

PLS

PRO LEASING SERVICES



DISCOVER THE *DIFFERENCE*

Leasing Concept

The premise for leasing is paying for the monthly use of a vehicle instead of paying for the asset itself.

Open-end leases: This type of leasing agreement starts with a minimum lease term (usually one year) then permits additional month-to-month leasing options at your preference. At the end of the leasing agreement, you may choose to sell the vehicles. If the sale generates a greater profit than the vehicles' predetermined value, the lessor may be required to pay you the difference. On the flip side, if the sale is less than the value of the assets, you are required to pay the difference to the lessor.





Benefits of Leasing

Preserve capital

Leasing agreements have lower monthly payments than purchasing vehicles outright. So, your company is able to preserve capital compared to owning vehicles.

Save on maintenance and fuel costs

Some lease agreements may even include maintenance options. This can reduce the total cost of ownership of vehicles by 10 to 20 percent. Buying vehicles is a major capital expense that impacts your debt-to-equity ratio and makes your company appear less attractive to lenders or investors.

PLS Flexibility for vehicle replacement

Our leases are 12 months to 60 months, but you can exit early or extend at the end of lease. Never a fee for over-mileage!

Less work

One monthly invoice for all your leased vehicles, and we ACH your payment; it's that easy. PLS also takes care of your annual registration so you don't have to.

Image

Image is everything! In customer facing industries, newer vehicles can portray an image of success.

Vehicles

Any make, Any model, new or pre-owned, PLS will source it and deliver it to any address in the USA. When your lease is done, we will pick up your vehicle and deliver your next one.



Why PLS

Pro Leasing Services (PLS) is known for unmatched client continuity, personnel stability and a long term commitment to the fleet industry

- Nationally recognized – Michigan Based
- Knowledgeable, dedicated account team, never a call center
- Superior Customer Service
- Dedicated to continuous fleet improvements - only PLS can offer custom fleet programs
- Value added services – PLS is a full service fleet management company

We Care



Vehicle Management

What's so important? PLS can provide:

- Proper fleet mix
 - Any make, any model
 - New or used
 - Safety considerations
- Proper procurement
 - Purchase
 - Lease
 - Project rental
- Identify all available incentives
- Remarketing to maximize return
- In total, this unique set of tools allows PLS to consistently reduce the total cost to operate fleets





Value Add Services

PLS provides customized client solutions for:

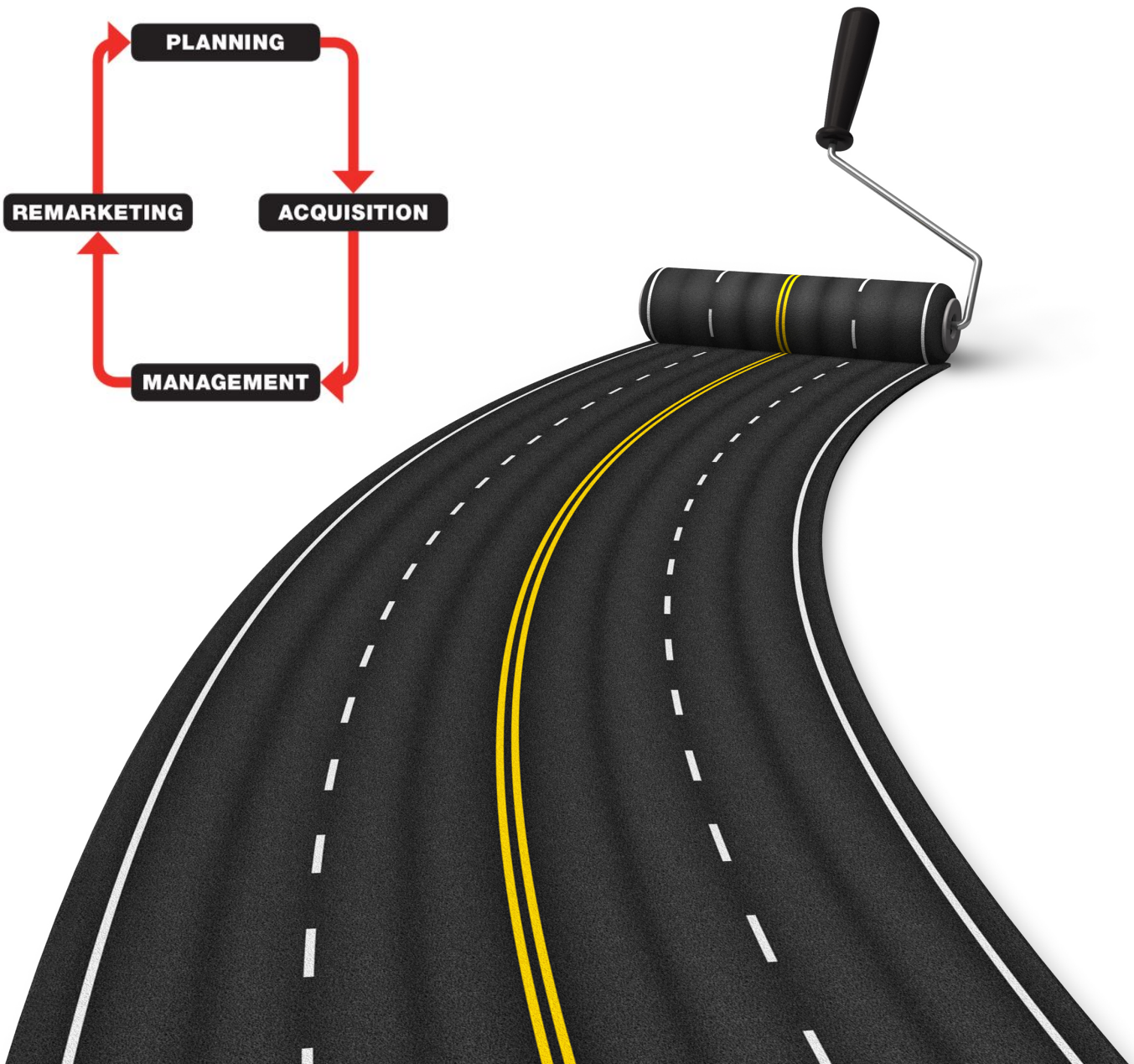
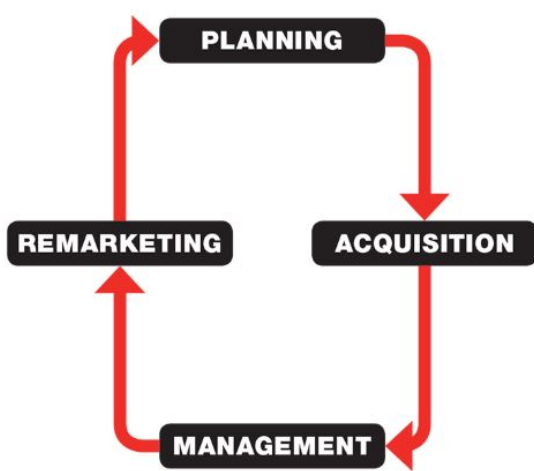
- Maintenance Management
 - Nationwide vendor network and warranty
 - National account pricing
- Collision Repair Management
 - Nationwide vendor network
 - Negotiate and approve repair estimates
 - Subrogation
- Fuel Management
 - National account pricing
 - Cost control & supplier control
- Data Reporting
 - Maintenance, service, collision & fuel
 - Total cost of ownership





