

# Cycle Solutions

The Cycle to Work Scheme



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## Accessible Expertise

- 200 full-time employees
- Experts in bikes and the Cycle to Work scheme
- 8am to 8pm weekdays (9am to 1pm Saturday)
- 24 hour customer support

## Quality

- CyTech NVQ qualified cycle mechanics
- Stringent quality control procedures
- Dedicated and experienced customer care team

## Customer Choice

- Stock of over **6,000 quality bicycles**
- A choice of **over 140 cycle brands** – the widest choice in the UK!
- Client branded web pages
- Effective UK-wide promotion
- Choice of low-cost end of scheme options



INVESTORS  
IN PEOPLE



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## WE DO IT ALL, SO YOU DON'T HAVE TO...

- ✓ No hidden costs
- ✓ Everything's free – No charge for marketing, administration or on-going scheme management
- ✓ Typical NIC savings of 13.8% - You keep the full benefit
- ✓ One-touch online scheme administration
- ✓ Lease finance options – Why use your own cash?
- ✓ Full HMRC compliance – guaranteed!
- ✓ Dedicated account management

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# EMPLOYEE BENEFITS



## HUGE SAVINGS

Employees will **save up to 42%** through our cycle to work scheme.

Savings of **up to 42%** (35.5% for financed scheme)

No minimum order value

**10% discount** for online purchases

Low-cost, easy to understand end of scheme options

## MASSIVE BIKE CHOICE & QUALITY PRODUCTS

Choose from **over 140 bike brands** – the UK's widest selection.

**UK's widest selection** of bicycles and safety equipment – **over 140 brands**

Any adult bike and/or safety equipment up to **£1,000.00 RRP**

## EXPERT ADVICE & SERVICE

**CyTech** NVQ qualified technicians and a **24-hour customer support** line. We can also provide home delivery!

Available **8am to 8pm**

**24-hour support** line

Live **online support**

**18 month** warranty

## HEALTHY LIFESTYLE

Raising your heart rate through exercise just 5 times per week means you are **50% less likely to suffer from a stroke, heart disease or type 2 diabetes.**

Improved **health, fitness** and **morale**

Reduced parking & congestion problems

Reduced travel costs

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# EXPERIENCE



Sheffield Teaching Hospitals **NHS**  
NHS Foundation Trust

**WEST MIDLANDS FIRE SERVICE**



**lenovo**



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# EXPERIENCE



## LONDON FIRE BRIGADE

- 7,200 staff
- 140 sites (across Central & Greater London)
- 4,670 cycle to work packages supplied
- 42% employee uptake
- Total revenue > £3.2 million
- NIC savings to LFB > £340,000



## STAGECOACH

- 19,000 staff
- 22 employing companies within the group
- 1,497 employees enrolled on scheme
- 8% employee uptake in 6-months
- Total revenue > £968,244.00
- NIC savings to Stagecoach > £133,618.00

## WE CAN OFFER:

- Virtual shop road-shows
- Branded website
- Branded brochure
- Posters
- Payslip flyers

