

Report



# Technology and fleet management



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# Introduction

We present to you the "Technology and fleet management" report. It continues with the latest data on effective fleet management in Poland. This report not only presents the numerous advantages of using cutting-edge technology in the area of company vehicle fleets, but also explores key issues such as fleet financing, trends in the use of company vehicles and innovations in the field of fleet management.

The content of the report touches on important issues, focusing on financial aspects, current trends and innovative solutions for effective fleet management. This report provides an excellent opportunity to deepen and solidify your knowledge of comprehensive fleet management of business vehicles. It not only provides the Reader with a reliable analysis of the current market situation, but also provides inspiration for the introduction of innovative practices in the field of fleet management.

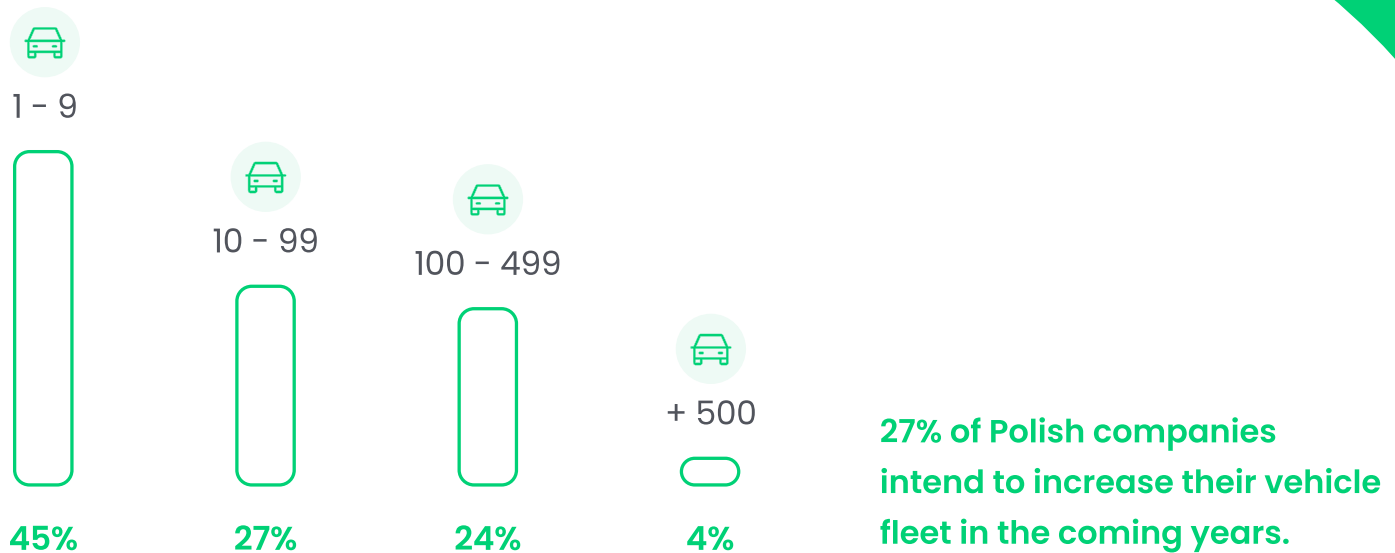


**Kris Zadlo**

Head of Sales

1.0

## Number of fleet vehicles in companies in Poland



In the context of Poland's dynamic business environment, analyzing the structure of companies' vehicle fleets is becoming a key element in understanding and adapting to changing mobility needs. In light of the Fleet Barometer carried out for Arval BNP Paribas, an interesting picture of the structure of vehicle fleets among companies emerges.

The report shows that 45% of Polish companies have fleets of between 1 and 9 vehicles. This suggests that many companies, especially those that are smaller or local, use small fleets of vehicles to handle the daily mobility needs of regional operations.

The survey shows that 27% of companies in Poland maintain fleets consisting of between 10 and 99 vehicles. This group ranges from small businesses that are expanding their operations to medium-sized companies that need a larger number of vehicles to handle more complex mobility needs.

Data from the Fleet Barometer shows that 24% of surveyed companies in Poland have fleets consisting of 100 to 499 vehicles. These companies already have to effectively manage a significant fleet, suggesting extensive operational structures, as well as the need to effectively manage mobility across extensive operations.

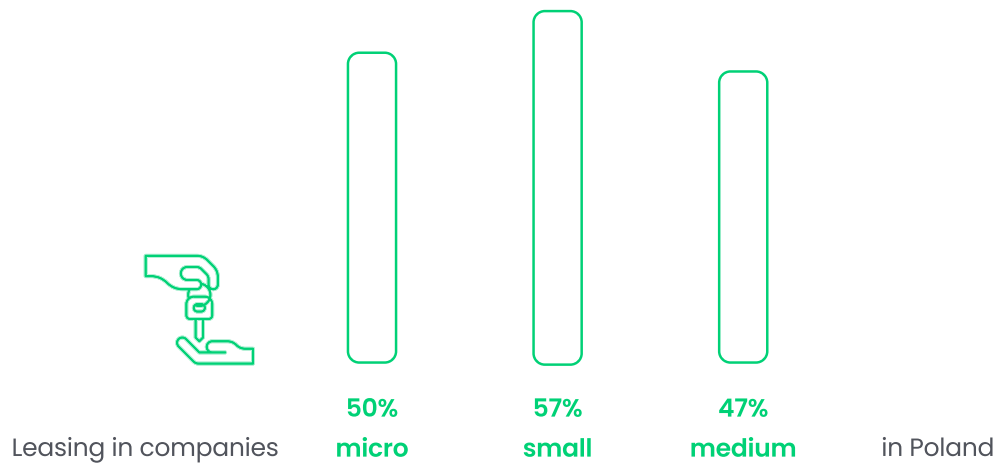
The largest fleets, with more than 500 vehicles, are declared by only 4% of those surveyed. This means that only a small number of Poland's largest companies maintain such large fleets. These companies are corporations with significant operational scale, requiring a large number of vehicles to support complex and extensive business operations.

Source: Barometr Flotowy, 2022, Arval BNP Paribas



# 2.0

## Forms of fleet financing in Poland



The size of a company's vehicle fleet affects the forms of financing a company chooses to manage its cars. According to data collected on behalf of Carefleet S.A., car leasing is a popular solution among companies of all sizes in Poland.

The data shows that as many as 50% of micro businesses in Poland use car leasing services. This is likely due to the benefits of flexibility and cost optimization that leasing can provide even the smallest businesses.

In the case of small businesses, the number using leasing reaches more than 57%. This confirms that car leasing is popular among medium-sized companies, which typically need a larger fleet of vehicles to support their operations.

