

## ISS and LeasePlan sign industry-first certified Vested agreement

3 years ago



ISS, a leading workplace experience and facility management company, and LeasePlan, a global leader in Car-as-a-Service, have signed an international Vested agreement for next generation fleet management.

The Vested way of working revolutionises and transforms the traditional transactional buyer-supplier relationship and will be crucial in driving enhanced sustainability, safety and operational outcomes for the two companies.

With 'sustainable mobility' at the heart of the partnership, ISS and LeasePlan have designed their contract in accordance with the Vested methodology and principles. The process was supervised by experts at EY and certified by CIRIO, a Swedish law firm fully authorised by the University of Tennessee to certify Vested contracts.

ISS currently leases around 20,000 vehicles on a global scale, emitting 60,000 tons greenhouse gas emissions a year (which falls within scope 1 of the company's full-scope emissions), with a large part of the total fleet being leased through LeasePlan.

Earlier this year, ISS announced that it will electrify its global fleet in collaboration with LeasePlan, as part of ISS's ambition of reaching net zero within its global fleet by 2030. The Vested way of working is a key enabler for reaching this target.

### Fundamental shift in approach

In the Vested partnership, ISS and LeasePlan are equally committed to each other's success and have agreed on specific ambitious measurable targets. These include both companies committing to reduce vehicle fleet CO2 emissions by one third by 2025 - with electric vehicles as the main driver - as well as optimise total cost of ownership, decrease accidents, and increase driver satisfaction.

Through the strategic partnership, both companies will rely on each other's expertise in support of the

Vested targets, which can include finding the most suitable vehicle for the right use, optimising driving behaviour and streamlining fleet management processes.

Troels Bjerg, Group COO at ISS, said: “We strongly believe that this type of close, outcome-based partnership, is the future of strategic company-supplier relationships, as we allow for a much more innovative and partnership-like mindset driven by common goals.

“This will help accelerate the sustainability agenda and, at the same time, provide the opportunity to improve business outcomes for both partners, such as cost and resource optimisation.”

Berno Kleinherenbrink, CCO of LeasePlan, said: “Our Vested partnership with ISS is an industry first that fundamentally reinvents the customer/supplier dynamic, creating real value for both parties. By aligning closely on shared goals and values, we are able to develop next generation, digital solutions that are at the cutting edge of what’s next in the fleet management industry. We look forward to building on our over 20 years’ partnership with ISS, as we join forces to reduce emissions from road transportation and fight climate change.”

ISS and LeasePlan’s Vested agreement is global in scope. Initially, the agreement will be implemented and executed in Denmark and Germany, with additional countries to follow in 2023.