



Company Profile

Established in Australia in 1997, Summit Fleet Leasing and Management is an integral part of the Sumitomo Mitsui Auto Service Company, Limited (SMAS). With its inception dating back to 1981, SMAS has evolved into a globally renowned fleet leasing and management organisation, with a significant presence across Japan, Australia, Thailand, India, and Indonesia.

Our Approach

Summit Fleet offers customised fleet solutions to fit with each client’s operational requirements. This enables optimised mobility programs in line with specific performance and business objectives.

Innovators through Technology

Offering innovation via customer centric automation and online interactivity that provides all users with effective and high-quality experiences across a broad suite of products and services.

Our Commitment

Consistently deliver outstanding experiences through our commitment to customer service. This is validated by our latest Net Promotor Score (NPS) result of 63.

Business Alignment Delivery Model

Capability to align with and support customers on their path towards a sustainable fleet. We offer actionable insights and a well-defined plan to facilitate a seamless transition. Our expertise and commitment ensure a more environmentally friendly and efficient fleet management experience.

Our Products and Services

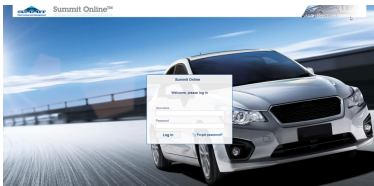
Summit Fleet offers an extensive range that can be utilised to suit the needs of your business:

Financing:

- Operating Lease
- Finance Lease
- Chattel Mortgage
- Novated Lease
- Sale and Leaseback

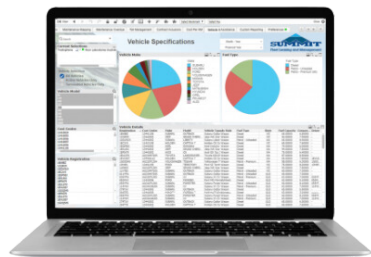
Fleet Management Services:

- Vehicle acquisition and disposal
- Maintenance, repairs, servicing and tyres
- Fuel management
- Registration management
- Toll management
- Infringement management
- 24/7 national emergency and roadside assistance
- 24/7 accident and claims management
- Telematics
- FleetCoach
- Mentor Driver Risk Management
- Comprehensive Insurance



Summit Online™

Summit Online™ has been developed to provide our customers with a more flexible means of accessing their fleet data. Its functionality has been built to increase efficiencies over the day-to-day running of fleet operations with the capability to request quotes, view data, update details and export reports in real time via a secure login.



Summit Analytics™

Summit Fleet strives to innovate through technology. Using enterprise-grade analytics software and big data analysis methodologies we have deployed a true Business Intelligence platform for our team and customers to understand and interrogate fleet behaviour from data in a most unique way. Summit Analytics™ is peerless in providing the ultimate transparency using dashboards that depict high level trends, highlight exceptions and expose risks. By highlighting potential issues before they become real problems, Summit Analytics™ will help identify new opportunities to develop meaningful policies when establishing and/or maintaining an effective fleet program.



Summit Connect™

Summit Connect™ seeks to deliver a robust, scalable and reliable telematics solution with a quantifiable return on investment. The connected fleet is essential to support WH&S and asset accountability that most organisations are now responsible for. Summit Connect™ technology allows tracking of vehicle and driver behaviour, giving your business a range of services to help manage the efficiency of your fleet to:

- Reduce fleet operating costs
- Manage the mobile workforce asset allocation, and
- Promote and maintain safer driving practices.



Why Summit Fleet?

Summit Fleet is a Strategic Advisor to our customers, combining our global presence with in-depth experience to provide advice and guidance. We understand that a customer’s fleet is a means by which strategic business objectives and milestones are achieved. Summit Fleet is meticulous in its pursuit to constantly understand our clients’ bigger picture, not just when the next vehicle is due for replacement. We combine strategy with a comprehensive intelligence capability that analyses data, trends, economic, market and industry (both fleet and customer specific). This intelligence ensures that our advice is evidenced by quality information to ensure we accurately support your decision making.