The survey shows that 47% of medium-sized companies opt for car leasing. This signals that even for companies with larger organizational structures, leasing is still an attractive and effective solution for managing their vehicle fleets.

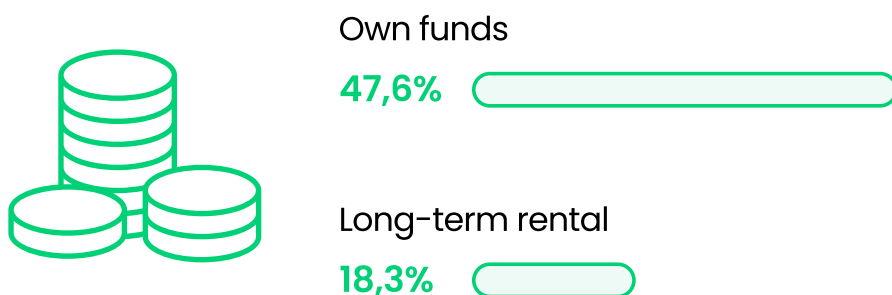
Car leasing for businesses offers financial flexibility, allowing the use of modern vehicles without a large purchase expense. By including servicing and maintenance costs in the lease payment, companies optimize their budget with their fleet. Regular fleet updates ensure that vehicles are maintained in accordance with the latest environmental and technological standards.

Additional services, such as fleet management, vehicle monitoring and insurance, make it easier for companies to focus on their core business. The tax benefit of deducting VAT on lease installments is an additional advantage for companies choosing to lease vehicles. This is a comprehensive approach to fleet management, eliminating the need for one-time costs and enabling companies to maintain mobility in accordance with current standards and requirements.

Source: Menedżer floty, [RAPORT] Finansowanie samochodów służbowych w sektorze MŚP

# 2.1

## Fleet financing by SME companies in Poland



According to the survey, many SME companies still prefer to finance their fleets with their own funds, which is the dominant option for 47.6% of the companies surveyed. It is noticeable that only 18.3% of SME companies opt for long-term car rental. This form of financing is most popular among medium-sized companies with 50 to 249 employees, where as many as 29% of companies use this option. Micro-enterprises, on the other hand, seem less inclined to use long-term rental, with only 11% declaring this form of financing, but almost 40% considering using this service in the future.

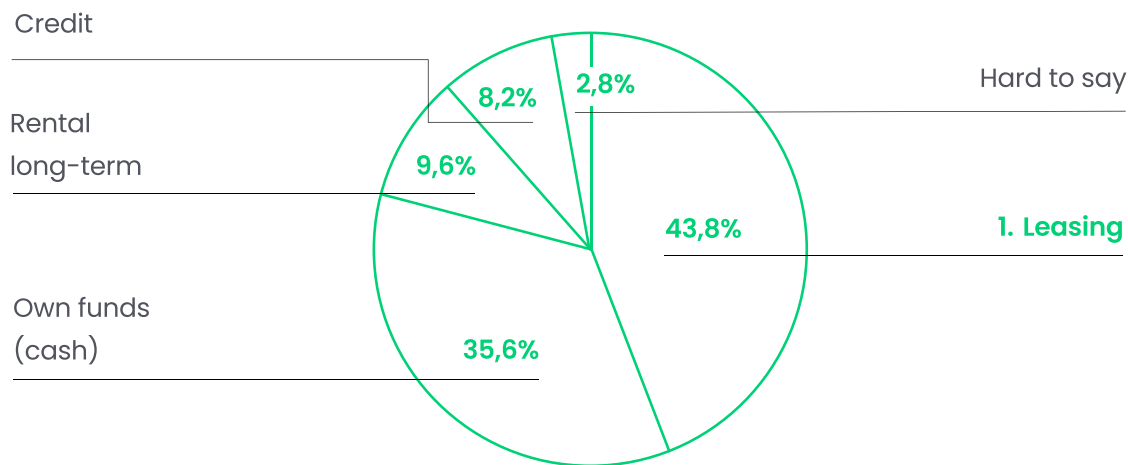
Long-term car rental offers a number of benefits, including:

- The fixed monthly installment facilitates accurate budgeting in both the private and corporate spheres, eliminating unexpected expenses.
- With no need to purchase the vehicle at the end of the contract, the user has the option to return the car, avoiding additional fees, and then rent a new model without any problems.
- The long-term contract allows you to change vehicles even after two years of use, guaranteeing access to the latest models and technology.
- With no need for a large initial capital or a minimal contribution, long-term rental becomes financially attractive compared to credit or leasing.
- The maintenance and insurance included in the price include not only AC, third-party liability, NWW, but also inspections, repairs in an authorized service center, tire replacement and storage, a replacement car and a comprehensive motor damage settlement service.
- The richness of the offer allows you to choose from a variety of car makes and models, allowing you to tailor your fleet to your individual needs and preferences.

Source: Menedżer floty, [RAPORT] Finansowanie samochodów służbowych w sektorze MŚP

# 2.2

## Best ways to finance a fleet according to companies



Entrepreneurs show varying preferences for fleet financing methods, reflecting the diversity of companies' financial needs and capabilities.

The data presented here show the preferences of entrepreneurs for ways to finance a fleet of vehicles. The most popular way of financing a fleet according to entrepreneurs is leasing, which garnered as much as 43.8% of indications. Leasing allows flexible use of modern vehicles without incurring a large one-time expense.

Another popular option is financing a fleet with own funds, or cash, accounting for 35.6% of the choices. Entrepreneurs with sufficient capital choose this option, which avoids the additional costs associated with credit or leasing.

Long-term rental, although less popular, garnered 9.6% of indications. It is a solution that offers flexibility and ease of fleet management, especially for entrepreneurs who do not want to commit for a long period of time.

Credit as a form of fleet financing received 8.2% of indications. Although it requires repayment of obligations in the form of installments, credit allows for the gradual acquisition of vehicles. A small percentage of respondents (2.8%), entrepreneurs said they were unsure about their preferred form of fleet financing. This may be due to the variety of options available and changing market conditions.

The final choice of financing form depends on individual needs, the company's financial situation, fleet management strategy and preferences for controlling and maintaining vehicles. Therefore, companies of different sizes can choose different financing models that best suit their unique needs and business goals.

Source: Wyniki badań Skaner MŚP, Instytut Keralla Reasearch na zlecenie Carefleet S.A., 2023

# 3.0

## The role of company vehicles in Poland



In addition to financial aspects, the importance of how employees perceive a company's fleet is growing. In recent years, companies have increasingly emphasized elements related to the image of the fleet, seeing it as a kind of indicator of the company's financial health.














