further establish itself as a fleet operator of choice in the UK, with its family of brands offering an unparalleled choice of models, with everything from chic superminis and stylish SUVs to market-leading LCVs and a choice of electrified models.

#### The FCA Fleet Hub offers:

- Preferential fleet and business finance offers
- Easy-to-use benefit-in-kind (BIK) tax calculators
- Online quotes for all customers, irrespective of fleet size
- Direct access to expert advice and support
- Access to a comprehensive suite of invaluable resources, including FCA’s Guide to Budget 2020, Guide to WLTP Emissions and Complete Fleet Guide
- Links to the extensive nationwide network of dedicated FCA business centres
- The latest news, opinions and insights from the FCA Fleet and Business team

Iain Montgomery, fleet and remarketing director at FCA UK, says: “Between them, our brands offer a phenomenal strength in depth that few can match and we want to ensure we have the right support in place to capitalise on that.”



# FCA never lost focus as pandemic hit UK shores

Being headquartered in Italy helped give carmaker early warning of what impacts to expect from coronavirus

**C**oronavirus and the resultant lockdown polarised the fleet sector. In one corner were the businesses whose staff began working from home or were furloughed, resulting in company cars and vans sitting idle on driveways. In the other, were the essential services, bluelight, utilities and home delivery, which faced unprecedented demand on their staff and vehicles.

Their need for support from key partners never diminished.

Manufacturers also faced huge challenges, as production plants fell silent and some team members were furloughed – yet they also recognised the need to keep key workers' vehicles on the road and to continue supplying new vehicles where they could.

FCA was one of the first manufacturers to recognise the severity of the situation as its home Italian market was the first European country to be affected by the virus.

"It very quickly became evident that the prospect of lockdown was inevitable," says Iain Montgomery, FCA fleet and remarketing director. "So, our focus became how we could keep the business relationships and communication lines open, and how we would work with bluelight and key workers to keep them running from both supply and maintenance perspectives."

Mirroring scenes across the country, FCA furloughed where the impact on customers would be least felt. Here, Montgomery outlines the company's response to coronavirus and how it was able to maintain its support for fleets.

## How did you and your team stay operational during lockdown?

Like most businesses, we had to look carefully at balancing the needs of our business with the need to keep our customers supported and to maintain a pipeline of enquiries and orders ready for when restrictions were lifted. Our sales team worked hard to support key customers during this challenging time; especially the ambulance trusts, by actively keeping communications open. They also responded to incoming enquiries which were relatively consistent, especially for commercial vehicles. We identified our key staff at an early stage and our business centres remained available throughout to allow us to continue to offer a continuity of service and support.

## What actions did you take to support fleets during the Covid-19 crisis?

We maintained our central business centre operations, allowing us to field enquiries and respond to customers. Our team was able to keep in good contact with our customers to update on any delivery delays and rescheduling these. During this time, we ran a daily video conference allowing prioritisation and re-planning to react to the situation across the

whole department. Many of our retailers remained open to service essential vehicles and we were able to ensure that any urgent requirements were met.

## What processes did your dealers put in place to protect customers?

Our retail network went through a phased reopening, implementing a detailed and extensive action plan to ensure the safety of customers and staff. Strict social distancing measures with clear floor markings and sanitising stations were installed in all showrooms, while disposable personal protective equipment (PPE), including gloves and facemasks, were made readily available for all staff members and visitors. We have even removed all brochures, leaflets, toys and magazines, instead distributing all promotional materials digitally, to ensure our customers are able to visit us and transact safely.

## Could Covid-19 have a bigger and longer lasting impact on our industry than the financial crisis in 2008?

There is no doubt that the impact of Covid-19 will be felt for months, if not years, to come and the financial impact presents our customers with challenges. Logistics for goods, services and staff travel has been high on the agenda and the market has been changing rapidly over the past few months and this is now likely to come under more intense scrutiny as organisations consider the financial and environmental costs. The past few months have demonstrated that working from home and remote meetings are viable alternatives to office working so the company car market may see some dramatic changes. This fits with the current imperative to reduce CO<sub>2</sub> so fleet manufacturers will need to provide flexible solutions.

## Please outline your recovery strategy and how you believe the way business is carried out in future might change – the so-called 'new normal'.

FCA have recently overviewed the services we offer and made some dramatic changes to how we engage with our customers and present our fleet solutions. Remote working and virtual account management is a cornerstone to our customer strategy and FCA are well placed to deliver a great level of remote service to our customers. It is likely that for the medium term, as a solution for the pandemic is sought, home working and essential travel only is likely to be the 'new normal'.

## How soon do you think fleet sales will recover after the coronavirus threat diminishes?

During the pandemic, we saw a reduction in enquiry levels for new company cars, we saw contracts extended during the uncertainty and we worked closely with our customers to ensure that vehicles that needed replacing were in place to change over once restrictions lifted. Logistics operations continued during the pandemic and, in many cases, increased the mileage covered as home delivery demand surged. We see that demand will return quickly as organisations look to catch up on their fleet requirements.

## Will we experience a break on the development of MaaS and fleet electrification?

We believe demand for MaaS and electrification will accelerate as cost becomes a driver to organisations as they build recovery plans from the impact of the Covid-19 pandemic. Major investment decisions such as fleet and logistics are likely to be highly considered from a cost perspective and it is likely that alternative solutions for company car and commercial fleets will be sought. We are confident that our product range – especially with the new electric E-Ducato, Fiat 500 and our hybrid range across Fiat and Jeep – as well as the changes in how we operate, put us in a strong position to support our partners and prospective customers.



# FCA appoints CPM to help deliver more targeted approach to fleets

Continuity maintained as customer contact operations are outsourced

**A**s part of FCA's ongoing development and investment in fleet, leading B2B sector sales and customer contact specialist CPM has recently been appointed as part of the group's restructuring.

Its role is to manage the end-to-end sales process from initial contact with a prospect to the ongoing communication through the sales process and beyond.

Matt Niles, FCA's UK fleet and business sales manager, says: "We want to ensure every customer receives the right service that works for them. By understanding their specific needs, we can either provide access to a specialist Business Centre within our sales network, or allocate a dedicated account manager to them."

Simon Wheeler, FCA's UK fleet marketing manager, adds: "FCA has a huge potential to deliver value-added solutions to existing customers and prospects that they might not be aware of, especially with our new electric and hybrid offerings."

CPM, which counts the likes of Royal Mail, Asda, Bentley and Diageo among its clients, officially began working with FCA on May 1.

Renzo Spinelli, CPM client service director, says: "Our early focus has been in building a fresh understanding of the customer base and the development of a fleet-specific Salesforce platform for FCA that integrates with the existing database and fleet systems."

"We want to ensure we have a robust process to deliver outstanding customer services whether it's to an SME or a large corporate client and maintaining lines of communication once a sale is concluded is crucial in this market."

He adds: "The fleet market is a diverse and challenging environment, the support systems and structure of the team means

**"We want to ensure that every customer receives the right service that works for them"**

Matt Niles, FCA UK fleet and business sales manager

we can deliver an expert tailored service. We are geared to help FCA build a deep understanding of each customer. Regular contact through the various sales teams will help us to build real relationships with our clients and regular, relevant marketing communications will ensure FCA can add real value as a fleet supplier.

"What we don't want to deliver is 'white noise' that may be ignored."

Members of FCA's existing customer-facing fleet team of eight, who had established relationships with business operators across the UK, have been transferred to the CPM headcount as part of the outsourcing of customer contact operations.

Niles says continuity among the customer-facing team and the franchised retail network was important.

He expresses excitement about the new levels of potential business that should open up to FCA through CPM's newly implemented approach.



# Being a member of the Business Centre network is paying off for Mangoletsi

'We're in a really good place to respond to leads,' says dealer principal Simon Taylor

**A**fter more than 50 years' representing Alfa Romeo, Cheshire-based car retailer Mangoletsi is now better placed than ever to meet fleet customers' needs.

Simon Taylor, dealer principal at the centre in Knutsford, says the adoption of the full spectrum of FCA Group brands in recent years has left potential clients with little reason not to "forge a strong and lasting relationship" with the business.

And more recent developments, which have been brought about by the establishment of FCA's Business Centre network, mean it's ideally positioned to attract new business and cater for existing clients' needs.

"The Business Centre network is delivering a really co-ordinated approach to fleet and business customers across the country," says Taylor. "We're in a really good place to respond to leads and we know there are people on hand at FCA UK's headquarters in Slough to respond promptly in the event that we need them."

Mangoletsi was added to FCA's Business Centre network two years ago and serves fleets of all sizes in Cheshire, Manchester, and parts of the wider north-west region.

