

Full-Service Leasing / Fleet / Subscription – selected AVANTALION project references

Initial Situation

Roll out of operational leasing / renting in Portugal, including full maintenance and road assistance service. Targeted towards direct corporate fleet and importers, prime customers and indirect customers through dealers

Initial Situation

After two failed attempts to exchange the CMS, an OTS (Off-the-Shelf) solution was selected as the new backbone of a Captive Financial Service Provider

Initial Situation

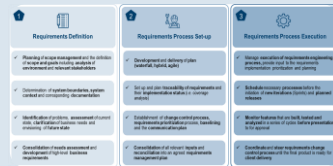
In 2018, Volvo Car Group launched its direct, online-only, subscription model, Care by Volvo, nationwide in Germany – at that time, a world first & AVA set up the launch program

Initial Situation

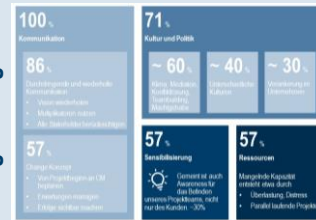
A German Captive and an international fleet management company merged their entire business. As part of the post-merger activities, joint business and support processes were to be defined and implemented

Solutions provided by AVANTALION:

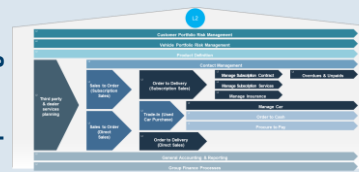
Requirements Mgmt



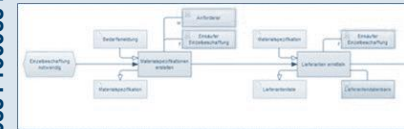
Change Management



Target Operating Model



Business Process Mgmt.



Outcome

- The entire project was finished more than a month ahead of the set timeline
- All leasing functionalities and services towards end users were implemented from the start

Outcome

- Project set-up and governance from kick-off through Go-Live (4+ years).
- Mediation between solution provider (vendor) and customer

Outcome

- Defining the critical path to a launch in the second half of 2018, including amongst others, legal, financial, product and digital dependencies
- Target Operating Model set-up

Outcome

- AVANTALION developed a new target process landscape for the merged entities
- Support regarding design and documentation of the to-be processes