According to a survey commissioned by Carefleet S.A., as many as 93.2% of SMEs treat the company car primarily as an essential work tool. Micro, small and medium-sized companies are also increasingly paying attention to aspects related to the image of the company fleet, which can be an indicator of a company's good financial health (48.7% of responses). For 33% of representatives of SME companies, a company car also serves as an additional non-wage benefit, motivating employees. In turn, just over 35% of respondents said that in their companies the car is a tool to emphasize the status of the employee - the higher the position, the better the car.

	DEFINITELY YES	RATHER YES	HARD TO SAY	RATHER NO	DEFINITELY NO
A company car is primarily a first and foremost a working tool	67,6%	25,6%	2,4%	3,9%	0,5%
The fleet is one of the elements of the company's image	21,1%	27,6%	8,6%	13,1%	29,6%
A company car emphasizes employee status	19,5%	16,4%	8,5%	20,5%	35,1%
A company car is an attractive additional motivator	18,7%	15,1%	5,1%	24,2%	36,9%

Source: Badanie Instytutu Keralla na zlecenie Carefleet S.A.

# 3.1

## The role of company vehicles and the size of employment

	Before primarily tool work	One of image of the company	Element highlighting status employee	Attractive additional motivator for the employee
1 - 9 employees	 72,5%	 33,0%	 22,5%	 29,5%
10 - 49 employees	 91,1%	 53,0%	 39,4%	 30,8%
50 - 249 employees	 94,9%	 42,9%	 33,7%	 33,7%

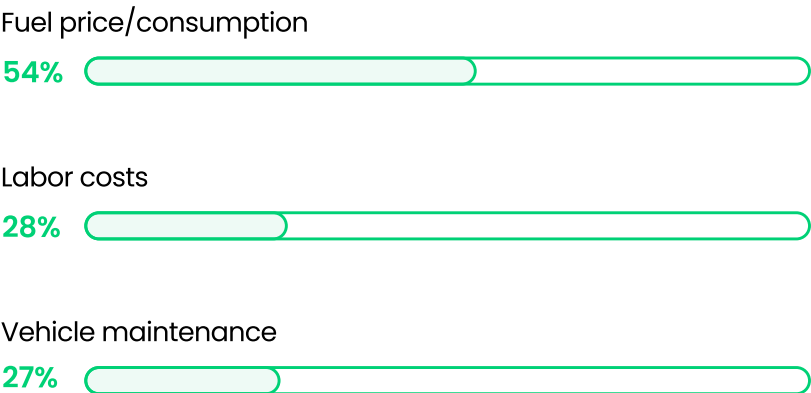
The choice of a car fleet often depends not only on the function, but also on the diverse needs of employees. The smallest companies are more likely to look for universal cars, intended not only for work. In corporations and large enterprises, each car has a precisely defined function. Different cars are chosen for management board members, different ones for managerial staff, and still different ones, e.g., for sales representatives. The situation is similar in medium-sized enterprises. Entrepreneurs who have one or two company cars are looking for a compromise not only between a functional and representative car, but often also a family car. This is due to the fact that these cars are used by company owners not only for business purposes, but also for private use.

Source: Badanie Instytutu Keralla na zlecenie Carefleet S.A.

# 4.0

## Biggest fleet management challenges

What are the 3 biggest challenges that the company when it comes to regarding company cars and service technicians?



A study on fleet management reveals the key areas that companies are focusing on in terms of optimization. The results indicate that companies are focusing on fuel consumption, labor costs and vehicle maintenance as the main areas requiring attention and optimization in the context of fleet management. Effective solutions in these areas can contribute to the profitability and competitiveness of companies.

The biggest challenge, indicated by 54% of respondents, is focused on fuel consumption. High fuel costs can significantly impact a company's budget, especially in the case of a large fleet of vehicles. Companies are highlighting the need to optimize fuel consumption in order to effectively manage operating costs.

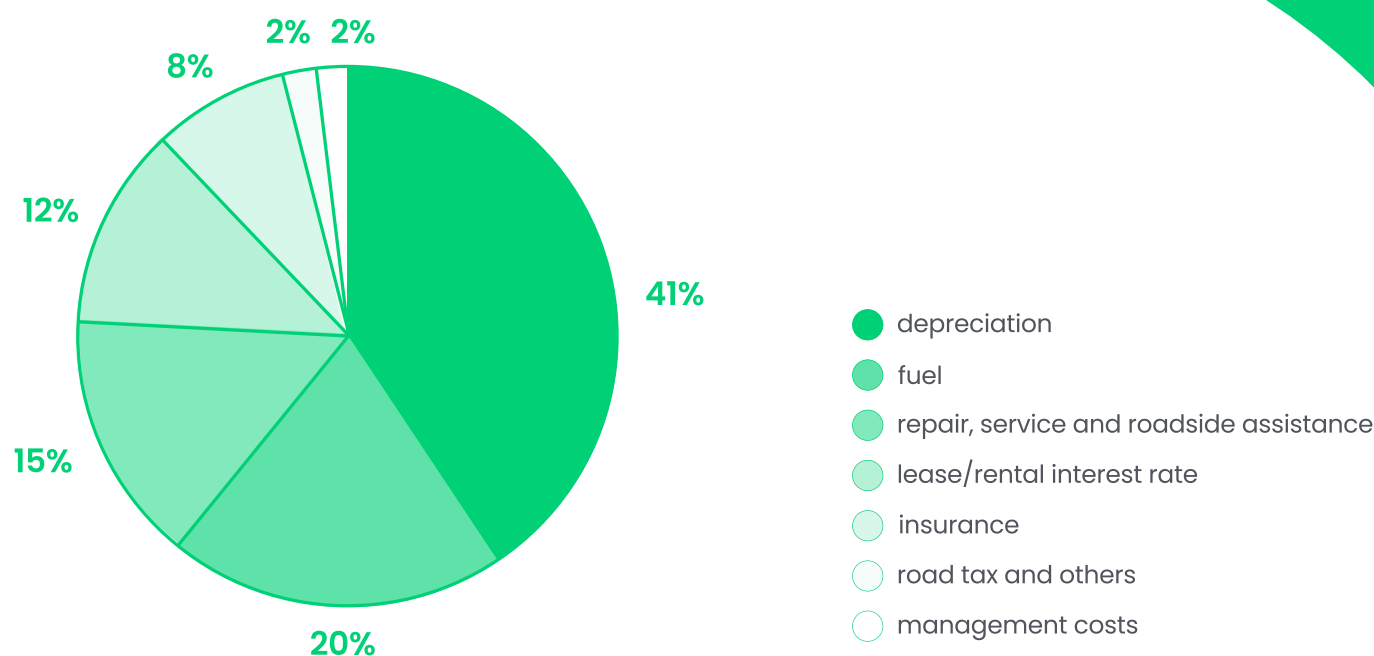
Another significant challenge, indicated by 28% of respondents, is the labor costs associated with operating and maintaining a fleet. It is worth noting that the work of service technicians, drivers or personnel related to fleet administration can significantly affect a company's budget. Optimizing these costs is becoming a priority for companies seeking to operate their fleets efficiently.