**"Why would a fleet customer not come to a dealership offering four brands under one roof?"**

Simon Taylor, Mangoletsi

FCA's new partnership with leading retail sector customer contact specialist CPM has added new levels of efficiency, however.

A new Business Centre portal – giving a centralised overview of all fleet enquiries, leads and their status – is paying dividends.

"A member of the team is on that system every day and it's made marked improvements to certain areas of the business," says Taylor.

"It means we aren't dealing in emails anymore. Every enquiry is visible, and we know exactly what we have to do to meet and exceed customers' requirements each day. It's made us far more efficient."

Increased efficiency is something Taylor is excited to see injected into FCA's prospective fleet vehicles, with the arrival of new electrified products, including the fully-electric Fiat 500, Jeep Renegade 4xe plug-in hybrid (PHEV) and the Fiat E-Ducato electric van.

Taylor says: "Our site is 100% ready for electric vehicles (EVs). We have charge points in our workshops and for our customers and have four master technicians trained in EVs."

"Having that capability will open doors for us and we're really excited about the potential."

"Why would a fleet customer not come to a dealership offering four brands under one roof and a range of vehicles for every customer and every requirement, ranging from performance cars like the Alfa Romeo Quadrifoglio right through to full EVs such as the new Fiat 500 and everything in between?"

Taylor asserted his business's desire to meet every need of its Business Centre customers during Covid-19 lockdown.

The business remained operational, with team members readily available to take enquiries via phone or video call.

"We consider ourselves a one-stop shop as far as our business customers are concerned and it was important for us to maintain that, especially at such a challenging time," Taylor says.





# SMMT notes dramatic increase in alternative fuels interest

FCA well-placed to address this surge in enquiries, but will continue to develop vehicles of all fuel types



Official figures from the Society of Motor Manufacturers and Traders (SMMT) show demand for electric vehicles (EVs) is flourishing this year following the introduction of the zero-rate benefit-in-kind (BIK) tax in April and the launch of new models.

Registrations of battery electric vehicles (BEVs) rose by 158% in the first half of the year compared with the same period in 2019, from 11,975 to 30,957, with market share increasing from less than 1% to 4.7%.

BEVs are now outperforming plug-in hybrid (PHEV) vehicles for the first time, despite growth in the latter, which were up 29% – from 15,136 to 19,508. PHEVs now account for 3% of the market.

While market share for pure EVs has been artificially elevated by a corresponding slump in demand for petrol and diesel cars due to the coronavirus lockdown, it is still indicative of a turning tide. In May, market share hit double figures with fleets, leasing companies and manufacturers all reporting strong demand on forward orders.

Data from Fleet Intelligence (formerly Sewells Research & Insight) reveals just how strongly the intention to buy is building among fleets and their company car drivers.

Its quarterly Pulse Fleet Policy research suggests an acceleration in electric growth, with companies forecasting an average 8% increase in BEVs on their car fleets over the next 12 months versus a 13% fall in diesel. Hybrid share is expected to rise, by an average of 7%, and PHEVs by 2%, but petrol is in decline, anticipated to drop by 5%.

This trend is being driven by several aspects, headed by more acceptable pricing, plus practical factors such as increased driving range and availability of public charging points.

Pulse shows a more tentative shuffle towards electric for commercial vehicles, with a forecast 3% rise in electric, PHEV and hybrid, but an 8% fall in diesel.

Again, cost is a big influence in fleets' decision to invest in alternative fuels, as well as readying their operations for an expected tightening of rules around clean air zones.

With the imminent launch of two plug-in hybrid Jeeps and two pure electric vehicles – one car, one van – FCA is well-placed to satisfy this growing corporate demand.

The PHEV Renegade will arrive in showrooms from August with an expected launch date of September.

FCA has opened a portal on its website for the special La Prima edition of the new 500 BEV and has seen strong interest from the corporate sector. The coronavirus pandemic has slightly delayed the launch, but it should be in the UK from Q1 next year.

The fully electric E-Ducato enters the market this month (September) and is already finding its way onto fleets.

FCA fleet and remarketing director Iain Montgomery anticipates modest numbers to begin with, but a rapid growth curve due to the preferential tax treatment of electric, competitive total cost of ownership and a new driver mindset to travelling forged by the experiences of the Covid-19 lockdown.

Expansion of the national charging infrastructure and a growing number of dedicated parking bays in high profile areas are also making electric more visible and, therefore, more acceptable, which will further drive demand.

"The initial feedback and interest are very positive," Montgomery says. "When you have zero BIK and lower total cost of ownership, it is very compelling. The only thing stopping some people is the range

anxiety versus their lifestyle. But, even this is changing as people get used to travelling fewer miles."

FCA is also seeing a trend towards smaller vehicles while anyone looking to opt out of the company scheme is also being catered for through its personal lease products.

"We will see a steady increase in the mix of electric and PHEV within each model range," Montgomery adds. "Hybrid and PHEV is a stepping-stone to BEV and we have all three options in our range."

Meanwhile, the fully electric E-Ducato provides an ideal solution for last-mile delivery operators which are restructuring their logistics operations to hub-and-spoke models in urban areas.

With a range of up to 224 miles for the five modules battery version (137 miles for the three modules) and a 10-year warranty, the large panel van is also a perfect companion for utilities fleets with payload of up to 1,900kg and load space of 17cu m.

FCA is planning a BEV roadshow to give operators the chance to drive and inspect the Ducato.

"We are making a clear mark in the sand with these products, but we will continue to develop hybrid, PHEV and full electric across our range of vehicles," Montgomery says.

FCA is further supporting uptake with consultancy advice and the inclusion of home charging kits for the 500 BEV via its Mopar division.

However, while both petrol and diesel registrations fell by more than 90% in the first half of the year, they remain an important part of the fleet sector and FCA is continuing to invest heavily in research and development to improve performance and reduce emissions.

Montgomery points to Jeeps with 1.0-litre engines, a "big jump" from just five years ago, as an example of the leaps in technology across its model lines.

"We aren't ready to press the stop button on petrol and diesel," he says. "We see ongoing development to make them more efficient, including the introduction of mild hybrid technology."

"It will also be dependent on the industry; for example, diesel makes sense for transport and logistics, but diesel hybrid is a real-world option. We will also see petrol continue to rise and there are plenty of improvements still to be made here."

He adds: "I can't see that drive for greater efficiency ever stopping."

**"The only thing stopping some people (choosing an EV) is the range anxiety versus their lifestyle. But, even this is changing as people get used to travelling fewer miles"**

Iain Montgomery, FCA fleet and remarketing director



# Spoilt for electric choice

Fiat Professional analysed vast amounts of data before launching first fully-electric model

**T**he Fiat Professional E-Ducato will offer fleet operators the largest range of variants in the electric van market when it goes on sale later this year. Prices for the first fully-electric Fiat Professional model will start from £47,675 excluding VAT and on the road charges but after the Government plug-in van grant has been applied. There will be 12 body types to choose from, along with two battery options.

The panel van range spans six sizes, offering a loadspace from 10cu m up to 17cu m. When compared with an ICE (internal combustion engine)-powered Ducato, the E-Ducato provides similar payload volumes.

The L2H1 version can carry up to 1,160kg, while payloads reach up to 1,910kg for 4.25-tonne variants. Vehicles with the larger battery will lose around 300kg of payload capacity.

Chassis cab versions of the E-Ducato will be offered in all four chassis lengths, plus two people mover versions will also be included in the line-up.

Two battery options will be available, enabling operators to balance cost and weight with range requirements.

The 47kWh version provides a WLTP range of 91 miles, while the larger 79kWh version can cover 148 miles.

The E-Ducato, too, is going to be a best-in-class proposition in terms of its payload capability and its electric range. It will also benefit from a five-year/75,000-mile vehicle warranty, and up to 10-year warranty on the battery.

E-Ducato comes with a five-year service and maintenance package as well, and that will give people confidence in our product.

Richard Chamberlain, head of brand – Fiat Professional, says: “Ducato is very much designed to meet the business challenges operators face today. We analysed 50 million kilometres-worth of data to understand how our customers use their vehicles and what applications this vehicle fits. The E-Ducato can easily accommodate a range of requirements thanks to its range and payload.”

There will be a number of charging options to suit the requirements of the user. The 47kWh version comes with a 7kW on-board charger, while the 79kWh version has an 11kW charger. A 22kW and a 50kW DC on-board charger will also be available.

Chamberlain says: “We are trying to encourage people not to add weight and reduce their payload. People will need to think about how they operate their vehicles. It’s not business-as-usual. You have to adapt.”

“Operators can save money if they think laterally, choosing the smaller battery with the faster charger may be more suitable than the larger battery. We can work with businesses to help them understand what suits their needs best.”

