



PRESS RELEASE

SELF INSURED FLEETS CAN SAVE OVER £424 ON EACH AT-FAULT ACCIDENT SAYS TOTAL

Total Accident Management is advising fleet operators that they could save over £424 each time one of their drivers causes an accident by proactively managing the process of getting the third party's car repaired and back on the road.

A typical 1,000-strong fleet which is self insured and has an average incident ratio could generate annual savings of around £80,000 through effectively managing the third party's repair and replacement vehicle charges.

The product at the heart of these savings is Total's Third Party intervention Service (TPro), which focuses just on proactively managing the third party repair process. On average, TPro can be applied to approximately 30-40% of all Total's general accident management claims, which shows the importance of proactively managing third party claims.

"When a corporate driver has an accident and is at fault, resolving the issue with the third party and their insurer is often a costly, unwelcome and time consuming activity," said Jon Pritchard, Sales Manager for Total Accident Management.

"TPro is a product that many fleets may not have heard of before, but it is at the heart of the process of removing the hassle of dealing with such a third party claim," he added. "Total provides this as a stand alone product or as part of its full accident management offering through its dedicated TPro team which has specific experience in dealing with this type of claim from start to finish."

When looking at the costs associated with third party claims Total can show very clearly where savings can be made.

Total's repair and replacement car costs will be on average £114 and £310 cheaper respectively. Aside from the damage to the vehicle additional savings can be generated through pro-active handling of any injury claim, Total is able to assist in reducing personal injury claims and the associated costs.

Origination of Claim	TPro Managed Case	Independent Service provider	Savings
Repair	£1,369	£1,483	£114 (8%)
Hire	£121	£431	£310 (72%)
Total Costs	£1,490	£1,914	£424 (28%)

Through its nationwide network of repairers and the implementation of SMART or mobile repair techniques when appropriate, claimants can typically see a two to four day reduction in the time it takes to get a vehicle back on the road.

Jon added, "TPro enables control and protection of the operator's brand reputation by ensuring the third party claimant receives an excellent service in what is potentially a negative situation. A positive outcome can be achieved from getting the driver and their car back on the road much more quickly at a cost of almost half that when managed by an independent service provider.

"A service such as TPro is relevant to any size of vehicle fleet with a significant Third Party excess, we know more companies should be using it to reduce their insurance premiums and repair costs."

Ends.

PR: 1701