Vehicle maintenance issues, identified by 27% of respondents, represent the third major area of challenge. Complicated service processes, the need for regular maintenance, repairs or parts replacement can generate significant costs for companies. Optimizing vehicle maintenance processes is becoming a key aspect of effective fleet management.

Source: STATE OF THE FLEET MANAGEMENT MARKET

# 5.0

## Average TCO for company vehicles in Europe



Knowing the elements of total cost of ownership (TCO) is important for companies and organizations to effectively manage their fleet budgets, identify areas with the greatest cost impact and develop strategies to optimize fleet management. This enables companies to plan operations more effectively, minimize financial losses and maintain the reliability of their company vehicles.

The results of the Fleet management in Europe study conducted for Deloitte show the average cost structure of owning and operating company vehicles in Europe, expressed as a percentage of total cost of ownership (TCO).

Vehicle depreciation accounts for the largest share of overall costs, reaching 41%. This significant percentage, reflects the impact of vehicle depreciation over time. This is followed by fuel-related costs, which are a significant component of total utility costs. Their share reaches 20%, indicating the significant impact of fuel price changes on the vehicle fleet budget. In addition, aspects related to repair, service and roadside assistance occupy 15% of overall costs. This is an area that can be crucial to ensuring the reliability of company vehicles.

Interest on leasing or renting vehicles contributes to 12% of total costs, which underscores the importance of proper management of fleet finances. Insurance is another important component, albeit with a share of 8%. Taxes and management costs, although to a lesser extent, still play an important role (2%). These are two small elements that need to be taken into account to get a full picture of the costs associated with the use of company vehicles in Europe.

Source: Fleet management in Europe, Deloitte

# 5.1

## How to reduce the TCO of a fleet of company vehicles?

**Total cost of ownership (TCO) is the total cost of owning and operating a car.**

### TCO consists of:

1. Vehicle financing
2. Fuel
3. Purchase and replacement of tires
4. Insurance
5. Service
6. Tolls for highway use:
7. Estimated amount of vehicle sale or cost of returning the vehicle to the leasing company.

### How to lower the TCO?



Drivers' desired driving style:

- Avoiding spinning the engine at high rpm.
- Avoiding sudden braking.
- Implementation of telematics systems that monitor driving style.



Limiting combustion:

- Promoting fuel efficiency.
- Educating drivers about economic driving.



Introducing eco-driving:

- Driver training in green driving.
- Stimulate practices that lead to lower fuel consumption.



User rating system:

- Create rating systems that reward drivers' efficient and green habits.
- Motivating competition in fuel savings.

Source: Fleet management in Europe, Deloitte



# 6.0

## From TCO to TCM (Total cost of Mobility)



Rather than focusing only on the cost of owning a vehicle (TCO), TCM looks at the various options available to drivers and the associated costs. This includes car rentals, cabs, flights, trains, car sharing and parking costs. When considering TCM, it is worth taking into account:

**Utilization** – how drivers use different modes of transportation.

**Business case** – TCM's impact on taxation.

**Implementation** – possible adjustment of automobile policies.

The total cost of mobility is becoming a key indicator to better control mobility spending. It allows you to clearly identify what the company is spending money on and monitor changes in the in business travel costs.

Source: From TCO to TCM – it's all about total cost of mobility, fleet360

# 7.0

## Why use technology to manage your fleet?



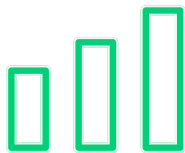
**42%**

observed fewer safety incidents since using fleet management software to monitor driver behavior



**5–10%**

decrease in maintenance costs, thanks to predictive notifications



**7–12%**

reduce fleet costs by using data analytics

Source: Fleet Management for Your Business, T-Mobile for Business Fleet Management

# 8.0

## GPS monitoring

Investing in a fleet monitoring system brings a number of benefits, such as:



Reduce vehicle mileage  
**By at least 5%, and by an average of 14% per year**



**Savings from avoiding fuel waste**  
by controlling the amount in the tank, which is about 20%



**Reduction in fuel consumption**  
by 18%



Reduce fuel costs **by 15%**  
**by applying green driving principles**



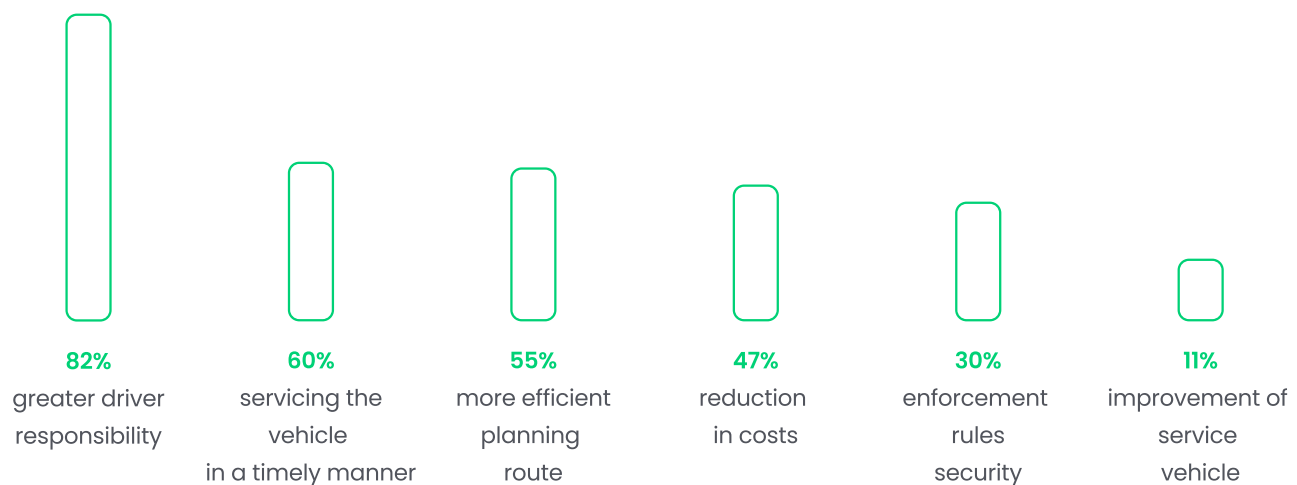
Additional savings in the form of a  
**20% discount on your insurance policy**

Source: [PORADNIK] 7 rzeczy, które możesz i powinieneś kontrolować, posiadając flotę pojazdów

# 8.1

## How does GPS monitoring helps manage a fleet?

What are the 3 best ways to use GPS, to help your company manage its fleet?