The electric motor develops 90kW (120hp) and 280Nm, giving ample performance. With immediate torque, the E-Ducato can reach 30mph from rest in less than five seconds.

Mopar Connect features will be fitted as standard to the E-Ducato, enabling drivers to locate and navigate to charging points as well as providing operators with central monitoring and the ability to control vehicle charging times or pre-condition the vehicle cabin.

**E-DUCATO**  
100% DUCATO  
100% ELECTRIC



# More ‘Jeep’ than any other

New Renegade PHEV offers ‘more power, more capability and more freedom’

**S**ustainability and off-road performance are two attributes that don’t always go hand-in-hand, but the new Jeep Renegade 4XE promises to deliver more of Jeep’s core values with no compromises.

Launching this month (September), the Renegade will be the first Jeep to feature plug-in hybrid (PHEV) technology, offering lower CO<sub>2</sub> emissions, improved performance and fully electric running.

It will provide silent, emission-free, running in cities and remain fun to drive courtesy of its torquey electrified powertrain.

Drivers will have the option of charging the battery using a cable, or, alternatively, they’ll be able to replenish its charge using the petrol engine while driving. It will also recover lost energy through regenerative braking.

CO<sub>2</sub> emissions are less than 50g/km, placing it in the attractive 12% benefit-in-kind (BIK) tax bracket and putting the Renegade firmly on the radar of company car drivers.

The 11kWh battery provides a range of 26 miles and can be recharged in less than two hours, making it ideal for urban commuters who wish to reduce their carbon footprint, but still enjoy unrestricted driving performance.

Three trim levels will be offered: Longitude, Limited and Trailhawk. Prices will start from £32,600, for the Longitude.

The £34,500 Limited features leather upholstery, LED lights, adaptive cruise control, heated front seats and a heated steering wheel.

For the ultimate off-road experience, the £36,500 Trailhawk is Jeep Trail Rated. It comes with off-road wheels, protection plates and a parking pack with rear-view camera.

All models feature a large 8.4-inch infotainment screen, which includes new features to enable the driver to monitor and adjust the performance of the hybrid system.

The Renegade PHEV is powered by a 1.3-litre turbocharged petrol engine, which can deliver up to 240hp in the Trailhawk. Longitude and Limited models feature a 190hp output.

On all versions, the powertrain delivers a combination of 270Nm from the petrol engine to the front wheels and 263Nm from the electric motor to the rear wheels – significantly more than any other Renegade model.

As traction to the rear axle is provided via a dedicated electric motor rather than a propshaft, torque can be distributed independently in a more effective way than a mechanical system.

Damien Dally, country manager for the Jeep brand (and Alfa Romeo), says: “This new Renegade PHEV is more ‘Jeep’ than any other Renegade.”

“It delivers more power, more capability and more freedom. There is no compromise in making it more sustainable and that is what the Jeep brand is all about.”

**“There is no compromise in making it more sustainable”**

Damien Dally, country manager for Jeep





# Celebrating 110 years of Alfa Romeo

Only 500 units of limited edition Giulia GTA will be offered for sale, ensuring it is a collectors' item



**T**here's only one way to celebrate the 110th anniversary of a sports car brand and that is with a special edition that reflects the brand's heritage and capabilities.

For Alfa Romeo, it was easy to select a candidate. Its Giulia Quadrifoglio has won praise around the world since it was unveiled in 2015 and holds a record at the Nurburgring for completing a lap in just seven minutes and 32 seconds.

Based on the Giorgio platform, the Giulia was the first in a new era of Alfa Romeos. Organising its best technical talents in dedicated "think tanks", Alfa Romeo asked the planners and designers involved in the car's development to set aside old rules and habits, to think outside the box and to "believe, dream and create".

The Giorgio teams isolated themselves from the rest of the company to focus exclusively on the new platform. The resultant Giulia and Stelvio are the ultimate expression of "the mechanics of emotion" placing the driver at the heart of a thrilling driving experience.

The new Giulia GTA is inspired by its 1965 namesake, the 'Gran Turismo Alleggerita', developed by Autodelta and based on the Giulia Sprint GT.

Available in two versions, the Giulia GTA with four seats and the Giulia GTAm with two race seats, roll-bar and six-point harness, they will both feature the 2.9-litre V6 Bi-Turbo petrol engine used in the Quadrifoglio version, producing 540hp along with a raft of weight-saving solutions to remain true to the ethos of the original 1965 model.

Alfa Romeo engineers have worked to improve the aerodynamics and handling but, above all, to reduce the weight. The active



aerodynamics were specifically studied to increase the downforce. These solutions contain technical know-how that comes directly from Formula 1, thanks to the synergy with Sauber Engineering and the use of the Sauber Aerokit.

The Alfa Romeo Giulia GTA and its extreme version, the Giulia GTAm, will be built in a limited edition of only 500 units in total, all numbered and certified and ready to take their place alongside their 1965 forerunner as one of the most sought-after collectors' items.

While the limited edition GTA and the high-performance Quadrifoglio models set a new bar, Alfa Romeo's driver-focused engineering has not been forgotten with other Giulia and Stelvio models.

"Alfa Romeos aren't about just getting from A to B," says Damien Dally, UK country manager for Alfa Romeo and Jeep. "There are plenty of brands that can do that okay. Alfa is about the journey from A to B. It is all about doing it in a way that is extraordinary. It's for people who enjoy and want to enjoy driving. It isn't for everybody, and that is part of its appeal."

In the past five years, Giulia and Stelvio have become the most frequently awarded Alfa Romeo cars.

The standard Giulia model is derived directly from the Quadrifoglio, and not only aesthetically. The two share the same architecture, the same light-weight materials, most of the mechanics and even the same assembly line in Cassino.

With Stelvio, it was no simple challenge to make an Alfa capable of driving with agility on snow and dirt roads, without losing anything in terms of performance, handling and road holding. In other words, an SUV that can be driven like a sports saloon.

Dally says: "The embodiment of the Giulia and Stelvio is squeezing all of that heritage and history and bringing them up to date to meet the customer needs in 2020."

"The enhancements on MY20 are pretty much everything that needed to be addressed to bring the cars up to date to meet the competition."

The interiors of both cars have been redesigned to highlight quality and elegance.

A new gear stick is now leather-clad with luminous highlights and a signature Italian flag at its base, while the rotary knob that controls the infotainment system has been updated to give an improved sense of precision.

Connectivity has become a key ingredient, requiring a redesign of the 8.8-inch touchscreen infotainment system to provide smartphone-like ease of use.

A suite of Mopar services for remote car management enhance the telematics offer, providing in-car connected services alongside mobile app interaction.

New advanced driving assistance systems (ADAS) mark the transition from the first to the second level of autonomy where the systems do not only inform the driver, in case of need, they also become active, enhancing vehicle safety.

The new range offers revised trim levels with entry level Super and Lusso Ti featuring silver exterior details and the Sprint and Veloce offering a sportier look with dark styling. All Giulia and Stelvio models will be complete with bi-xenon headlights, Alfa Connected Services, Apple Carplay and Android Auto compatibility.



# Wrangler designed to be the most capable ever

Jeep Wrangler lives up to its heritage without compromising its modern convenience

**S**taying true to its bloodline, the Wrangler retains its legendary go-anywhere off-road capability but offers improved on-road performance and comfort to meet the needs of 21st century users.

Every Jeep has a unique story to tell, with a rich heritage that links back to the original 1940s' Willys MB. That's why the current Wrangler was designed to be the most capable one ever, with two advanced four-wheel drive, active, on-demand full-time systems: Command-Trac and Rock-Trac.

Both feature a new Selec-Trac full-time two-speed transfer case for continuous monitoring and management of the torque sent to front and rear wheels.

Engineered to master the most challenging off-road tracks, Jeep Wrangler is the result of more than 75 years of leadership in the development of 4x4 systems.

Shift-on-the-fly technology allows for shifting between two-wheel drive (2WD) and four-wheel drive (4WD) High range at speeds up to 45mph.

In normal driving conditions, Command-Trac operates in 2WD and transfers 100% of engine torque to the rear axle, reducing fuel consumption. By shifting the dedicated lever to the 4WD High position,

the driver can switch to four-wheel drive, ideal when driving on slippery surfaces such as sand, mud, snow or ice.

A new Auto mode provides automatic engagement and disengagement of the 4WD, as needed, to maintain traction. To tackle challenging and demanding off-road tracks, drivers can use the 4WD Low mode with a low-range gear ratio that multiplies the engine torque.

An available Trac-Lok limited-slip rear differential provides extra torque and grip in slippery, low-traction situations.