Let's Create Your Roadmap to Success

**Pro Leasing
Fleet Management Services**





About Pro Leasing Services

Pro Leasing Services (PLS) is a 31-year-old Michigan based, nationally recognized fleet management company. We specialize in fleets less than 500 vehicles. We are proud to serve sole proprietors and Fortune 100 companies.

The PLS service advantage states: You will never call into a call center. A member of the PLS family will answer every call and request you make for any reason and resolve it to your complete satisfaction. Customer service is the cornerstone of our philosophy.





About Network

Our repair and maintenance partner

17 YEARS

of fleet maintenance experience

**PARTNERING WITH PRO LEASING
SERVICE**

275,000

vehicles managed in the U.S.

1.8 million

worldwide





Maintenance & Repair Management

- Access to +70,000 National Account repair facilities nationwide
- Rating system for vendor network to ensure quality control
- 24/7/365 availability
- ASE Certified Technicians
- Quality Assurance, Cost Avoidance & Post Warranty





National Account Vendors



Vehicle Maintenance Guide



VEHICLE MAINTENANCE GUIDE

- For preventive and unscheduled repairs, take your vehicle to any one of Network's service partners listed on this guide.
- Present this guide to the repair facility for service.
- Do not pay cash. Your signature releases, authorizes, and confirms that all work is completed to your satisfaction.

For an emergency call
1-800-323-5916



Company Company ABC

Year 2000 **Make** NDS

Model SUPER MODEL

VIN# 1VINX99X9XX999999

Vehicle# 4663081

AUTHORIZATION NUMBERS

- Scheduled maintenance: See service grid on back of guide. Use authorization number listed next to each schedule. Using the wrong authorization number may result in delayed payment.
- Unscheduled maintenance: Driver is authorized to approve repairs up to \$100.
- For authorizations of repair greater than \$100, call Network at 1-800-323-5916.
- Use the unscheduled authorization No01 4663081 for invoicing.
- Failure to obtain proper authorization prior to performing work is subject to nonpayment.

VENDOR INSTRUCTIONS

Scheduled Maintenance

- This document serves as authorization for all scheduled maintenance.
- Work is only authorized to be performed on the specific model listed on this document. If the vehicle information does not match the vehicle in for service, contact Network for assistance.
- If the required service is a check only or inspect, then separate authorization is needed for replacement or repair.