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# WHAT WE DO

## WIDE RANGE OF SCHEME MARKETING



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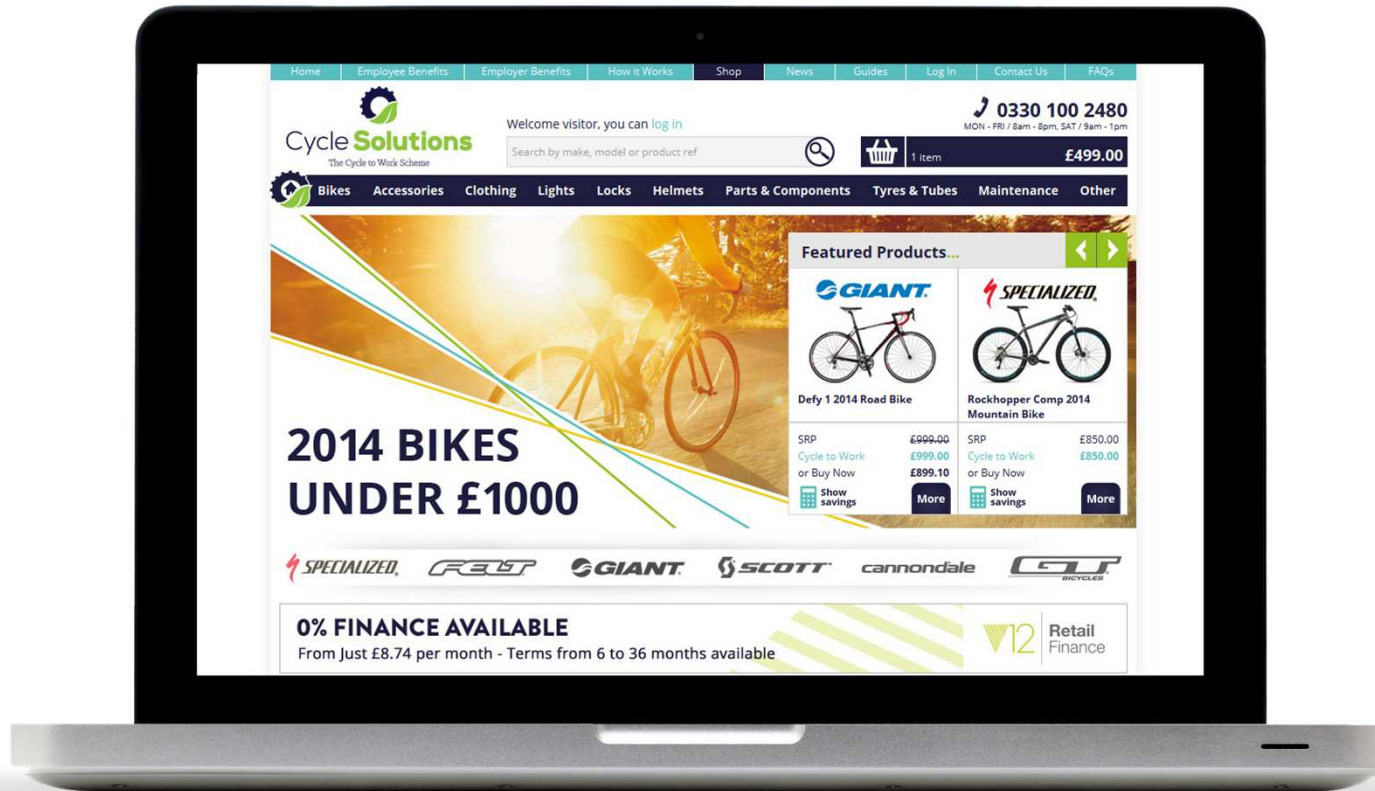
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## BESPOKE WEBSITE