Every Wrangler receives a "Trail Rated" badge that proves its legendary 4x4 capabilities.

Trail Rated performance is the result of a series of heavy tests performed in the following areas: traction, manoeuvrability, water fording, articulation and ground clearance.

The vehicle's capabilities make it suitable not only for enthusiasts but also for businesses that require a rugged off-road vehicle.

Jeep is committed to working with converter partners to deliver Wranglers specified to fleet customers. They already has a number of interested organisations willing to trial an adapted Wrangler.

"It's 2020, we need to communicate the real-world benefits of the

Wrangler's capabilities," says Damien Dally, UK country manager for the Jeep brand. "We believe there are real opportunities out there for businesses that require the off-road capabilities the Wrangler can offer, but it also comes equipped with leather seats, a large infotainment screen and the latest assistance systems so it is great to drive and unexpectedly easy to live with."

The Wrangler engine range features a 2.2-litre MultiJet II turbo diesel and a 2.0-litre turbocharged in-line four-cylinder petrol. Both are linked to an eight-speed automatic transmission.

The MultiJet II diesel engine delivers 200hp at 3,500rpm and 450Nm of torque at 2,000rpm. The 2.0-litre turbocharged inline four-cylinder engine delivers 272hp at 5,250rpm and 400Nm of torque at 3,000rpm.

Both engines make the vehicle compliant with current Euro 6/D standards.

The Wrangler remains immediately recognisable with its traditional Jeep design cues: from the round headlights to the seven-slot grille; the trapezoidal wheel arches to the visible hinges; the folding windscreen to the removable doors and the open-air configurations with hard or soft top.

The interior of the Wrangler is more refined, stylish and comfortable than previous models, thanks to the use of high-quality materials and finishes.

Functional features, including climate control and media charging ports are all sculpted for quick recognition and are easily within reach of the front-seat occupants.

The instrument cluster features a seven-inch full-colour digital display, which allows the driver to configure information in more than 100 ways.

There is also a new U-connect 8.4-inch touchscreen system, which offers sat-nav, Apple CarPlay and Android Auto. The system allows the driver to control many on-board features, including climate and audio, directly through the display.

It provides off-road pages that show pitch and roll angles and other

vehicle 4x4 capability features, including 4x4 systems and differential locking, as well as Live services with infotainment: internet music and radio, news and live traffic information.

Improved safety content, including blind-spot monitoring, rear cross path detection, ParkView reverse camera, electronic stability control (ESC) with electronic roll mitigation and four air bags enhances the package further.



"Engineered to master the most challenging off-road tracks, Jeep Wrangler is the result of more than 75 years of leadership in the development of 4x4 systems"



# Leasys shows flexibility to keep customers' employees on the road

Measures seek to add element of greater certainty when entering a contract

**F**iat Chrysler Automobiles (FCA) captive finance provider Leasys took a series of rapid and decisive measures to support fleet customers during the height of the coronavirus pandemic.

It immediately offered customers payment deferrals to help them address urgent cashflow difficulties. Then it focused on the supply chain. As cars came to the end of their contract, customers were given two choices. If they had ordered a replacement vehicle, they could still go ahead with the handover, with Leasys organising all vehicle movements. If they no longer wanted the replacement at that time, or hadn't placed an order, then they could extend the contract on the current car at a discounted rate.

"These were the two obvious areas where we could offset the negative impact of the pandemic," says Leasys UK managing director Sebastiano Fedrigo. "The aim was to keep our customers and their employees mobile."

Around half of its customers opted for a contract extension, some four months, others six. However, due to the ongoing economic uncertainty, more companies are likely to take advantage of the offer.

"Uncertainty doesn't allow a lot of investment from corporates," says Fedrigo. "We have also seen company cars not utilised as much with a lot of people working at home and online. Because mileages are low, we expect more extensions and we'll continue to offer this option."

"However, whereas before it was offered to all customers, now it's more of a tailored extension based on model and stock levels."

In June, Leasys took additional steps to support FCA customers with the introduction of two new products.

The first, a job loss protection payment waiver, gives cash allowance employees a payment holiday for up to seven monthly repayments should they lose their job in the first 12 months after leasing a car between June 1 and September 30, 2020.

"This eases any apprehension and gives them confidence to lease a car during this period," Fedrigo explains.

Secondly, Leasys is now able to offer corporate and retail leasers a pay-as-you-go Contract Hire plan. Initially piloted on the Fiat 500 Hybrid Lounge, it is likely to be extended to other models, if successful.

"The idea is to be able to satisfy peoples' need for mobility in urban areas and especially if they have a fear of using public transport in these current circumstances," Fedrigo says. "That's why we started with the hybrid because it is also offering a more environmentally-friendly option to urban mobility."

Called Leasys Miles, it enables a company or drivers to pay only for the miles driven, on top of a low monthly payment of including VAT initial rental on Personal Contract Hire\*, with the first 700 miles of contract offered at no additional charge. The scheme uses telematics technology to track monthly mileage and calculate payments which are based on 19.2 pence per mile.

Fedrigo says it is "outperforming our expectations" and he is confident other brands within the FCA Group will also introduce pay-as-you-go in the coming months, including the recent launch of Fiat Professional Doblò Cargo 1.3 MultiJet 16v 80 van at £149 per month

plus £149 initial rental on Business Contract Hire\*. The first 500 miles of contract at no additional charge with 0.25 pence excl. VAT per mile travelled.

"This is most cost-effective for customers who do mileage lower than a standard leasing contract," he says.

"If the initiative continues to be successful, by Q1 next year, we expect Leasys Miles to be offered across the FCA range," he adds.

Flexible funding options give fleets a wider choice and are likely to result in further blurring of the lines between long- and short-term leasing, with fleets demanding one-stop shop solutions from their leasing partners.

Leasys and FCA already offer subscriptions rental in partnership with Drover and demand has been encouragingly resilient over the past few months. It enables customers to choose their own contract length, between one and 24 months, for a monthly fee which includes service, maintenance and repair (SMR), and breakdown cover.

With Drover primarily targeting retail customers, Leasys is now looking at how this agreement might work in the corporate market.

Ultimately, these types of services are likely to come under the umbrella of the Mobility Store. Currently being trialled across 300 Italian

locations, including airports and train stations, these outlets feature specialist consultants who advise on all Leasys mobility options.

"Our direction of travel is mobility. There are lots of initiatives we are working on, including car sharing and peer-to-peer over in Italy," Fedrigo says. "It will all come to the UK in due course, including the concept of the Mobility Store which we are very interested in."

While mobility offers additional options to corporates, the recovery of the company car sector is likely to stretch well into 2021. However, demand for light commercial vehicles has held up well during the pandemic thanks to the booming market in home delivered goods.

Fedrigo predicts demand will remain robust for the rest of the year as people continue to work from home and grow increasingly accustomed to ordering more products online. This will help Leasys

**"We are gearing up for electric and there's real excitement in the business – it will revolutionise the way we look at small city cars and vans"**

Sebastiano Fedrigo, Leasys UK managing director

to consolidate its business after three years of strong growth. Next year, it expects to be back in growth.

In the short-term, big opportunities exist with all FCA brands, as well as the personal contract hire market. Longer-term, the priority is to focus on the van sector and small-to-medium enterprises (SMEs).

"This is where we are not fulfilling our potential," says Fedrigo. "We are gearing up for electric and there's real excitement in the business – it will revolutionise the way we look at small city cars and vans."

\*Minimum annual payment £1,501. Offers shown valid until 30/09/20. Subject to status. T&Cs apply. Leasys UK Ltd, PO Box 4590, Slough, SL1 0WU



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# FCA focuses on improving TCO figures

Group tailors sales mix to reduce number of short-cycle vehicles and improve RVs

**T**otal cost of ownership (TCO) is a key metric for a fleet decision-maker when considering which car or van to buy. Including factors such as depreciation and service and maintenance costs, TCO gives an organisation the most accurate picture of how much a vehicle will cost to operate over its lifecycle.

It is an area FCA Group has focused on in recent years.

"Price is a key factor when someone chooses a vehicle," says Neil McNicholl, wholelife cost and fleet programmes manager. "It's not necessarily the price tag of a car, it's the monthly cost of PCH or PCP, for example, which people are transacting on.

"We can't affect the price of the fuel that goes into a car, but we can influence things like the depreciation – which is the biggest contributor to TCO – and the maintenance, so those are the areas we've been working on to get values as strong as possible."

A key focus in strengthening residual values (RVs) has been exerting greater control of the sales mix of new cars. FCA has reduced the number going into short-cycle business, such as rental, as over-supply in this market has a detrimental impact on RVs.

