



More mileage for your money: Transforming car hire procurement for a 16.5% ROI

Learn how FCM Consulting implemented a comprehensive car hire Request for Proposal (RFP) process to deliver outstanding results in a challenging market for a leading



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16.5%
ROI

47.4%
Total Car Program
Cost Reduction*

33.5%
Savings on
Published Rates

**Total Cost Reduction refers to Savings & Cost Avoidance*

The challenge: Costs, contracts and confusion

Our client, a leading construction and mining equipment provider, was navigating through a maze of challenges. Car rental costs were skyrocketing, contracts were expiring, and the market was getting trickier by the day. Hidden costs and missed savings added to the confusion. So, they turned to FCM Consulting to steer their car hire program in the right direction.

The solution: A comprehensive, multi-faceted approach

FCM Consulting rolled out a robust car hire RFP solution by applying our proven 6-step approach. By diving into their specific issues, we mapped out strategic solutions backed by cost-benefit analyses. We then hit the gas on evaluation and negotiations, continuously optimising for the best results. The payoff? Significant savings, transparent operations, and seamless booking for our client.

Destination: Outstanding results

FCM Consulting rolled out a robust car hire RFP solution, bagging a 16.5% ROI and cutting market rates by 33.5%. From managing the entire RFP process to optimising spend and curbing cost inflation, we were on it. Our intervention slashed total car program costs by 47.4% and achieved an impressive 96.2% program coverage. Backed by our extensive industry networks and expertise, we delivered exceptional results — driving success and maximising value for the client at every turn.

Partner with FCM Consulting: Accelerate your travel program

When it comes to optimising your corporate travel program, you can trust FCM Consulting to analyse your challenges and find specific solutions to drive impactful results.

Dive into the case study to learn how we fast-tracked this client's car program towards success.