Effective management of vehicle fleets is becoming a key element of companies' strategies. GPS systems are an indispensable tool to support companies in this regard. In light of the results of the study, three key ways of using GPS emerge that can significantly assist companies in effective fleet management.

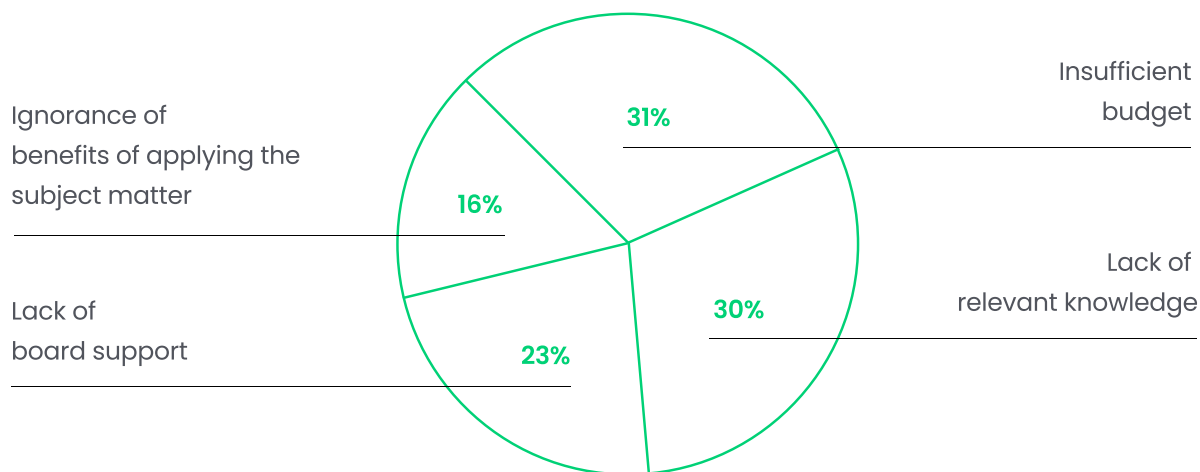
First of all, this excellent tool serves to increase the responsibility of drivers. Monitoring the route and behavior of drivers through the GPS system makes it possible to accurately determine whether employees comply with safety rules, which can consequently reduce the risk of accidents and improve safety.

Going forward, the use of GPS is also an effective way to streamline vehicle servicing, 60% of respondents confirmed. By monitoring the health of the fleet regarding vehicle operations, companies can plan and execute regular maintenance at optimal times. This not only affects the longer life of vehicles, but also minimizes the risk of breakdowns during the route, which is crucial for maintaining the operational continuity of the fleet.

In addition, effective route planning, with support from 55% of respondents, appears to be the third key area in which GPS can play an important role. Optimized routes not only reduce travel time, but also allow for better control of fuel costs and efficient use of resources. Reducing unnecessary miles can contribute to significant reductions in operating costs.

Source: STATE OF THE FLEET MANAGEMENT MARKET, GPS Insight

# Why don't companies implement telematics?



Implementing telematics systems in company vehicles contributes to effective fleet management, but there are several key obstacles that can limit this. Understanding these obstacles is important to effectively develop strategies to overcome them, so that companies can fully realize the potential of telematics in fleet management.

Companies may be concerned that the introduction of telematics systems involves high purchase and implementation costs. Investment in new technologies can require significant financial resources, which can be a barrier for some companies, especially those with limited budgets.

Some companies may not be aware of or have sufficient knowledge of telematics technologies. A lack of understanding of how these systems work and the benefits they can bring can result in resistance to implementation.

Decisions to implement new technologies such as telematics often require management support and understanding. If management does not see the value of or support such initiatives, this can be a major obstacle to implementation.

Some companies may be unaware of the benefits that can come from using telematics in fleet management. Education and awareness of the benefits can be key to overcoming resistance to new technologies.

Solutions to these challenges can include staff education, cost-benefit analysis, and building awareness of the benefits of implementing telematics. Working with management to gain support and allocate adequate funding can also help overcome budget and lack of support barriers.

Source: Fleet Management Technology Report, GPS Insight

# 10.0 Employee fleet, as a benefit



Company car  
also for private purposes

Companies strive to provide their employees not only with attractive employment conditions, but also with innovative and comfortable solutions to make everyday work life easier. One such innovative employee benefit can be the offer of a fleet of company vehicles.

A fleet of company vehicles can be an attractive employee benefit. Employees have access to company vehicles, which can increase their mobility and make it easier to travel to and from work and perform their daily duties.

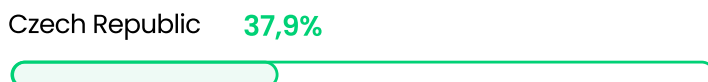
Offering a fleet of vehicles as an employee benefit can act as a motivator and increase overall employee satisfaction, helping to improve the workplace atmosphere.

Employees can benefit from savings associated with the use of a company vehicle, such as fuel, insurance and maintenance costs, which can be a significant financial benefit.

Offering a fleet of vehicles as an employee benefit can attract new employees and make the company more attractive in the job market. For employees who travel frequently on business, the use of company vehicles can be a convenient and efficient solution.

# 11.0

## Car sharing, sustainable fleet and multimobility



The largest group is made up of users aged 25–34.

**Young people (Generation Z, Millennials) often actively use ride-sharing services, which can be a strong incentive to attract interest in working for a particular company.**

The younger generation is showing a propensity to use car sharing services, suggesting that they are more open to sharing transportation resources. Introducing a fleet of company vehicles available for sharing can increase the efficiency of vehicle use, especially for companies where employees travel occasionally.

Analysis of data on the use of car sharing services by young people (Generation Z and Millennials) in Poland, Lithuania, Hungary and the Czech Republic reveals some common trends in the region.

A study on the use of car sharing services by the young generation in Poland, Lithuania, Hungary and the Czech Republic yielded interesting results.