"In 2017, our short-term rental business was about 16% of our overall mix, then in 2018 it was 8% and last year it was 5%, so we have been able to reduce the impact of short-cycle vehicles coming back on to the market, which has bolstered our RV position," says McNicholl.

As these tend to be on a buyback agreement, FCA is then able

to control how and when they are sold through its dealer networks, further improving RVs which, simultaneously, reduces the TCO for owners.

FCA has also introduced a comprehensive benchmarking tool where it compares its scheduling and costs to ensure it is aligned with best-in-class for servicing and maintenance.

"What we do slightly differently to some other manufacturers is that when we look at an SUV, for example, while that SUV will naturally compete with other SUVs, a hatchback may also potentially be on that buyer's shopping list so we also take a range of those vehicles in our comparison to ensure we are positioned correctly," says McNicholl.

He says another part of building stronger RVs is fitting the right – and generous levels of – technology and equipment. For example, Alfa Romeo is a brand associated with a racing heritage and sporty image which may not necessarily be associated with class-leading safety features.

However, its MY20 Giulia and Stelvio ranges have features such as autonomous emergency braking, adaptive cruise control, active blind spot indicators and lane-keeping assist. "From a wholelife cost viewpoint, these will actually reduce cost as they will reduce the incidence of impacts," adds McNicholl.

"It's also about consumer choice. They will realise that there's an awful lot of spec on these vehicles and they may not have associated that with performance vehicles before."

FCA's connected car technology, Mopar Connect, is a further example of how the manufacturer provides added value for customers. Using a smartphone app, this allows the driver to access a range of information, including vehicle location, fuel level, tyre pressures and servicing schedules.

It also allows a fleet manager to access information about the vehicle and how it is being driven, to help them make more informed decisions about issues such as maintenance work and driver behaviour.

FCA's TCO work has seen it develop closer relationships with RV price guide setters and leasing companies to ensure its products are placed correctly in the market.

This has put FCA in a strong position ahead of the launch of its new range of electrified vehicles: the fully-electric Fiat 500 BEV, Fiat Professional E-Ducato and the Jeep Renegade 4xe plug in-hybrid.

"We may not be the first to market with electric products, but we are not going to have to play catch-up – we are launching with the best-in-class product," says McNicholl.

"Renegade 4xe, for example, will be the most capable electrified PHEV in the small SUV segment.

"The E-Ducato, too, is going to be a best-in-class proposition in terms of both its charging capability and its range. That's also got a five-year/75,000-mile warranty, a 10-year warranty on the battery and comes with a five-year service and maintenance package as well, and that will give people confidence in our product."

**"It's also key that people understand the cost of servicing and maintaining a fully-electric vehicle is much less than for a petrol or diesel one"**

Neil McNicholl, wholelife cost and fleet programmes manager

He adds: "It's also key that people understand the cost of servicing and maintaining a fully-electric vehicle is much less than for a petrol or diesel one.

"BEVs only have around 20 moving parts compared with an ICE (internal combustion engine) vehicle which has more than 2,000, so we have to educate retailers and fleets about how these vehicles are going to be much more affordable to run."



# Uconnect Services to be standard on all models

Plan is to include connectivity platform as the norm on every future vehicle launch

**F**CA Group is future-proofing its vehicles with the launch of a new connected platform and service via Mopar the parts, service and customer care organisation within Fiat Chrysler Automobiles, which will make managing vehicles as easy, safe and efficient as possible.

The FCA range will have connected services that can be managed under one platform to help fleet managers track items such as fuel consumption, speed and preventative maintenance, along with new features on plug-in models, including range planning, remote charging and electric charge point booking and payment.

Mopar Connect has been offered to fleet customers since January 2019 as a black-box telematics product that can be fitted to individual vehicles. But FCA is now taking the next step to have connected services as standard across new models.

Factory-fit connected services are already available on 20MY Alfa Romeo Stelvio and Giulia, as well as the Jeep Renegade.

It enables fleet managers to track driver location and driving style, and access management tools to help make their operations more efficient.

Inderpal Batth, Mopar Connectivity product manager, says: "We will be gradually adding factory-fit telematics and connected services functionality across our entire model range."

"Importantly, all vehicles that have Mopar Connect T-boxes fitted can still be managed under the new platform to make sure vehicles can be easily tracked and managed."

The new My Fleet Manager platform launches this autumn and Batth says the decision to have connected services available as a factory-fit option was a natural progression.

He says: "As vehicles become more and more sophisticated, autonomous and electric, there is a demand there to be able to access connected services more easily."

"The My Fleet Manager platform presents the next generation of what we can offer and prepares all our latest models for the digital age."

## All you need is an internet connection

As Mopar Connect and Uconnect/Alfa Connect Services are managed in the cloud, fleet managers can access their dashboard to see all of their connected fleet either on an internet browser on desktop or mobile.

Contracts start at an initial 12 months, with the option to renew for 12-, 24- or 36-month intervals.

The mobile app can display different data relating to a given vehicle such as fuel levels, battery status, tyre pressures and a countdown to the next service.

Fleet managers can also monitor vehicle speeds and position and receive assistance in the event of an accident, breakdown or vehicle theft.

The desktop version features a fleet management tool, provided by FCA Group's partner Targa Telematics, that goes further and comes in either basic or high versions.

The basic pack features a personalised fleet management dashboard that allows fleet managers access to real-time vehicle monitoring, routes, engine management, distance until service and revision planning.

The high pack unlocks access to manage fines, fuel consumption, accident reports, geofencing data, crash reports and remote vehicle diagnostics.

The Connectivity team can also arrange to export data from vehicles to a fleet manager's third-party management tool if required.

These raw data packs can send information like vehicle diagnostics, fuel levels, mileages and vehicle positioning.

## Ready for EVs

Factory-fit connected services on new plug-in models like the Fiat 500e city car, Jeep Renegade Plug-in Hybrid crossover and E-Ducato electric van will make it even easier for fleet managers to make the switch to zero emissions driving.

Product manager Inderpal Batth says: "Drivers will be able to plot routes through their satellite navigation system that will show the real-world zero emissions range remaining, as well as the combined battery and petrol engine range if you're in a hybrid."

"It will be very simple to plot routes and stops based on where you might want to charge if needed. The system can even pre-book electric charge points for your journey."

Batth adds that while FCA Group may have been slightly later to market with plug-in vehicle products, that extra time has allowed it to invest in class-leading connected services to help eliminate range anxiety and make using plug-in vehicles even easier.

## Connect vehicle support

Despite the challenge of operating during the lockdown, the connectivity services provided by Mopar Connect/Alfa Connect and Uconnect Services/Alfa Connect Services, have not been affected.

FCA Group has a centralised call centre that is ready to help fleet customers and all of its 23 specialist Business Centres in the UK have been trained to be able to offer advice on all of our connected services and features.

Simon Wheeler, FCA UK Fleet and Business marketing manager, says: "Our technology has really stood up to the test during the lockdown."

"Our Business Centres are now open and ready to assist fleet customers."

"We also have a demonstrator fleet ready to go that is fitted with the latest Uconnect Services and Alfa Connect Services."

"We can arrange to deliver vehicles in-line with social distancing measures for those corporate fleets that want to know more."



# Trust relies on Ducato for continued support

FCA hits the accelerator to ensure UK ambulance services have the vehicles needed to cope with coronavirus pandemic

**T**he relationship between West Midlands Ambulance Service (WMAS) and Fiat Professional, which goes back more than a decade, has been vital in keeping on top of the increased demand experienced during the height of the Covid-19 pandemic. The service has a mission-critical core fleet of 480

ambulances and a wider fleet of 1,300 vehicles, including specialist hazardous and major incident response units.

These hard-working vehicles and teams of paramedics cover 5,000 square miles across the region and the fleet puts 20 million miles on the clock each year. The vast majority of the ambulance fleet (97%) is made up of Fiat Professional Ducato.

Tony Page, WMAS head of fleet and facilities management, says: "If our fleet of ambulances don't get to where they need to be, it is literally life or death. These vehicles are helping to save lives every day and so we need them to be reliable, safe and efficient. We wouldn't continue to buy Ducato if that wasn't the case."

WMAS was used as a benchmark for the Lord Carter report into NHS efficiency that advised ambulance trusts to use lighter panel vans, rather than box alternatives, due to cost savings on fuel economy and the cost to convert. The report, published in September 2018, said this would save up to £5 million a year on fuel and £56m on conversion costs over five years – £11.2m annually.

The WMAS Ducato ambulance has been used as the template for what could become a standardised ambulance across the country, as the NHS looks to eliminate variation in model types. It now accounts for more than 70% of the business of the 10 NHS Trusts across England and this is growing.