INVOICE REQUIREMENTS

Invoices must include the following information in order to receive payment:

Authorization number
Vehicle number
Complete VIN
Vehicle tag number and state
Vehicle make/model/year
Odometer reading

Driver full name
Driver company name
Description of work performed
Store name and address
Do not use "misc." code

AUTHORIZED NATIONAL ACCOUNT VENDORS

Service and Repair

Aamco
All Tune and Lube
Firestone
Goodyear
Meineke
Midas
Pep Boys
Procare
Sears
Expert Tire
Tires Plus
Monro Muffler

Tires

Firestone
Goodyear
Bridgestone
BF Goodrich
Just Tires
Les Schwab
Michelin
Tire Kingdom
Tires Plus
Sears
Expert Tire
Pep Boys
General
Holtco

Quick Lube

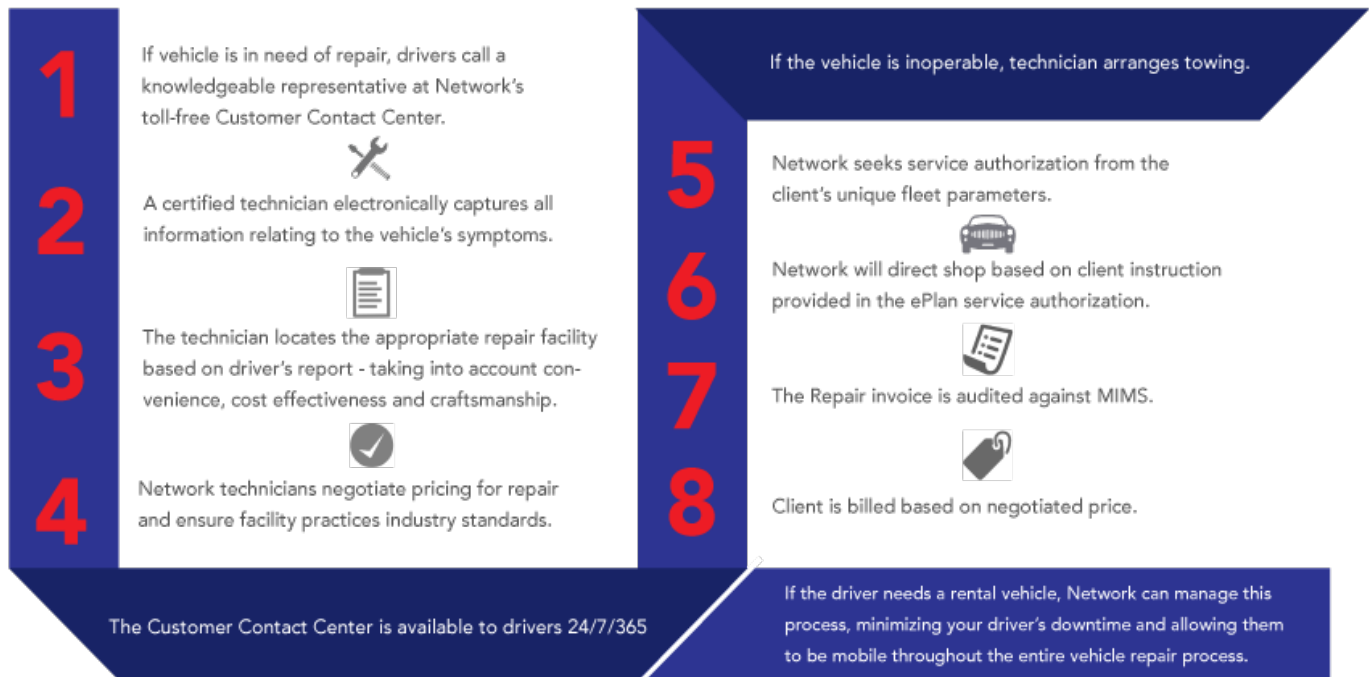
Grease Monkey
Jiffy Lube
Oil Changer
Valvoline
Sears



Vehicle Maintenance Guide

Authorization Number: Use number alongside mileage interval for invoicing.	Mileage	Change Engine Oil & Lube C.	Change Oil Filter	Check All Fluid Levels and T. Pressure	Rotate Tires - No Charge Due Brake Inspection	Check and Adjust Brakes	Replace Fuel Filter	Transmission Service	Coolant Service	Replace Spark Plugs
N001 A 03795	5,000	X	X	X						
N001 B 03795	10,000	X	X	X	X	X				
N001 C 03795	15,000	X	X	X						
N001 D 03795	20,000	X	X	X	X	X				
N001 E 03795	25,000	X	X	X						
N001 F 03795	30,000	X	X	X	X	X	X			
N001 H 03795	35,000	X	X	X						
N001 J 03795	40,000	X	X	X	X	X				
N001 K 03795	45,000	X	X	X						
N001 L 03795	50,000	X	X	X	X	X				
N001 M 03795	55,000	X	X	X						
N001 P 03795	60,000	X	X	X	X	X	X			
N001 R 03795	65,000	X	X	X						
N001 T 03795	70,000	X	X	X	X	X				
N001 W 03795	75,000	X	X	X						
N001 X 03795	80,000	X	X	X	X	X				
N001 Y 03795	85,000	X	X	X						
N001 AA03795	90,000	X	X	X	X	X	X	X	X	X
N001 AB03795	95,000	X	X	X						
N001 AC03795	100,000	X	X	X	X	X				
N001 AD03795	105,000	X	X	X						
N001 AE03795	110,000	X	X	X	X	X				
N001 AF03795	115,000	X	X	X						
N001 AH03795	120,000	X	X	X	X	X	X			
N001 AJ03795	125,000	X	X	X						

