

DOING MORE WITH LESS AT NOVITA

DIRECTING CAPITAL AND CASH FLOW TO WHERE IT'S NEEDED MOST

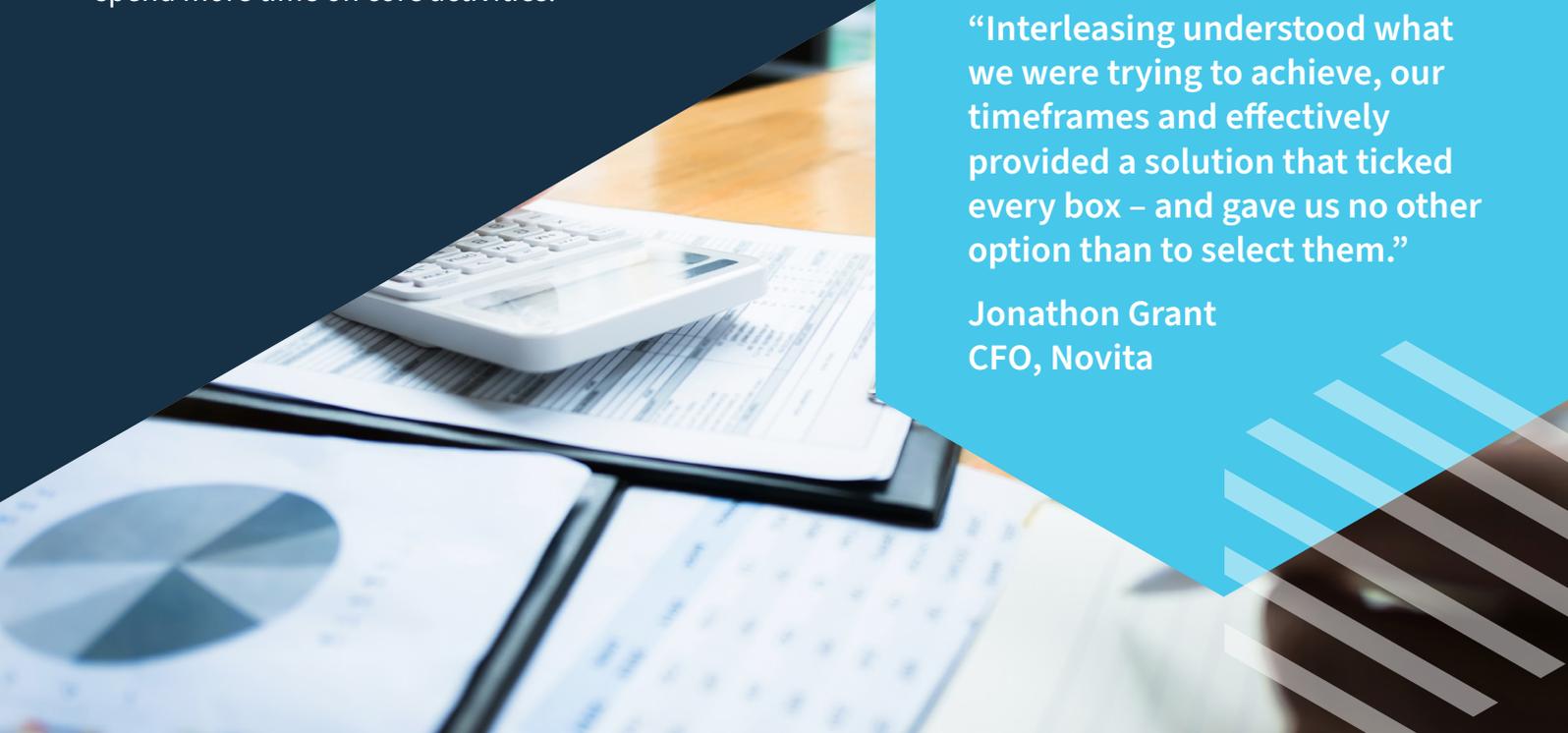
Based in South Australia, Novita has a history of over 80 years of supporting people with disabilities. Following the introduction of the NDIS, they needed to stay competitive by providing staff with the resources they need in order to continue to provide high quality service in an efficient manner. With a significant amount of capital tied up in their fleet, Novita saw an opportunity to convert these assets into cash flow and improve the overall quality and efficiency of their transport solution.

Working to a tight time frame, Interleasing carried out an audit of 80% of Novita's inventory and arranged to buy and lease back more than 56 vehicles, providing a swift injection of cash flow. Outsourcing the whole fleet management function to Interleasing delivered further cost savings and allowed Novita's team members to spend more time on core activities.

"We wanted to outsource fleet management, mainly because it was more efficient than managing internally," says Jonathon Grant Chief Financial Officer with Novita. "Plus we could get more data, reporting and access to better pricing.

The deal was so good it made no sense to continue to own and manage our own fleet".

In addition to overall cost savings, the Interleasing partnership has helped Novita introduce new policy measures to improve fleet safety and quality standards. Regular vehicle upgrades, maintenance and servicing are all taken care of by Interleasing, ensuring Novita benefits from an expert approach to pricing, fleet efficiency and risk-management.



"Interleasing understood what we were trying to achieve, our timeframes and effectively provided a solution that ticked every box – and gave us no other option than to select them."

Jonathon Grant
CFO, Novita



**55+ VEHICLES
PURCHASED**

Immediate boost to
capital expenditure



**COMPETITIVE &
TRANSPARENT
PRICING**

Easy, effective
budgeting



**VEHICLE
REPLACEMENT
CYCLE ESTABLISHED**

Maintain
fit-for-purchase fleet
inventory



**VEHICLE UPGRADES
TO ENABLE GROUP
TRANSPORT
CAPABILITY**

Strategic goal achieved



**FLEET
MANAGED TO BEST-
PRACTICE STANDARDS**

Maximise organisational
benefits, minimise risk



**COMPREHENSIVE
USAGE REPORTING
& ANALYSIS**

Data-driven decision
making for future fleet