The WMAS Ducato fleet is doing big mileages and the teams of paramedics and clinicians are responding to more than a million 999 emergency call-outs each year.

The trust has a network of 12 specialist workshops that have teams of specially-trained WMAS vehicle technicians to maintain the fleet and keep downtime to a minimum. This aftersales work is supported

by Mopar (FCA's aftersales division) approved parts which are delivered into the workshops, as well as additional Fiat Professional training and spares from WMAS' conversion supplier VCS.

Fiat Professional dealership Guest Truck and Van also plays an important part by offering warranty, pre-delivery inspections and handover services.

Page says: "Our supplying dealer group Guest really goes above and beyond for us and it's only through a combination of support from the dealer network, VCS and the team at Fiat Professional that really helps to keep the fleet running efficiently."

Robert Spittle, Guest Truck and Van managing director, adds: "For a number of years Guest Truck and Van has been working with the team at WMAS to ensure maximum uptime for its frontline ambulance fleet."

"While the trust has its own workshops, we carry out warranty work, but also act as a back-up for routine maintenance and repairs along with technical diagnosis. We have trained and continue to train our team in all the operational requirements of dealing with ambulance trusts and their role in saving lives."

WMAS runs its ambulances on a five-year replacement cycle and Page says he can track wholelife running costs down to the penny.

Each VCS-converted Ducato is fully operational at less than four tonnes and has resulted in a wholelife cost saving of £1,460 per vehicle each year and fuel savings of up to £1.6m across the ambulance fleet compared with a heavier box van.

The weight loss has also contributed to a 16.6% reduction in NOx emissions, a 6.9% reduction in CO<sub>2</sub> emissions and fleet savings of more than £3.5m due to lower wear and tear on items like tyres and running gear.

Spittle says: "We know that running the vehicles for that length of time works out as much better business for us."

"We're getting the latest vehicles on a quicker turnaround that have the latest engines, technology and safety equipment. The larger box alternatives have to be run for much longer, at around 10 years, because they're more expensive in the first place."

"It's another reason why the Carter report has recommended that ambulance services switch to the lighter van conversion."

## Pulling out all the stops

WMAS' support network was called into action earlier this year to help with its plans to pull forward its new vehicle orders by four months to make sure it had enough vehicles to deal with increased demand during the coronavirus pandemic.

Page retained 38 frontline ambulances, converted 74 lower tier patient transport vehicles to operate on the front line and brought forward 118 new vehicle orders that still needed to be converted so the ambulance service was prepared for Covid-19 and the potential for a second wave.

The Fiat Professional factory in Italy prioritised production on all Ducato ambulances to get chassis through to conversion specialists in time for an accelerated timeline.

Page says: "The plan was to stagger the new orders throughout the year up until March 2021, but the pandemic meant we had to change our plans and Fiat Professional responded in kind."

"We wouldn't have been able to scale-up the fleet in time without Fiat Professional and VCS working hard to make it all happen."

WMAS ambulance crews spend a lot of time during their eight-to-12-hour shifts behind the wheel, so it's important they're in a vehicle that is comfortable, as well as fit-for-purpose.

Page says data from WMAS' telematics system has been sent on to Fiat Professional to help continue to refine the Ducato and he says the result is an ambulance that is the most refined yet.

He says: "Fiat Professional and our conversion partner VCS have done a lot of work to shed weight and we have managed to lose 200 kilos."

"The model year 2020 also comes available with a nine-speed automatic transmission, which helps even further with refinement and, as a result, it's a much better driving experience for the clinicians. The ride, handling and conversion quality is the best we've ever seen."



**"Pandemic meant we had to change our plans (to stagger vehicle introduction) and Fiat Professional responded in kind"**

Tony Page, West Midlands Ambulance Service



# FCA investments in research will make it a mobility leader

Group enters into collaborations on CAVs and energy supply

**T**he movement of people and goods is expected to change significantly in the future. Until recently, for people, the choice was fairly straightforward: if you couldn't walk it, you drove a petrol- or diesel-engined private car or took public transport to get to your destination.

However, three technological trends are converging to shape the future of mobility: mobility-as-a-service (MaaS), connected and autonomous vehicles (CAVs), and the electrification of vehicles (EVs).

MaaS involves aggregating a number of different service-based transport modes – such as ride-sharing, car-pooling, ride-hailing and other private and public transit methods – into one booking-and-payment platform.

Despite significant investment and development work, MaaS is not widely available yet and it is also unclear what long-term impact Covid-19 will have on shared mobility methods, due to the perceived increased risk of infection.

CAVs have the potential to offer numerous benefits to both fleets and private customers, such as increased safety and efficiency, as well as reduced emissions and congestion.

FCA Group is collaborating with Waymo (formerly the Google self-driving car project – see page seven) to develop highly autonomous

vehicles, which will be capable of full self-driving under certain conditions.

It will supply more than 60,000 Pacifica plug-in hybrid minivans to collaborate on what it believes will be the first significant system in the market for both fleet and private customers.

FCA Group has also invested more than \$30 million (£24m) at its Chelsea Proving Grounds in south-east Michigan, USA, to further the development and testing of autonomous vehicles and advanced safety technologies. The all-new facility features a dedicated autonomous highway-speed track, a 35-acre safety-feature evaluation area and a high-tech command centre.

It has also signed a memorandum of understanding to join BMW Group, Intel and Mobileye to create a state-of-the-art autonomous driving platform for global deployment.

The open platform will be scalable from highly- to fully-automated driving and will accommodate the unique needs of multiple auto makers, while affording each the flexibility to offer brand-based differentiation.

Additionally, it is continuing to work with Aptiv to develop an occasional self-driving driving system for its next generation vehicles which is planned to launch next year (2021).

Many FCA Group vehicles already feature autonomous driver-

**“The market for V2G infrastructure, to date consisting almost exclusively of experimental projects, is now ready to get off the ground”**

Roberto Di Stefano, FCA head of EMEA e-Mobility

assistance features including autonomous emergency braking and adaptive cruise control, while it also offers a range of connected features to help fleet managers.

Mopar Connect Fleet, developed in co-operation with Targa Telematics, provides fleet decision-makers with remote access to give control over activities, service status maintenance and assistance for each vehicle. Capabilities include the real-time position of vehicles, route management reports for crashes, refuels, geo-fencing, and diagnosis for extraordinary maintenance. The app also allows users to view fuel levels, battery status, door lock status, fuel consumption and tyre pressures.

FCA Group is also making significant investments in (EV) technology. This year will see the launch of its fully-electric Fiat 500 BEV (see page five) and Fiat Professional E-Ducato van (see page 14), as well as the Jeep Renegade 4xe plug-in hybrid (see page 15).

These are part of a \$5 billion (£44.5bn) plan, centred around electrification, with new products and a new battery hub located in Turin that will assemble batteries for new electric models.

In the United States, FCA Group invested \$4.5bn (£3.6bn) to expand the capacity of facilities in Michigan and build a new plant in Detroit to produce electrified Jeep models. This will open later this year.

In 2019, FCA Group signed new partnerships with global leaders in the energy sector, Enel X and Engie. The partners will work with FCA across all major markets in Europe with the primary objective of offering private and public charging solutions and services. This initiative also includes research and testing of new technologies to reduce the total cost of ownership of EVs.

FCA Group has also joined forces with Engie to build the world's largest vehicle-to-grid (V2G) project at its Mirafiori factory in Turin, with work currently underway (see page six).

V2G is seen as one way to help the electricity grid cope with the extra demand when EVs become widespread, as the vehicle batteries are able to charge from, and discharge into, the network dependent on the overall demand and supply, ensuring there is enough power at all times.

It represents an opportunity to optimise the operating costs of the cars – for the benefit of fleets and drivers – and a concrete possibility of contributing to a more sustainable electricity system.

Once complete, the project will be able to provide up to 25MW of stored renewable energy to help balance Italian's electricity network.

Roberto Di Stefano, head of EMEA e-Mobility at FCA, says: “On average, cars remain unused 80-90% of the day. During this long period, if connected to the grid by V2G technology, customers can receive money or free energy in exchange for the balancing service offered, without compromising their mobility needs in any way.

“The main tangible objective of our partnership (with Engie) is to reduce the cost of FCA electric vehicle lifecycles, via specific offers exclusive to our customers.”

He adds: “The market for V2G infrastructure, to date consisting almost exclusively of experimental projects, is now ready to get off the ground. The project at Mirafiori is a world first. We are confident it will soon be joined by a solution for all company fleets.”



