

What Selectus Fleet Management can do for you!

Selectus Fleet offers our clients a streamlined approach to salary packaging new and used vehicles. We offer our clients a 'One Stop Shop' by being able to:

- ✔ Provide you with motor vehicle quotes. **Call Selectus on 1300 01 02 03.**
- ✔ Source new vehicles at fleet discounts
- ✔ Set up your finance (approval within 24 hours)
- ✔ Provide you with vehicle insurance options including redundancy cover
- ✔ Set up your operating budgets for your vehicle and issuing you with a Fleet Card
- ✔ Provide you with discounts on fuel, services and tyres
- ✔ Keep track of your vehicle spend via a secure web site

You can salary package both new and second hand vehicles

At Selectus we are able to offer a variety of lease types on both new and used vehicles. We also have the flexibility to offer varying terms and contract types to suit an individual's circumstances:

Selectus offers a fully budgeted and reconciled Finance Lease.

Novated lease terms range from 1 to 5 years.

The age of second hand vehicles should generally be no more than eight years old at lease end.

Exceptions can apply for vehicles that may be more exotic and/or collectible.

We may even be able to salary package your current vehicle

Please note that Selectus fleet provides fully reconciled leases with any unused funds returned to employees at lease end.

Your choices at the end of your novated lease

You have 3 choices when you finish your novated lease contract. They are:

- ✔ Salary package another vehicle and sell your existing vehicle.
- ✔ Extend the lease term on your current vehicle
- ✔ Own the motor vehicle outright

Prior to requesting vehicle pricing quotes it's suggested you do the following:

Decide on the vehicle you wish to purchase by taking test drives;

Use the Selectus' comprehensive salary packaging web based calculator to model potential vehicle choices. Simply log in to your Selectus salary packaging web site and choose 'Package Calculator'

Prices quoted for new vehicles on our calculator are for retail prices; however Selectus will be able to provide you with a quote for fleet discounts once you have decided on the vehicle you wish to purchase, normally saving you thousands of dollars!

Fleet discounts

Selectus has an active selection and management system in place for determining best practice pricing from our dealer network. We take much of the pain out of the process of negotiating the best possible price for a motor vehicle for you. You can decide to purchase your new vehicle through the dealer of your choice; or you can choose to take the Selectus quote from their dealer network.

Sourcing capability

Normally vehicles are sourced through the Selectus preferred network - We generally find that as Selectus has an established volume of vehicle sales we can attract excellent discounts from our suppliers to offer to you.

Employees are free to select a dealer of their choice or source their own vehicle.

Vehicle selection is driven by ATO guidelines. The salary packaged vehicle must be a 'passenger carrying vehicle'. Please contact Selectus if you are unsure if your selected vehicle complies; ie if you wish to salary package a dual cab.

There is no restriction on demonstrator vehicles.

Used cars should generally be no more than eight years old at lease end.

Purchases from private sale and auctions are permitted.

Modified vehicles are permitted in line with employer's policy.

Irregular imported vehicles are permitted provided an Australian Compliance Plate is fitted.

All purchase price discounts accessed by Selectus are passed onto you to minimise finance costs.

Flexibility of Insurance

Selectus has the capability to:

Offer you insurance through our own insurance providers. Selectus' suite of vehicle insurance products includes comprehensive motor vehicle (inc. gap cover), extended warranty, tyre and rim and redundancy protection.

Allow drivers the flexibility to obtain and add their own comprehensive insurance policy from their own choice of company. Selectus will incorporate the expense of alternative insurance providers into the budget for you when establishing the lease.

Our comprehensive insurance portfolio is placed with Apex Insurance and underwritten with QBE.

When choosing your motor vehicle insurance, please make sure you are comparing apples with apples!

Selectus car insurance provides you with the following:

For the default comprehensive insurance we have been able to negotiate a broad coverage, especially in respect of the policy extensions, which are superior to the direct market offerings. Key policy extensions include:

A number of the key elements of cover have been improved including:

- ✓ 24 month new for old replacement following total loss
- ✓ 100% Finance Gap protection
- ✓ Choice of Repairer
- ✓ Car hire policy

Policy Extensions and Benefits:

Completion of journey costs maximum limit	\$2,000
Keys and Locks up to	\$5,000
Faultless excess – Third Party to be clearly identified	
Hire Car costs following Theft & Accident	max. 30 days
Gap Cover 100%	
One excess free Windscreen (or other glass) per policy period, then full excess shall apply thereafter	
Personal property (nil excess)	\$2,000 any one loss
New replacement vehicle up to 24 months registration	
Driver Repatriation / Accommodation	\$2,000
Removal of Debris	\$25,000
Trailer Cover	\$1,000
Funeral Expenses	\$5,000
Fire Brigade / Emergency Services Cost	\$10,000
Tyre Replacement following accident	New replacement value
Emergency Repairs.....	\$2,000
Choice of Repairer	
Repair Guarantee	

Driver Services

Fuel options

Our standard fuel card is the Caltex StarFleet Card, providing maintenance discounts and geographical coverage of use for employees. The Starfleet Card enables employees to purchase fuel at authorised Caltex, Ampol and Woolworths-Caltex outlets. Other cards are available on request. (i.e. BP and Shell). Selectus refrain from providing multiple fuel cards by default as multiple cards provides minimal relief from needing to submit fuel reimbursements and for most does not outweigh the additional cost of the multiple cards to you.

Maintenance options

The Caltex Starfleet card is used for service, tyres and maintenance requirements. A budget is established to cover all running costs at the time of setting up your salary packaging arrangements. Other than the convenience this card offers, it also ensures that overcharging is eliminated and the employee receives trade pricing on parts and labour, which is equivalent to a discount of 15-20% off retail pricing, using a pre-authorisation process.

Services such as tyre replacement, tyre repairs, and wheel balancing and wheel alignments can be purchased using a Starfleet card, which is widely accepted.

Where a fuel card is not used to pay for running costs Selectus require the employee to provide a copy of the invoice/account so reimbursement or payment can be made to the employee or supplier, respectively.

Using a Fleet Card allows you to pay for your fuel, servicing and tyres instead of you using cash or credit cards; and the best thing is you are paying for these items tax free when you salary package your motor vehicle!

Reporting to drivers

Following receipt of end of month expense data from external parties Selectus issues by e-mail a monthly driver report during the following month. Driver reporting is used to advise the actual vs. budget operating cost expenditure and if you are meeting your target kilometres.

Employees are also provided login access to their individual accounts through the Selectus website, where salary packaging balances, vehicle expenditure data and driver reports are available 24 hours a day.

To find out how to access your web based reports, please read the [Selectus Novated Driver Web User Guide](#).

Annual kilometres reconciliations

Kilometre Tracking

By using a personal login to the Selectus website an employee can track their kilometres travelled against the target kilometres for the employee's nominated Statutory Fraction bracket. Targets are broken down to the pro-rata kilometres required each month, as well as providing the target odometer reading needed on the day the website is visited. The employee has the ability to compare the actual odometer reading with their budgeted kilometres per annum.