Repair Process





Certified Technicians

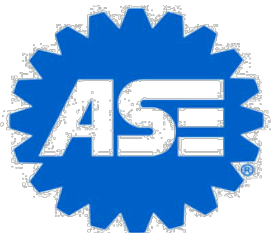
Technicians
average **20+ years**
of industry
experience

**Awarded ASE Blue Seal of
Excellence every year
since 1998**

**10 Master Techs
8 Double Master Techs
3 World-Class Techs**

**Manufacturer Training
Programs**

**ASE Incentive Programs for
Technicians**



**BLUE SEAL of EXCELLENCE
RECOGNITION PROGRAM**
"We're Proud of Our Blue Seal Team"



Cost Avoidance

A large red triangle pointing to the right, with a white outline. It is positioned on the right side of the slide, partially overlapping the blue bars.

Savings per transaction was **\$54.38** in 2018

A red diamond shape with a white outline, positioned to the left of the first blue bar.

By negotiating with repair facilities, technicians help preserve clients' maintenance budget

A red diamond shape with a white outline, positioned to the left of the second blue bar.

Network documents shop transactions in detail

A red diamond shape with a white outline, positioned to the left of the third blue bar.

Cost Avoidance Report compiles data – monthly reports available via ePlan and email

A red diamond shape with a white outline, positioned to the left of the fourth blue bar.

Technicians are on an incentive program to save clients money

Post Warranty Recovery

Network recoups
around **50%** of all
claims submitted
for manufacturer
goodwill

**Potential post warranty reimbursement identified
at time of repair and logged into database**



**Warranty specialist reviews repair trends and negotiates
reimbursement with manufacturer**



Results are tracked and reported to clients



Trends are tracked and reviewed for future potential





Emergency Roadside



Toll -free assistance available 24/7/365

Utilizing Manufacturer Roadside (when applicable)

Network of tow facilities across the U.S.

Available services:

- Towing
- Jump starts and battery assistance
- Flat tire repair and replacement
- Mechanical breakdown assistance
- Gas, oil, fluid or water delivery



Emergency Roadside



Accident Reporting

Collision Management



Glass Repair & Replacement



Nationwide Network

On-site service available

Preferred vendor pricing



ePlan



[Fleet](#) [Driver](#) [Services](#) [Reports](#) [Fleet Reporting](#) [Interactive Dashboards](#)

Welcome **KENNETH FORNOFF** ! If you are not KENNETH FORNOFF, please [click here](#).

[Password Change](#) | [Preferences](#) Last login attempt: 08/16/2018 10:32:03 AM EDT from IP 10.129.124.75

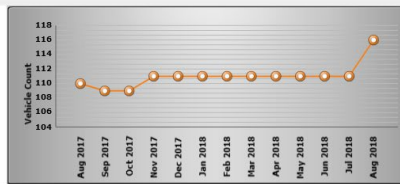
[Home](#)

[New Tab](#)

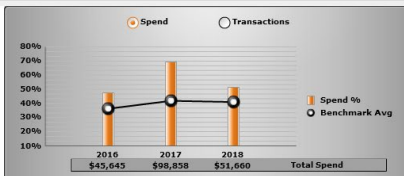
Active Vehicles by Categories



Active Vehicles by Month



National Account Utilization



Maintenance Cost Categories



Quick Search Search By

Fleet

VIN

Search

LeasePlan Wire

Cell Phone and Texting Laws by State

This chart outlines all state cell phone and text messaging laws. Click here to review this important information.

[\[Read more\]](#)

Services

Pending Authorizations: 0
Open Incidents: 0
Closed Incidents: 393

Exceptions

Fuel: 19
Fuel Card Inactivity: 0
Missing Registration Info: 0
Pending MVR Requests: 0



Available Reporting

>>Fleet Reporting

Report Selection

Report Selection	My Reports
My Reports	Report Name
Contains my reports	
Drivers	Accidents Reported - Details and Costs
Exceptions	Provides a list of accidents in selected date range and current incident status
Expenses	Fleet Inventory
Inventory and Status	Provides a comprehensive list of vehicles in the fleet, selectable by vehicle status.
Services	Fuel Tank Capacity
	Provides a list of vehicles that have purchased a volume of fuel that is at least 10 percent capacity.
	Replacement Analysis
	Provides a replacement projection based on a Months In Service and a Mileage limit parameter.
	Units Active During a Period
	Provides a list of units that were active during a selectable date range.