The Waymo Pacifica plug-in hybrid minivan will appeal to both fleet and private customers



# At the cutting edge of technology development

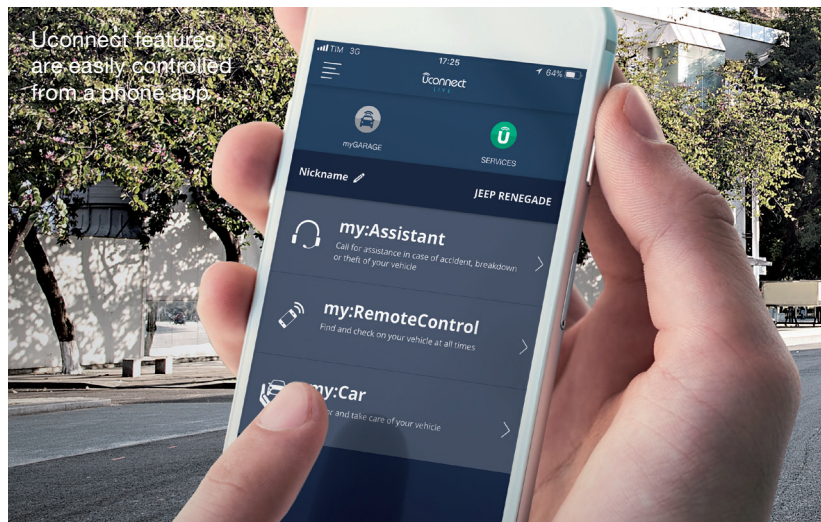
FCA Group invests heavily in R&D to ensure vehicles have most up-to-date capabilities

**A**utomotive technology develops rapidly and FCA has been investing heavily to ensure its vehicles provide the most up-to-date in-car technology, connected services and driver assistance systems, while also improving efficiency and sustainability. In 2019, the group invested approximately \$4.2 billion (£3.8bn) in research and development, representing around 3.9% of net revenues from industrial operations.

The latest model updates across the Alfa Romeo, Fiat and Jeep brands see the introduction of new infotainment systems with larger screens, better connectivity and improved smartphone integration.

The new Fiat 500 is the first FCA car to be equipped with the brand's new Uconnect 5 infotainment system. It is delivered via a 10.25-inch high-definition horizontal touchscreen with a 16:9 aspect ratio that fits perfectly into the dashboard. It also has a natural language interface system, with advanced speech recognition, to talk to the car to control parameters, set the climate control and choose the music.

As more FCA products become electrified, connected services will play a bigger part in enabling drivers to control and monitor their vehicle effectively.



■ **My eCharge** can be used to promptly identify the nearest public charging station, check its availability, start the charging process and pay. It can also be used to set-up and control private wall boxes. Additional on-demand services include the **My Wi-Fi**, **My Alert** and **My Fleet Manager** packages.

These services will be introduced across the range of Alfa Romeo, Fiat and Jeep models.

Alongside infotainment and connectivity, autonomous driving continues to be an important area of development for FCA.

The new Giulia and Stelvio are the first FCA cars to feature Level 2 autonomy, which is achieved when the driver can leave the car to control the accelerator, brake and steering in specific conditions, via electronic systems that require continual monitoring by the driver, but support them to offer greater comfort on long journeys



Complementing the adaptive cruise control, Traffic Jam Assistant keeps the car in the middle of the lane in heavy traffic and Highway Assist regulates the speed on the basis of the current motorway speed limits.

Maximising powertrain efficiency is part of FCA's commitment to reduce vehicle CO<sub>2</sub> emissions and improve fuel economy. This includes developing more efficient engines and transmissions and optimising the vehicle/powertrain systems.

## Electrified powertrains in two years' time

By 2022, it expects to offer more than 30 nameplates with electrified powertrains. These include: 12-volt engine stop/start, 48-volt mild hybrid, plug-in hybrid, and battery electric vehicles (BEVs).

Plug-in hybrid variants of the Jeep Renegade and Jeep Compass will join the new fully-electric Fiat 500 as the brand's first plug-in vehicles, alongside the Fiat 500 and Panda 12-volt hybrid models.

The E-Ducato electric commercial vehicle will also launch this year. Sustainability is about more than just electrification, however. In the 500 and Panda Hybrid, the seats are the first in the automotive sector to be made of Seaqual Yarn, a special material derived from recycled plastic, 10% of which originates from the sea; 90% from land.

Seaqual Yarn is produced by transforming plastics collected from the sea into flakes of polyethylene terephthalate. These flakes are then used in the yarn from which the fabrics are made.

In the weaving phase, marine polyester is mixed with other natural, recycled or recovered fibres. This process is completed by the application of dyes and finishes which minimise the use of water and energy.

**"As more FCA products become electrified, connected services will play a bigger part in enabling drivers to control and monitor their vehicle effectively."**



# Alfa Romeo Giulietta Sprint



Model data not yet available

Following a refresh last year, the Giulietta range has been enhanced with the introduction of the new Sprint. Building on the standard specification, Sprint adds a host of equipment including 18-inch alloy wheels, a Bose audio system, front and rear parking sensors, Brembo brake callipers and Uconnect 6.5-inch touchscreen infotainment system. Leather and Alcantara sports seats enhance the interior, alongside a darkened headliner and aluminium pedals. Externally, the Giulietta Sprint includes carbon-look side skirts, mirror caps and grille surround. Black wheels can also be specified. A 1.4-litre turbocharged petrol engine or a 1.6-litre JTDM-2 diesel engine, both with 120hp, are offered. The diesel is additionally available with a TCT automatic transmission. Prices for the Sprint range start at £22,495.



MODEL: 500 1.0 MHEV 70 LOUNGE  
● MPG: 53.3  
● CO<sub>2</sub>: 119g/km  
● P11D: £14,520  
● BIK: 26%

# Fiat 500 Hybrid

By introducing mild hybrid technology to the line-up, the iconic Fiat 500 provides all the benefits of efficient, compact, lightweight and accessible hybrid driving in urban settings. The new powertrain is based on the latest three-cylinder FireFly 1.0-litre engine with the addition of a 12-volt belt-integrated starter generator, electric motor and a lithium battery. Compared with the outgoing 1.2-litre 69hp petrol engine, the mild hybrid version improves fuel efficiency and reduces CO<sub>2</sub> emissions on the road. With 70hp, the new powertrain has no impact on performance. The mild hybrid will be the only powertrain with a manual transmission available in the Fiat 500 in 2020. The base specification has been enhanced to include air conditioning, heated door mirrors and digital radio. All versions are available in hatchback or convertible body styles.

# Alfa Romeo Stelvio MY20

The Alfa Romeo Stelvio has been updated with a new interior layout and materials, new advanced driver-assistance systems (ADAS) to bring level two autonomy and revised infotainment with a new range of connected services. The 8.8-inch central display is now touchscreen and adopts an all-new layout with widgets which can be dragged and dropped to create a fully customisable homepage. Alfa Connected Services delivers advanced on-board connectivity and a set of offerings to boost safety and comfort. Interior quality has been enhanced with a new centre console, completely restyled to accommodate larger, more accessible storage compartments, as well as the new wireless charger function. ADAS now includes lane-keep assist, adaptive cruise control and traffic jam assist, alongside blind spot monitoring. The new range includes rear parking camera, bi-xenon headlights and electrically folding wing mirrors as standard. Trim levels are Super, Sprint, Lusso Ti and Veloce, with a choice of petrol and diesel engines.



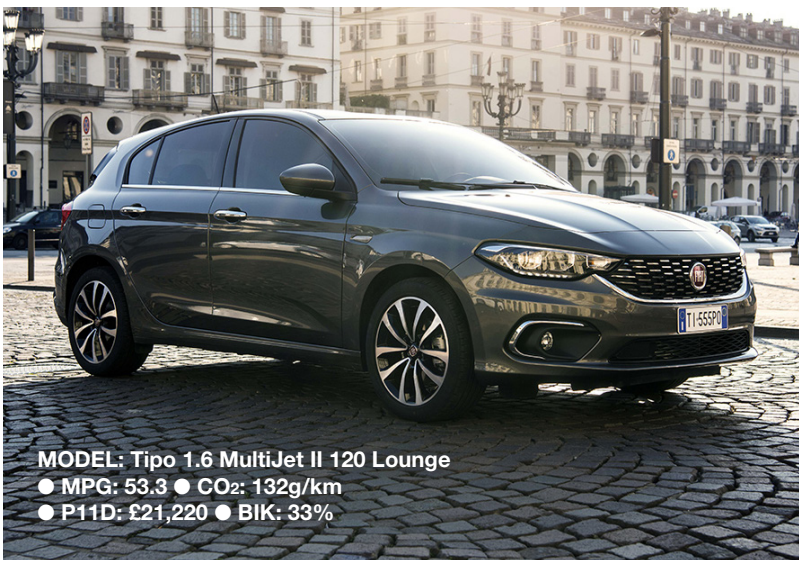
MODEL: Stelvio 2.2TD 190 Super  
● MPG: 46.3 ● CO<sub>2</sub>: 159g/km  
● P11D: £38,695 ● BIK: 37%

# Jeep Compass

The Compass perfectly fuses Jeep's legendary off-road capability with advanced lightweight design to deliver leading driving dynamics and efficiency. Its intelligent four-wheel drive system can adapt to any terrain and even disengage its rear axle to improve fuel economy. A choice of turbocharged powertrains ensure the Compass rewards the driver with high performance and low emissions. The range includes a 1.4-litre MultiAir II petrol and a 1.6- or 2.0-litre MultiJet II diesel. The latter comes with a nine-speed automatic transmission while the rest of the range offers a six-speed manual or six-speed automatic. The most efficient diesel emits from 157g/km of CO<sub>2</sub> (WLTP) and can achieve between 47.9 and 44.8mpg on a combined cycle. A plug-in hybrid 4xe model is expected to join the line-up late next year. Standard specification includes a 8.4-inch Uconnect infotainment system with Bluetooth and autonomous emergency braking. Its wide stance not only improves dynamic stability but also provides optimal interior space. The boot can hold 438-litres and is accessed via an electronic tailgate for ultimate practicality.