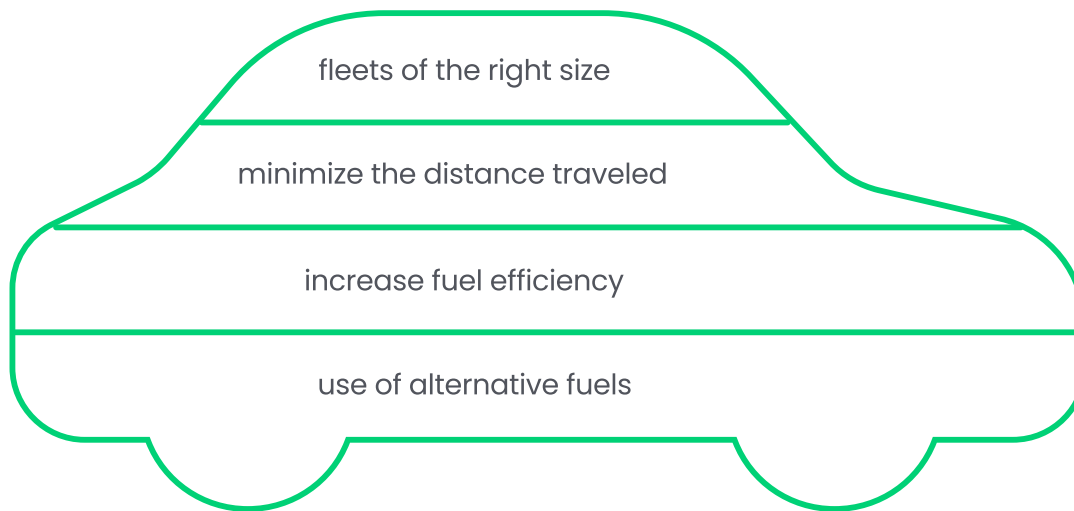
The overall percentage of young people using car sharing services in the countries surveyed averages 39.8%. This suggests that the car-sharing economy is relatively widespread among the younger generation.

Lithuania and Poland stand out as countries where car sharing is most popular among young people. The percentages of users exceed 40%, which may be related to the developed car sharing infrastructure and active promotional campaigns.

Source: Mobility Market Outlook, 2020; Mobility Market Service, 2020

# 11.1

## What are the characteristics of a rebalanced fleet?



### Fleets of the right size

Tailor the fleet to requirements by studying vehicle allocations.



### Minimize the distance traveled

Optimization of vehicle miles traveled.



### Increase fuel efficiency

Increasing fleet fuel efficiency by replacing inefficient vehicles with more fuel-efficient vehicles.



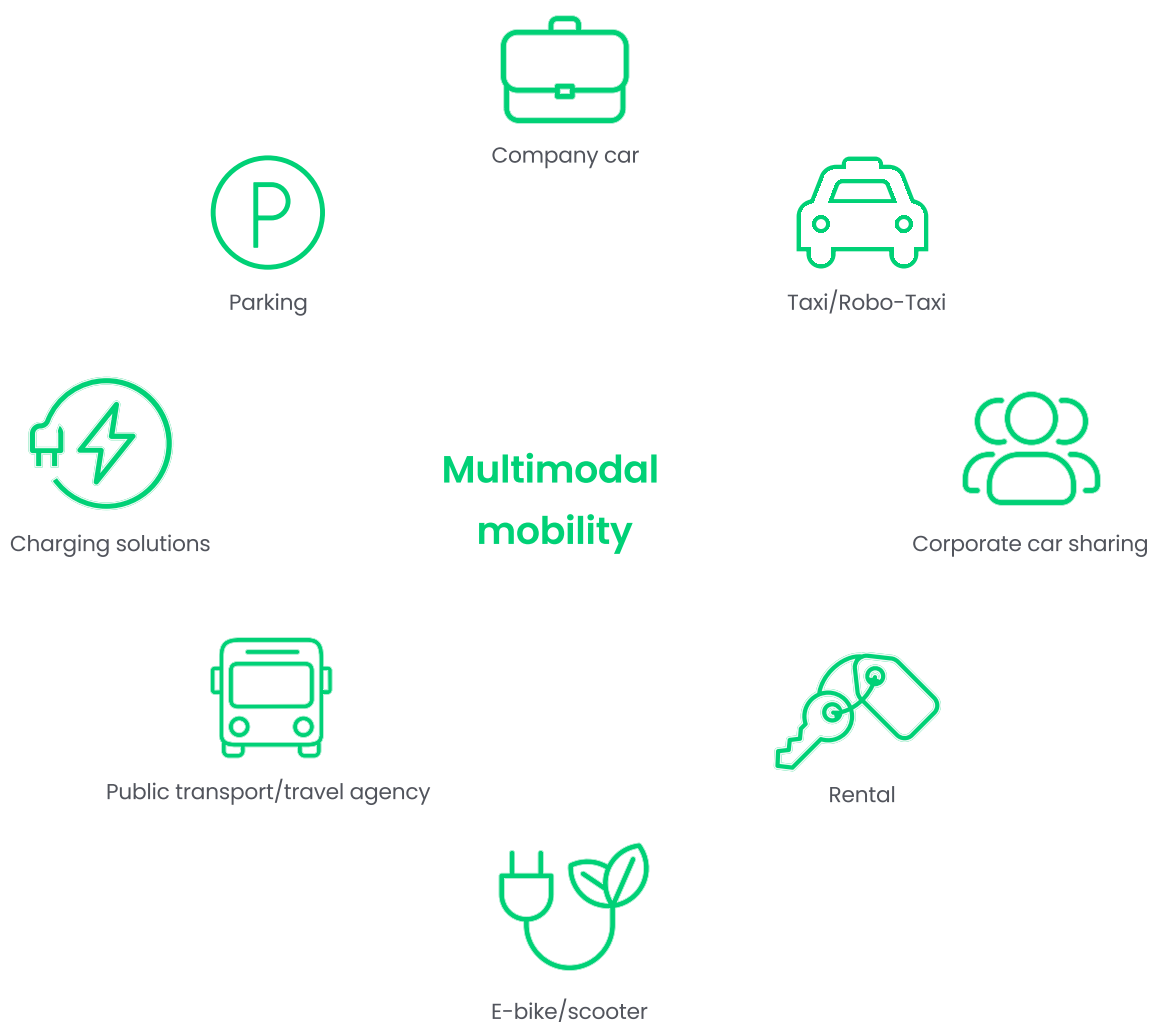
### Using alternative fuels

Optimize the cost-effective use of alternative fuels, including maximizing the use of existing alternative fuel.