Active Vehicles YTD-LTD Fuel and Maintenance Cost

Provides YTD-LTD fuel and maintenance costs for active vehicles

Report Parameters				
Client ID:	Include Non Vehicle:	Filter by Levels?	Level 1:	Level 2:
<input checked="" type="checkbox"/> (Select All)	<input type="checkbox"/> No	<input type="checkbox"/> No	<input checked="" type="checkbox"/> (Select All)	<input checked="" type="checkbox"/> (Select All)
<input checked="" type="checkbox"/> 7675			<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All
<input type="button" value="View"/> <input type="button" value="Export"/> <input type="button" value="Schedule"/> <input type="button" value="Save Report Results"/> <input type="button" value="Cancel"/>				

ePlan Unit Number	Client Unit Number	Model Year	Make	Base Model	Model Trim	VIN
21	029453	2007	TOYOTA	TUNDRA DOUBLE CAB SR5	TUNDRA DOUBLE CAB SR5 4DR HATCHBACK	5TFBV1
113	086726	2007	TRAILER	CMT	CMT	49TCB1
53	098980	2016	TOYOTA	TUNDRA DOUBLE CAB SR/SRS	TUNDRA DOUBLE CAB SR/SRS 4X2 DOUBLE CAB 8 FT. BOX 145.7 IN. WB	5TFRM1
25	124540	2012	FORD	TRANSIT CONNECT	TRANSIT CONNECT CARGO VAN	NM0LS
29	124540	2012	FORD	TRANSIT CONNECT XLT	TRANSIT CONNECT XLT CARGO VAN	NM0LS
2	125608	2011	CHEVROLET	SILVERADO C1500	SILVERADO C1500 4X2 REGULAR CAB 8 FT. BOX 133 IN. WB	1GCGK1
7	126946	2011	CHEVROLET	SILVERADO K2500HD	SILVERADO K2500HD 4X4 REGULAR CAB 8 FT. BOX 133.7 IN. WB	1GCGK1

Current Oil Change Status

The report shows units which are more than provided number of month or mileage since last oil change.

Report Parameters				
Client ID:	Units To Show:	Miles Since Last Service:	Min Period Since Last Service:	Program Type
<input checked="" type="checkbox"/> (Select All)	<input type="checkbox"/> Units Above Mileage Limit	5000	0	<input checked="" type="checkbox"/> (Select All)
<input checked="" type="checkbox"/> 7675				<input checked="" type="checkbox"/> Fleet Management Only
				<input checked="" type="checkbox"/> Leased on Fleet Maintenance
				<input checked="" type="checkbox"/> Leased Only
Level 5:	Level 6:	Columns To Show:	Summary Grouped By:	Filter by Levels?
<input checked="" type="checkbox"/> (Select All)	<input checked="" type="checkbox"/> (Select All)	<input type="checkbox"/> (Select All)	<input type="checkbox"/> (Select All)	<input type="checkbox"/> (Select All)
<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> Client Number	<input checked="" type="checkbox"/> Level 1	<input checked="" type="checkbox"/> No Level Filtering
		<input checked="" type="checkbox"/> Client Unit Number	<input checked="" type="checkbox"/> Level 2	<input type="checkbox"/> Level 1
		<input checked="" type="checkbox"/> ePlan Unit Number	<input checked="" type="checkbox"/> Level 3	<input type="checkbox"/> Level 2
				<input type="checkbox"/> Level 3
<input type="button" value="View"/> <input type="button" value="Export"/> <input type="button" value="Schedule"/> <input type="button" value="Save Report Results"/> <input type="button" value="Cancel"/>				

Client Number	Client Unit Number	ePlan Unit Number	Level 1	Level 1 Description	Model Year	Make	Base Model	Model Trim	VIN
7675	125608	2	3000	FIELD SERVICE	2011	CHEVROLET	SILVERADO C1500	SILVERADO C1500 4X2 REGULAR CAB 8 FT. BOX 133 IN. WB	De
7675	267933	6	5010	DIRECT SALES-MOBILE	2011	CHEVROLET	SILVERADO K2500HD 4X2 REGULAR CAB 8 FT. BOX 133.7 IN. WB	SILVERADO K2500HD 4X2 REGULAR CAB 8 FT. BOX 133.7 IN. WB	De
7675	126946	7	3000	FIELD SERVICE	2011	CHEVROLET	SILVERADO K2500HD	SILVERADO K2500HD 4X4 REGULAR CAB 8 FT. BOX 133.7 IN. WB	De

Fuel Management by Transaction Date

Provides fuel transactions that took place for a selectable date range

Report Parameters				
Client ID:	Date Range:	Start Date:	End Date:	Filter by Levels?
<input checked="" type="checkbox"/> (Select All)	Last Month	07/01/2016	07/31/2016	No
<input checked="" type="checkbox"/> 7675				
Level 1:	Level 2:	Level 3:		
<input checked="" type="checkbox"/> (Select All)	<input checked="" type="checkbox"/> (Select All)	<input checked="" type="checkbox"/> (Select All)		
<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All	<input checked="" type="checkbox"/> All		
<input type="button" value="View"/> <input type="button" value="Export"/> <input type="button" value="Schedule"/> <input type="button" value="Save Report Results"/> <input type="button" value="Cancel"/>				

Client Number	Level 1	Level 1 Description	Client Unit Number	ePlan Unit Number	Year	Make	Base Model
7675	3000	FIELD SERVICE	029453	21	2007	TOYOTA	TUNDRA DOUBLE CAB SR5
7675	5010	DIRECT SALES-MOBILE	052675	33	2014	TOYOTA	TUNDRA
7675	5010	DIRECT SALES-MOBILE	052675	33	2014	TOYOTA	TUNDRA
7675	5010	DIRECT SALES-MOBILE	052675	33	2014	TOYOTA	TUNDRA
7675	5010	DIRECT SALES-MOBILE	052675	33	2014	TOYOTA	TUNDRA

