

PPMA FLEET – FAQ's

Which brands are included in the deal?

We currently have special manufacturer discount terms with more than 15 brands, including; Alfa Romeo, Citroen, Fiat, Ford, Jaguar, Jeep, Kia, Mazda, Renault, Skoda, Suzuki, Vauxhall, Volvo & more. However we can also negotiate discounts with all other brands on your behalf.

How big are the discounts?

The manufacturer support discounts vary, ranging from 3.5% to 34% off the price of a new car. The majority of these manufacturers also allow dealer discount on top of this, meaning you could save more than 40%. The important thing to remember is that these manufacturer discounts are normally only available to businesses with large vehicle fleets – however by purchasing your vehicles through PPMA Fleet, you are now able to benefit from the collective buying power of our partners 'Fleet Department'.

How is the discount deducted?

The manufacturers vary in the methods they use to process the discount - most deduct it from the invoice when you are purchasing the vehicle, however some pay it to you as a 'cash back' rebate, after the purchase has taken place.

How do I know PPMA Fleet will work to get the best discount possible?

PPMA Fleet does not charge any upfront fees for their service. Fleet Department only get paid when a tangible saving is made, in a 'no win, no fee' style. Therefore, it is in our interest to negotiate the best deals possible. As a PPMA Fleet customer, you will receive 90% of the total saving that we make for you, while the other 10% is retained to cover administration costs. So for example, if PPMA Fleet gets you a saving of 10% off a £10,000 car (£1,000) – you will receive £900, while £100 will be retained by Fleet Department to cover administration costs.

How is the administration fee to be paid?

If you receive the discount at point of purchase off the price of the vehicle, we will invoice you for the administration fee due. If however the manufacturer pays the discount as a 'cash back' rebate, this may sometimes be paid directly to us, in which case we will then deduct the 10% fee, and send the remaining 90% to you.

Are these discounts available to any PPMA member?

The discounts are available to any PPMA member who is purchasing a vehicle for a business. The manufacturers offer these discounts on the condition that there is a business name on the registration document. Some manufacturers also require 'Fleet Department' to be on the top line of the registration document, followed by your business name on the next line. This is simply to give them an audit trail, and to enable you to benefit from the collective 'Fleet Department' buying power.

Do the discounts apply only to the basic vehicle price, or options too?

With most manufacturers, the discounts apply to any factory fitted options added to the vehicle. We can confirm this when you call us. There are also a number of manufacturers who offer PPMA Fleet customers metallic paint free of charge, which is often worth around £500.

Why are the discount levels stated as ‘indicative’?

The manufacturers can change their discount levels from time to time – they may go up or down, depending on factors such as price changes, sales campaigns and volumes etc, so at the initial stage we are only able to give indicative levels. Please contact us for a detailed quote.

Are there any other terms and conditions that apply?

The manufacturers put minimum retention periods in place, to avoid cars being purchased at a high discount and then immediately sold, simply to make profit. This period varies from 3 – 18 months, depending on the manufacturer, but the majority are 12 months. We can give you more brand specific terms when you call.

Do PPMA Fleet provide other vehicle related services?

PPMA Fleet can help you with most of your vehicle needs. Should you need us to find you the best possible finance for your vehicle, or competitively priced insurance, to assist you in disposal of used vehicles, book services or MOTs, carry out driver licence checks for your staff, or just simply give you free, unbiased motoring advice – we’re here Monday to Friday, 8am to 6pm, so give us a call.

What are the affinity schemes that you can negotiate?

Should your employees (who do not drive company vehicles) also wish to benefit from preferential discounts, let us know of your requirements, and we can negotiate with motor manufacturers / dealers and suppliers on your behalf.

How do the free vehicle administration services work?

If you provide us with some basic vehicle and driver details, we can upload information onto our secure fleet management software. This will then enable us to provide you with reminders to let you know when your next service or MOT is due, when your road tax needs to be renewed, when you need to carry out driver licence checks, or to remind you when your vehicles are nearing contract ends. We can do this by email, phone, or text – which ever is most convenient for you, and it is completely free of charge for PPMA members (terms and conditions apply).

How can I contact PPMA Fleet?

You can contact PPMA Fleet by calling 0845 680 9920, or you email us at: info@fleetdepartment.co.uk