Source: Federal Best Practices: Core Principles of Sustainable Fleet Management



# 11.2 Car sharing, versus multimodality



Multimodality is a concept that takes an integrative approach to different modes of transportation, enabling a seamless transition between them to ensure an efficient and sustainable transportation system. In the context of corporate car sharing, there are many elements of multimodality that can be taken into account to create a comprehensive transportation ecosystem.

In the context of the multimodality concept, a fleet of company vehicles is a key element that can significantly contribute to the efficiency and sustainability of the transportation system within a company. Companies can make their vehicle fleets available to employees for sharing. This not only reduces the need for private cars, but also promotes fleet efficiency within the corporation.

Source: Fleet management in Europe, Deloitte

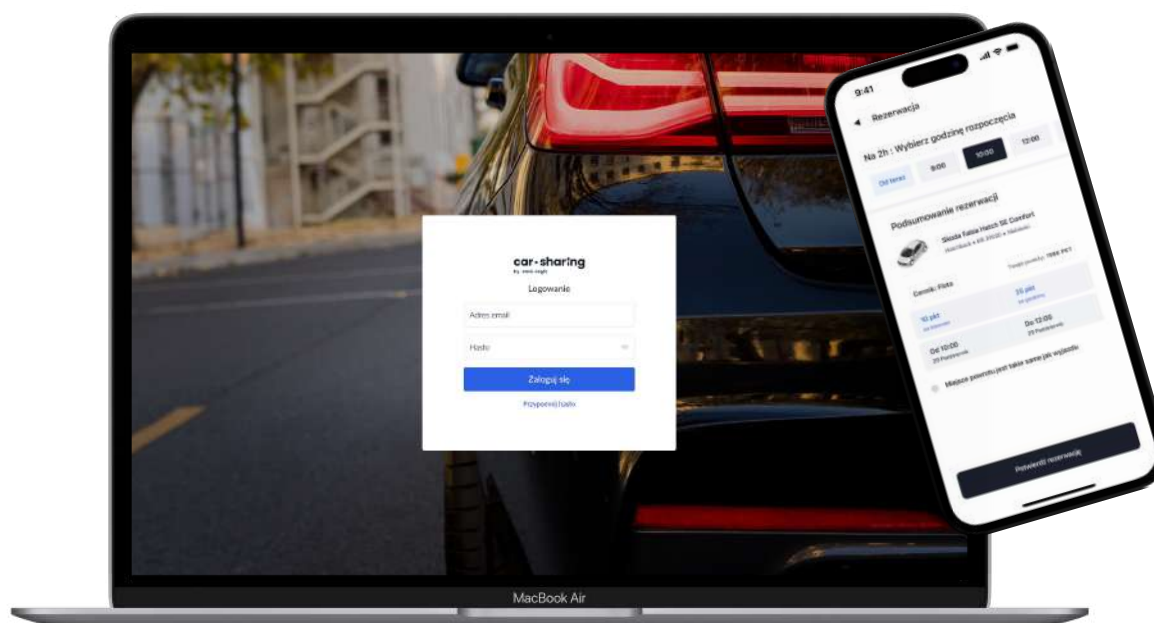
# 12.0 About the solution Car Sharing Business

## car•sharing

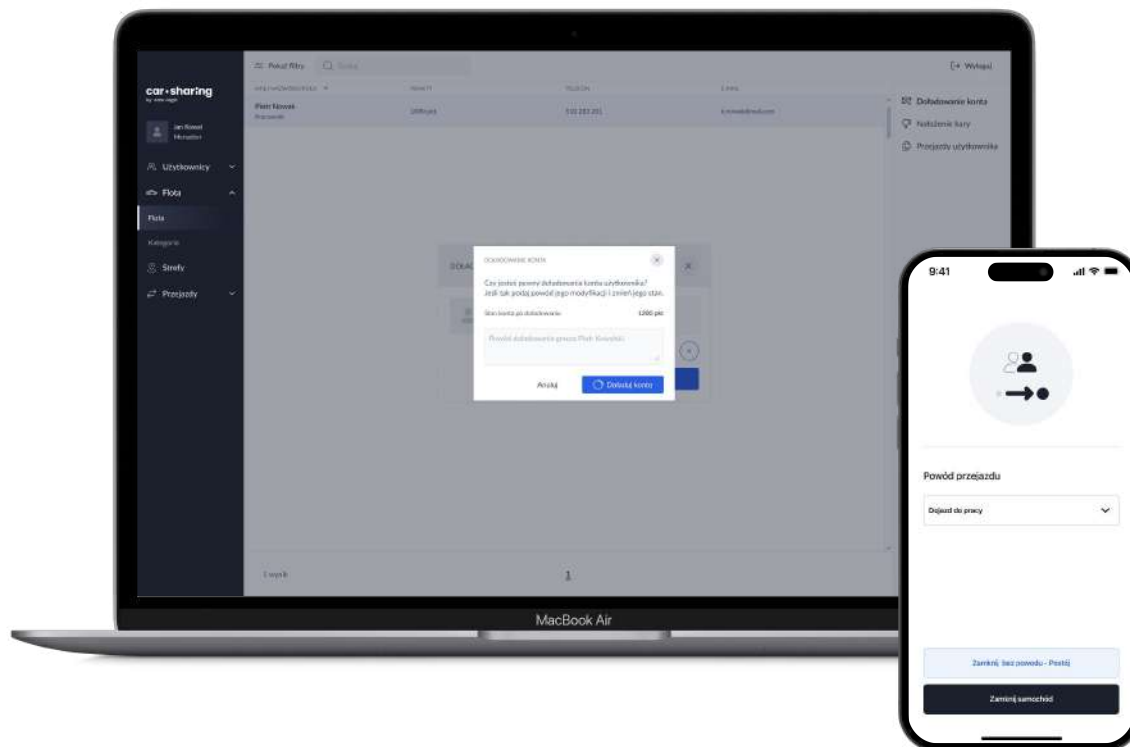
Car Sharing Business (CSB) addresses fleet management challenges by providing a comprehensive system that integrates a mobile application for users and an administrator panel. Through the mobile application, company employees can easily search, reserve and open vehicles belonging to their fleet, eliminating the need to physically hand over keys and streamlining the management of company vehicles.

The first part of our system is the mobile application, which was designed for users working for companies with vehicle fleets. Its interface may resemble vehicle-sharing apps such as Traficar or Panek. However, a major difference is that users only see vehicles belonging to their own company, located close to the company's headquarters. With this mobile application, they have the ability to search, book and open vehicles, eliminating the need to physically hand over keys. This makes the fleet management process more efficient.