Interactive Dashboards

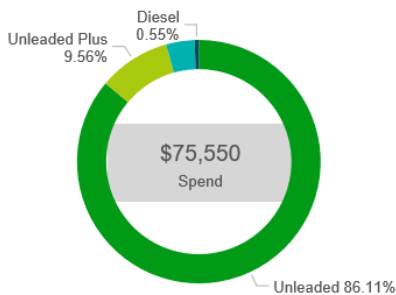
Welcome to ePlan - Report - Internet Explorer

Fuel summary

Model year: All
 Manufacturer: All
 Model: All
 Fuel type: All

2016	\$144,099 Spend	67,822 Total gallons	\$1,298 Cost per vehicle	18.7 Miles per gallon	\$2.13 Cost per gallon	1.198 CO2 per mile	111 # of vehicles	\$0.135 Fuel cost per mile	\$37.93 Cost per transaction
2017	\$136,874 Spend	58,185 Total gallons	\$1,014 Cost per vehicle	18.8 Miles per gallon	\$2.36 Cost per gallon	1.436 CO2 per mile	135 # of vehicles	\$0.181 Fuel cost per mile	\$41.17 Cost per transaction
2018	\$75,550 Spend	28,078 Total gallons	\$839 Cost per vehicle	19.8 Miles per gallon	\$2.69 Cost per gallon	1.706 CO2 per mile	90 # of vehicles	\$0.248 Fuel cost per mile	\$42.61 Cost per transaction

Fuel gallons purchased - Current Year



Top Vendors Usage - Current Year

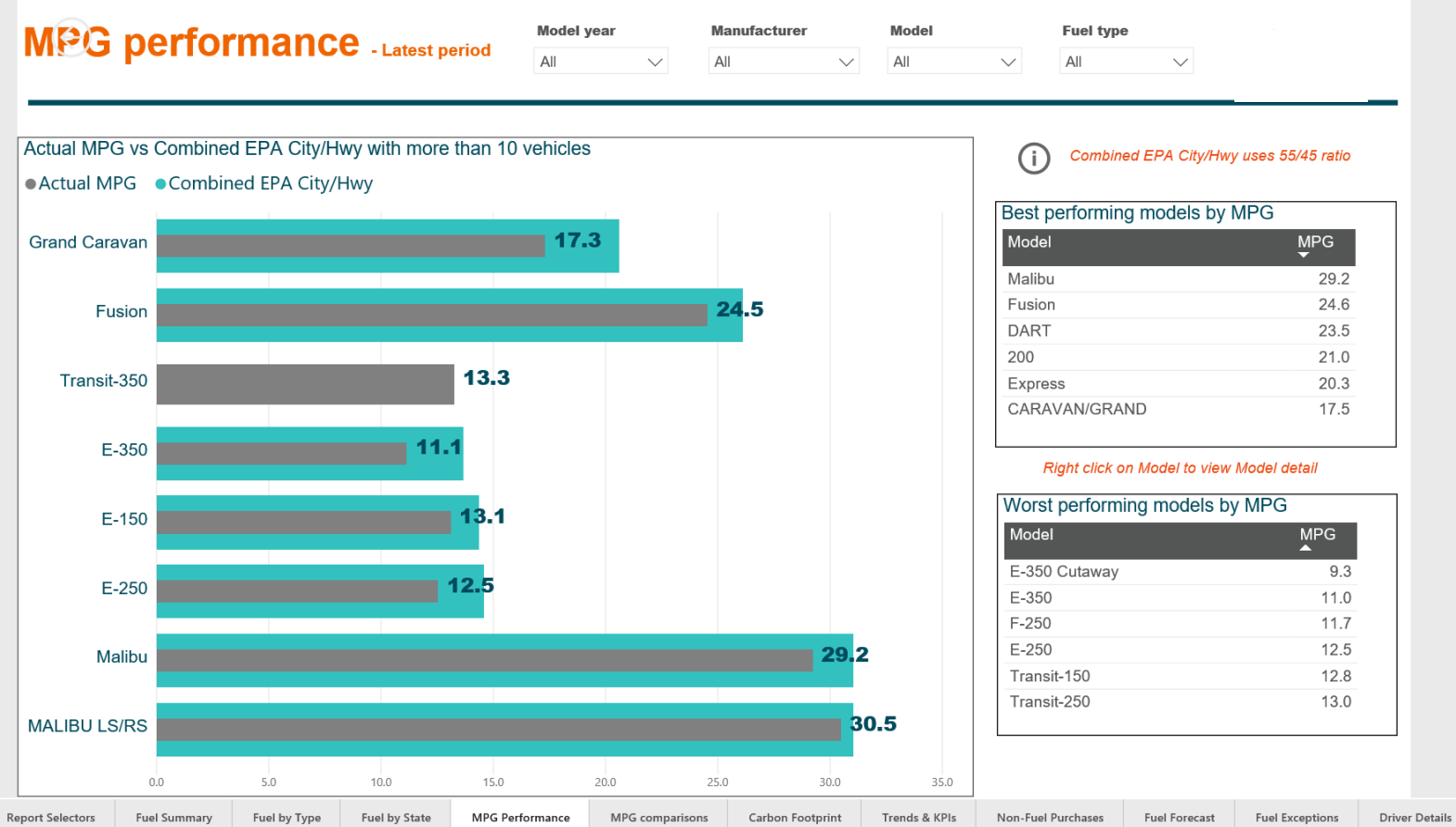
Vendor	Cost per gallon	Total gallons
QUIKTRIP	\$2.58	4,656
BP	\$2.81	3,488
SHELL	\$2.74	3,358
EXXONMOB	\$2.77	3,100
RACETRAC	\$2.68	2,802
KROGER	\$2.65	1,759
CHVRNWF	\$2.89	1,292
RACEWAY	\$2.58	1,184
UNBRANDED	\$2.60	679
SPEEDWAY	\$2.72	628
WAWA	\$2.59	590