MODEL: Compass 1.6 MultiJet II 120 Limited  
● MPG 47.1 ● CO<sub>2</sub> 157g/km  
● P11D £29,835 ● BIK 37%



MODEL: Tipo 1.6 MultiJet II 120 Lounge  
● MPG: 53.3 ● CO<sub>2</sub>: 132g/km  
● P11D: £21,220 ● BIK: 33%

# Fiat Tipo

Leading its class for price, space and specification, the Tipo proves you really can get more for less. Under the skin is a drivetrain that balances usable performance with comfort and refinement. Five adults can travel in comfort thanks to generous head- and leg-room both front and rear, while the boot can accommodate 440 litres of luggage. A range of petrol and diesel engines deliver CO<sub>2</sub> emissions from just 132g/km (on the Lounge Diesel), making it an attractive choice for company car drivers. Entry price is £15,820 (petrol version). The S-Design trim comes with large 18-inch alloy wheels giving it a sporty stance. It also features Xenon headlamps and a seven-inch HD touchscreen with 3D navigation, Bluetooth, USB and digital radio. All models feature autonomous emergency braking, digital radio and air conditioning, plus a four-star Euro NCAP rating.



MODEL: 695 1.4T-Jet 180 70th  
● MPG: 36.7  
● CO<sub>2</sub>: 171g/km  
● P11D: £29,725  
● BIK: 37%

# Abarth 70th anniversary

Built to celebrate Abarth's 70th anniversary in 2019, new Abarth 695 70th Anniversario will be limited to 1,949 units. Specific to this model is the 'Spoiler ad Assetto Variabile' – a manually adjustable rear spoiler. There are 12 settings to choose from, changing the angle of attack from zero to 60 degrees, the latter providing 42kg of downforce at 124mph. It uses the same 1.4-litre turbocharged four-cylinder powertrain as the range-topping 595 Competizione, producing 180hp and providing a 6.7 second 0-62mph time and 140mph top speed. Features include 17-inch Supersport wheels, four-piston Brembo brakes, Koni suspension, a Record Monza exhaust system and a limited-slip differential. Unique Green Monza paint is offered, alongside Circuit Grey, Gara White, Scorpione Black and Podium Blue. Sabell 'Tricolore' seats are also exclusive to this model. Prices for the limited edition Abarth 695 70th Anniversario start at £29,695.





**MODEL: Talento SWB 12 2.0 Ecojet Tecnico**  
 ● MPG: 52 ● CO<sub>2</sub>: 143g/km  
 ● CV OTR: £25,660 ● Payload: 1,266kg

## Fiat Professional Talento

The Fiat Professional Talento has been updated with a host of new features for 2020, including the introduction of new 2.0-litre Euro6d-Temp engines.

There is also a seven-inch touch-radio nav infotainment system that is Apple CarPlay-ready and Android Auto compatible.

Inside, the Talento has numerous storage compartments, with a total capacity of 90 litres. The base version now features Techno Silver trim as standard, while SX, Tecnico and Sportivo will come with the Glossy Black Pack to highlight air vents, infotainment system and buttons in the cabin.

Available with a full range of body types (low roof and high roof van, crew cab and platform cab), the Talento comes in a choice of two lengths, two heights and two different wheelbases. By combining these elements, the renewed model can be tailored to meet all needs for light transport, from 5.2 to 8.6 cu m and with a gross vehicle weight from 2.8 to 3.05 tons and a payload that can reach 1,258kg.

## Fiat Professional Doblò

The fourth-generation Fiat Professional Doblò Cargo comes with a choice of 1.3-litre and 1.6-litre turbo-diesel engines offering an equal balance of responsiveness and efficiency.

Safety is a priority and the Doblò offers a full suite of standard driver aids including electronic stability control, hydraulic brake assist and a hill-holder system.

With one of the widest ranges of load volume and carrying capacity derivatives in the compact van market there are versions to suit all needs including: short- and long-wheelbase versions of low- and high-roof models, passenger variants with a second row of seating and the Work-Up pick-up.

The Doblò's load bay is defined by a flat floor with minimal wheel arch intrusions. It has a maximum payload of up to a tonne and the load area can be specified up to 5m<sup>2</sup>.

Standard features on all Fiat Doblò models include a full-size spare wheel, full bulkhead, overhead storage, electric windows, central locking and a speed limiter.



**MODEL: Doblò Cargo 1.3 MultiJet 95 Tecnico**  
 ● MPG: 53 ● CO<sub>2</sub>: 139g/km  
 ● CV OTR: £18,790 ● Payload: 750kg



**MODEL: Fiorino Cargo 1.3 MultiJet 80 Tecnico**  
 ● MPG: 63  
 ● CO<sub>2</sub>: 117g/km  
 ● CV OTR: £16,020  
 ● Payload: 610kg

## Fiat Professional Fiorino

As the sector's first small van, the Fiorino is perfect for driving in cities thanks to its agile dimensions.

It has a maximum 2.8 cu m load space which can carry a payload up to 660kg and is accessed via two wide-opening rear doors or the sliding side door.

Thanks to a folding passenger seat, there is space for a load measuring up to 2.5 metres.

The engine line-up consists of diesel units, with the Euro 6 1.3-litre MultiJet diesel achieving up to 63mpg with CO<sub>2</sub> emissions of just 117g/km.

Safety systems include a driver's airbag, electronic stability control with ASR traction control, hydraulic brake assist and hill-holder. Parking sensors and front passenger and side airbags are available as options.

A seven-inch colour touchscreen infotainment system is available that includes Bluetooth with audio streaming, USB, aux and commands on the steering wheel. This radio can also be upgraded with a navigation system.



**ALFA ROMEO STELVIO RANGE**  
 BIK from 35%  
 CO<sub>2</sub> from 159g/km  
 MPG up to 46.3\*  
 P11D from £38,250\*

**ALFA ROMEO GIULIA RANGE**  
 BIK from 34%  
 CO<sub>2</sub> from 139g/km\*  
 MPG up to 53.3\*  
 P11D from £33,095\*

# LET BEAUTY DRIVE YOU

## DISCOVER THE NEW ALFA ROMEO **STELVIO** AND **GIULIA**

Discover the new Alfa Romeo Stelvio and Giulia, designed and engineered for performance, dynamism and quality. Featuring the latest technology in safety and infotainment, including Advanced Driver Assistance Systems with Intelligent Speed Control, Driver Attention Assist and Active Blind Spot, an 8.8" Multitouch display, and Wireless Charger. Combined with a premium new interior to create the ultimate driving experience.

The new Alfa Romeo Stelvio and Giulia. Born to be driven.

\*Official fuel consumption figures for the Alfa Romeo range mpg (l/100km) combined: 24.6 (11.5) - 53.3 (5.3). CO<sub>2</sub> emissions: 261 - 139g/km. Fuel consumption and CO<sub>2</sub> figures are provided for comparative purposes only and may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. Only compare fuel consumption and CO<sub>2</sub> figures with other cars tested to the same technical procedure.

\*Models shown: Stelvio 2.0 Veloce 280hp AWD: BIK 37% | CO<sub>2</sub> 209g/km | MPG 29.1 - 30.7 | P11D £47,950. Giulia 2.0 Veloce Ti 280hp: BIK 37% | CO<sub>2</sub> 190g/km | MPG 32.8 - 33.6 | P11D £45,495

*La meccanica delle emozioni*







Jeep



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