The second part of the system is the administrator panel, which allows business owners and fleet managers to fully control and supervise their vehicles. It gives them access to location information, route history, and allows them to monitor the return dates of vehicles and their technical condition. Introducing the principle of "trust but control," the system makes it possible to reward employees for using company vehicles in accordance with the regulations.



# 12.1 About the solution Car Sharing Business

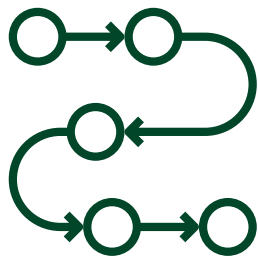


The "Eco Driving" module is an innovative approach to motivating drivers to drive safely and ecologically. and eco-driving. Points awarded for using the fleet according to the rules are an additional form of reward for employees. The points system rewards the right behavior while penalizing improper vehicle use.

Another functionality of the CSB application is the automation of accounting processes, especially in the area of VAT-26 documentation. This eliminates the need to manually fill out documents on routes, trips and users. As a result, fleet administrators save time, and the generated documents comply with the applicable standards.

The CSB also allows efficient operation of electric vehicle fleets. Although most of the fleets we service are internal combustion vehicles, our system is ready to integrate with electric or hybrid fleets. This flexible approach allows companies to tailor the offering to their needs.

# 12.2 Modern challenges of fleet management, and the CSB



## How does Car Sharing Business address today's challenges of managing a fleet of company vehicles?

Car Sharing Business makes it possible to make optimal use of an existing fleet of vehicles. By sharing cars among employees, it is possible to minimize the number of vehicles a company owns. This, in turn, is good for the environment, as it contributes to reducing CO2 emissions by reducing the number of vehicles on the road.

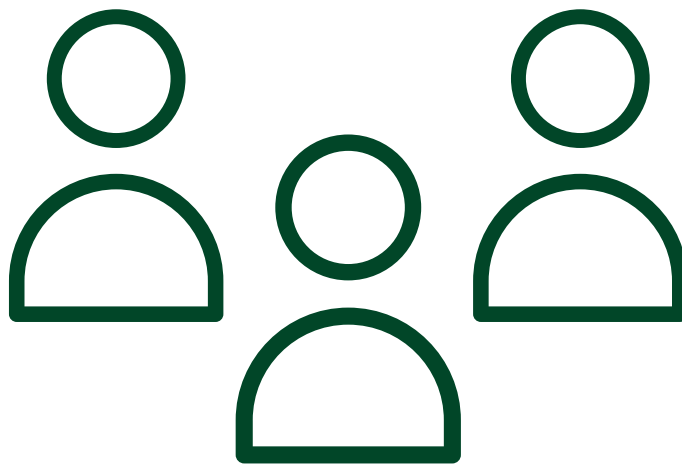
Ecodriving and rewarding eco-driving can be used to monitor employees' driving styles. By collecting data from vehicles, it is possible to reward eco-driving, which can encourage more efficient use of company cars. Promoting ecodriving helps reduce fuel consumption and emissions.

Fleet monitoring and maintenance allows for constant checking of vehicles in real time. This makes it possible to quickly detect possible defects or technical problems, which contributes to the longevity of the fleet. Long-term vehicle maintenance helps reduce the amount of waste associated with the car's life cycle, which is good for the environment.

Promoting shared mobility contributes to rational use, which means less need for individual vehicles. As the popularity of this business model increases, the number of vehicles on the road can decrease, which has a positive impact on the environment.

Car Sharing Business can easily adapt to fleet electrification trends. Transitioning to electric vehicles in car sharing can significantly reduce greenhouse gas and air pollution emissions.

# 12.3 Who is the CSB for?



## **The Car Sharing Business solution is aimed primarily at:**

Fleet managers seeking to reduce operating costs while increasing the efficiency of company vehicle management. The vehicle sharing system makes it possible to make optimal use of the existing fleet, resulting in better resource management and more efficient use of company vehicles.

Companies that have at least five company vehicles. For such companies, the ability to effectively share vehicles among employees becomes more cost-effective and sustainable.

To companies that seek to optimize their vehicle fleet costs. Rather than investing in new vehicles, Car Sharing Business enables better utilization of existing assets while minimizing the additional financial outlay associated with fleet expansion.

# 13.0 About us – Core Logic

## In short:

- Over **10 years of experience** in software development.
- About **50 employees** on board.
- Satisfied customers in many sectors.
- Over **7 years of experience** in carsharing (Traficar, innogy GO!).
- Cooperation with Kathrein GmbH (German manufacturer of chargers for electric vehicles).

We are a company that consists of 50 technical specialists.

As a Software House, we mainly specialize in technologies: Java (backend), mobile applications (iOS, Android) and DevOps services (Kubernetes, cloud).

We develop solutions for the financial sector, including: banking, insurance, leasing services, car sharing, e-mobility and sales systems for airlines, among others.

We build mobile applications for iOS and Android operating systems by implementing, innovative solutions that provide an attractive user interface, functionality and optimal performance on various mobile devices.

We create products that are environmentally friendly by making better use of current resources, resulting in lower emissions into the atmosphere and lower consumption. Car Sharing Business is a platform for companies with company car fleets to increase vehicle availability for other employees.



# 14.0 Conclusions



Car leasing dominates as the preferred form of fleet financing. Companies decide too for financing from own funds, long-term rental and credit.

Companies focus on ecological aspects, and car leasing enables regular updating of the fleet in accordance with the latest environmental standards.

Managing fuel consumption, labor costs related to fleet operation and vehicle maintenance are key areas that companies focus on in the context of effective fleet management.

The fleet cost structure indicates that the largest share of overall fleet costs is vehicle depreciation, which highlights the importance of managing the value of the fleet over time.

Investing in telematics systems brings numerous benefits, such as reduced vehicle mileage, fuel savings and discounts on your insurance policy.

The use of GPS systems contributes to increasing driver responsibility, improving vehicle servicing and effective route planning, which is a key element in fleet management.

Offering a fleet of vehicles to employees can act as an attractive benefit, attracting new employees and increasing overall workplace satisfaction.

Company vehicles increasingly serve as an element building the company's image, which may be an indicator of the company's financial condition.

The trend of using car sharing services among the young generation is growing, which suggests that the vehicle sharing economy is also becoming popular in the regions of Poland, Lithuania, Hungary and the Czech Republic.

Companies differ in their approach to the selection of vehicles in their fleets. The smallest companies look for universal cars, while corporations and large enterprises assign a strictly defined role to each vehicle, adapting the choice to the needs of individual groups of employees.



**Kris Zadło**

Head of Sales

## Contact us

We will share our knowledge and experience,  
to help you solve your problems  
and create the product you always wanted.



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