Right click on Vendor name to view driver usage detail





Interactive Dashboards





Interactive Dashboards

Welcome to ePlan - Report - Internet Explorer

MRT summary

Manufacturer

All

Model

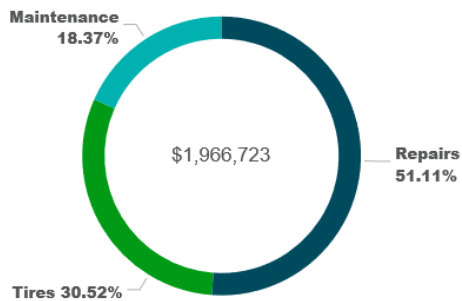
All

Model year

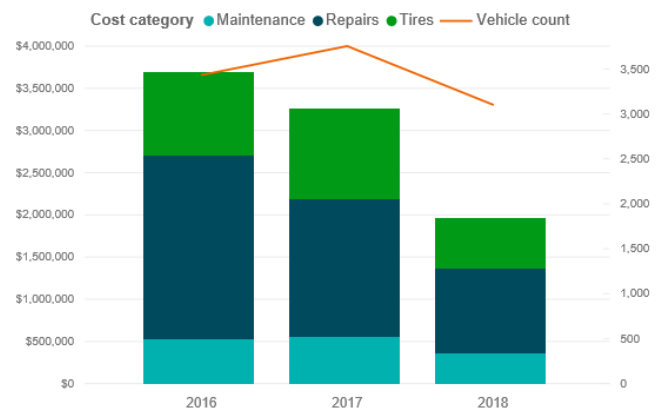
All

Year number	2016			2017			2018		
Cost category	Transactions	Amount	% of Amount	Transactions	Amount	% of Amount	Transactions	Amount	% of Amount
Maintenance	8,286	\$526,923	14.24%	8,469	\$555,318	17.05%	4,799	\$361,223	18.37%
Repairs	10,263	\$2,171,099	58.69%	9,998	\$1,627,611	49.97%	5,500	\$1,005,176	51.11%
Tires	4,340	\$1,001,075	27.06%	4,554	\$1,074,047	32.98%	2,604	\$600,323	30.52%
Total	10,899	\$3,699,097	100.00%	10,988	\$3,256,975	100.00%	6,099	\$1,966,723	100.00%

Current period % of spend



MRT by year and category





Interactive Dashboards

Welcome to ePlan - Report - Internet Explorer

MRT by top model

Manufacturer

Model

Model year

Cost category

All

All

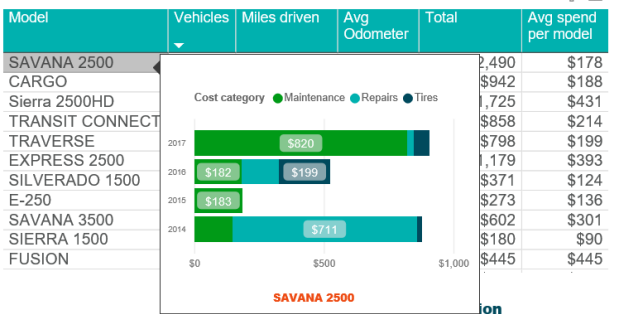
All

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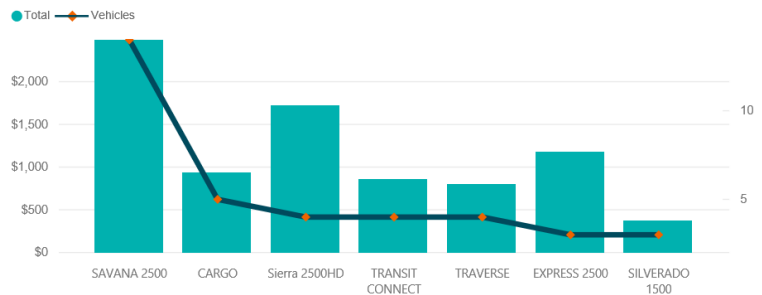
Year Selection

