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Founder & Chief Executive Officer
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- 48+ years' experience in Transport Engineering, Fleet Management and Transport Operations
- “MBA (UK), with a dissertation specializing in Fleet Management.”
- QCTO Subject Matter Specialist in Fleet Management.”
- Former Board Director: Cross-Border Road Transport Agency (CBRTA)
- Technical Advisor: American Public Works Association (APWA), USA
- Specialist in Fleet Governance, Fleet Utilization, Mobility Solutions, Fuel Management, Telematics, and Operational Efficiency
- Advisor to Public and Private Sector Organizations across Southern Africa

NURON FLEET SOLUTIONS

Strategic Fleet Business Models & Mobility Solutions

“Delivering innovative fleet and mobility solutions that enhance operational performance, reduce costs, and create sustainable value.”

The Changing Fleet Environment

Fleet Management :

"Fleet management has traditionally focused on vehicle acquisition, maintenance and replacement."

PILLAR 01

Procurement

What should the City procure: vehicles, assets, or a mobility/fleet outcome?

PILLAR 02

Financing

Who should fund the assets and how should payments be structured?

PILLAR 03

Risk

Which party should carry each financial, technical, and operational risk?

PILLAR 04

Services

What should be included in the service delivered to the City?

Fleet Optimisation and Utilisation

Fleet Management :

“ Better Utilisation creates better value ”

Utilization

- Operational Needs
- What operational needs must the fleet meet?
- Demand
- Measures

Optimisation

- How many vehicles?
- Vehicles Types
- Location
- Life Cost

Technical Specification

Fit for Purpose

Risk Allocation Matrix

CORE PRINCIPLE: "Risk should sit with the party best able to control, mitigate, and price that risk."

Risk Category	Possible Party	Risk Category	Possible Party
Vehicle Acquisition	Supplier / City	Vehicle Availability	Service Provider
Financing	Financial Institution	Accident / Damage	Insurer / City
Residual Value	Supplier / Financier	Fleet Utilization	City
Maintenance	Fleet Service Provider	Data Management	Contractually Defined
Battery Performance	OEM / Supplier	Cybersecurity	Contractually Allocated
Charging Infrastructure	City / Provider	Regulatory Change	Shared
Technology Obsolescence	Supplier / Shared	Supplier Failure	Contractual Mitigation

Key Strategic Questions for City Leadership

1. What fleet outcome is the City actually trying to procure — vehicles, fleet services, or mobility availability?

2. What risks does the City currently carry that could potentially be transferred to a capable private-sector partner?

3. Would the City consider evaluating fleet proposals on whole-life cost rather than acquisition price alone?

4. How does the City envisage financing the transition to EVs without placing unnecessary pressure on municipal capital budgets?

5. How will the City distinguish between ordinary fleet outsourcing and a PPP that triggers the municipal PPP framework?

6. What performance measures would the City use to determine whether an alternative fleet business model is successful?