2019

Hover over to show breakdown by Model Year



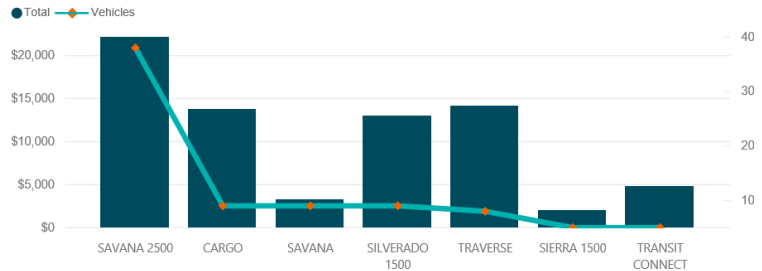
MRT by top model current year



2018

Model	Vehicles	Miles driven	Avg Odometer	Total	Avg spend per model
SAVANA 2500	38	319,724	68,906	\$22,171	\$583
CARGO	9	57,526	132,301	\$13,756	\$1,528
SAVANA	9	32,378	282,074	\$3,251	\$361
SILVERADO 1500	9	29,971	134,520	\$12,996	\$1,444
TRAVERSE	8	67,912	118,940	\$14,227	\$1,778
SIERRA 1500	5	13,964	48,856	\$2,047	\$409
Sierra 2500HD	4	21,509	35,110	\$2,573	\$643
SAVANA 3500	3	31,460	29,344	\$1,067	\$356
E-150	2	6,854	217,218	\$1,272	\$636
E-250	2	14,915	81,979	\$515	\$257
EXPRESS 2500	2	24,614	93,989	\$1,770	\$885

MRT by top model previous year



Welcome to the Interactive Maintenance ...

Report Selectors

MRT Summary

MRT Details

MRT by Model

MRT by Model Year

MRT by Mileage Band

National Account Utilization

Non National Accounts

Non Na

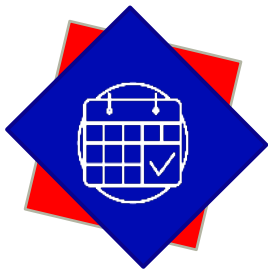
PLS “Go Green” Initiative



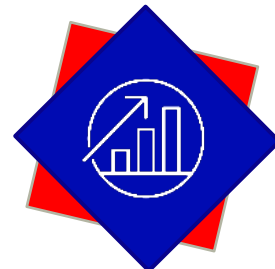
PERSONAL ASSISTANCE
AVAILABLE 24/7/365



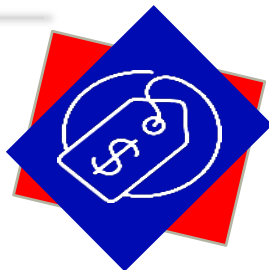
PROVEN PROCESSES WITH
YEARS OF FLEET
MAINTENANCE EXPERIENCE



CONSOLIDATED
MONTHLY INVOICING



ONLINE REPORTING TOOLS



COST SAVINGS



Added Value

PLS is a “fee free company”

- No markup on upfitting, graphics or alarm system
- No monthly management fees
- No doc fees
- No monthly gas card fees
- No markup on monthly maintenance costs
- No fees on additional brakes/tires or service over-mileage
- No fees for custom reports
- No fees for license renewals
- No admin fees for processing tickets violations and tolls
- No fees at the end of the lease
- No fees or reduction of fuel rebates
- No fees for remarketing (auction, detail, de-identification, etc.)





Your Dedicated PLS Account Team

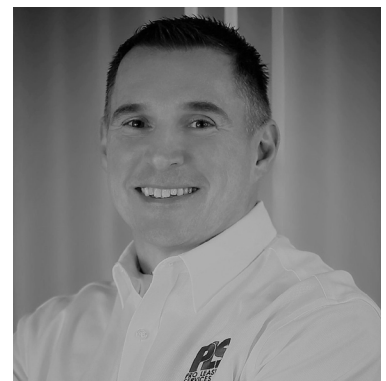
Meet Mark Milbury, Sr. Vice President. Mark has been with the PLS team since 2014 and the organization, as a whole, since 2006. Mark's leadership is the motivating machine behind our growth in the past few years. His consistent temperament sets the tone of the company; focused, fun, honest and hard working. Don't let the title intimidate you, he'll be the first one to pick up the phone or meet you in person to discuss your fleet needs.



Meet Sam Licavoli, National Account Manager. Sam has been with the PLS team since 2003 and the fleet industry since 1979. Yes, he's that old, but with age comes wisdom and with time, knowledge;-) Sam is a crucial part of our team. His level of customer service and attention to detail is why he has some of our largest and longest standing clients.



Meet Andrew Schaecher, National Account Manager. Andrew has been with the PLS team since 2016 and in the sales and customer service since 1998. He may be the newest team member, but he has got to be the biggest "go getter"! Andrew's never stop, never quit attitude not only benefits the PLS team, it is key to the high level of customer service he bring to our clients





Wrap Up

Thank you for your consideration, from your dedicated account management team.

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