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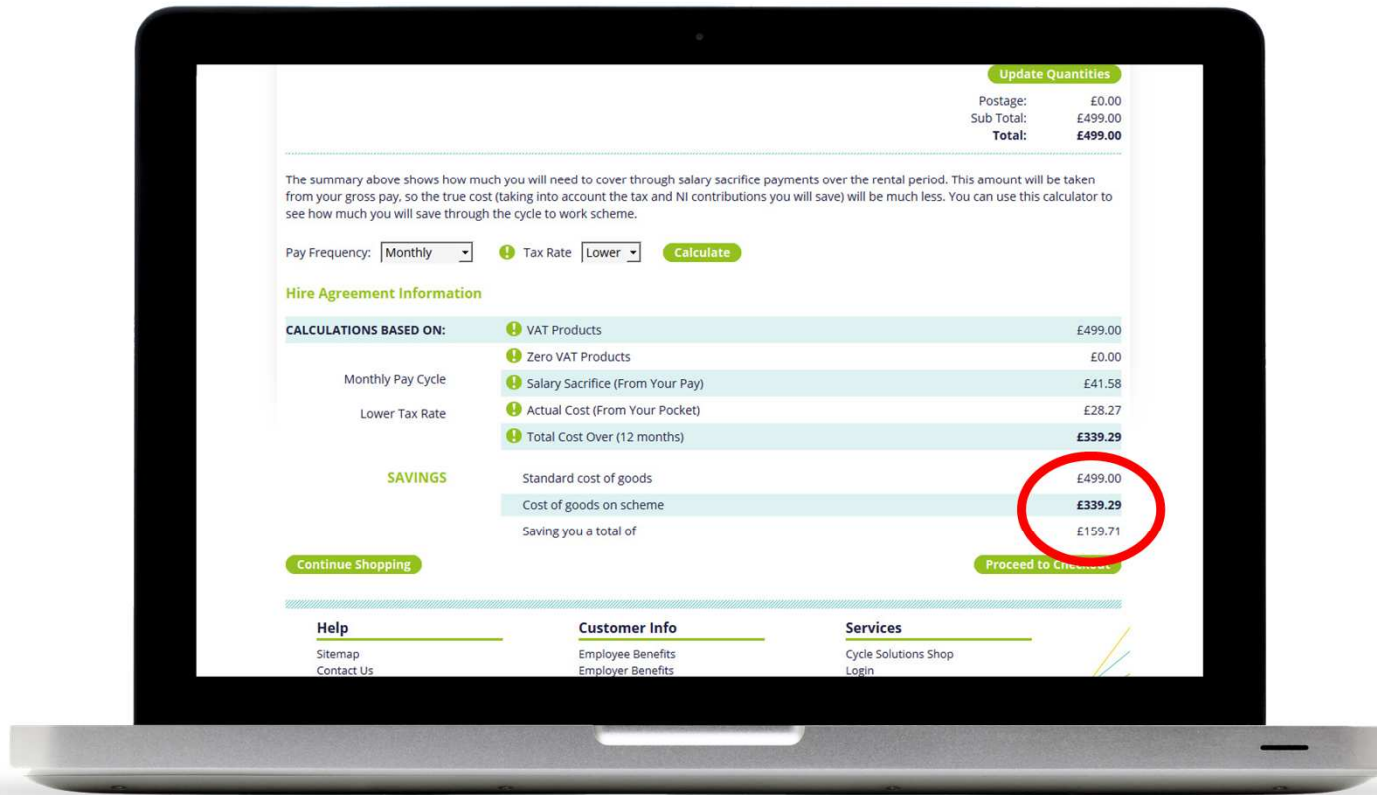
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## BESPOKE WEBSITE



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## CUSTOMER SATISFACTION SURVEY

- Results collated in monthly report & reported to all Cycle Solutions employees
- Similar reporting for employer survey feedback

The screenshot shows the Cycle Solutions survey interface. At the top right is a button labeled "Exit this survey". The Cycle Solutions logo and tagline "The Cycle to Work Scheme" are on the left. A green banner with the text "Win a £100 eVoucher!" is circled in red. Below this, a paragraph explains the purpose of the survey. Another paragraph mentions a £100 monthly draw. Section 1, "Please provide us with your details:", includes input fields for Name, Company, and Postcode. Section 2, "How would you rate the promotion of the scheme prior to launch?", features a rating scale from "Very poor" to "Very good" with radio buttons.

Exit this survey

**Cycle Solutions**  
The Cycle to Work Scheme

**Win a £100 eVoucher!**

We like to contact our customers after their equipment is supplied to check that the service we provide is of a high standard. Would you be prepared to answer a few questions to ensure that we continue to improve our Cycle to Work Scheme? It will take about 5 minutes.

At the end of the survey you have the opportunity to participate in our £100 monthly draw.

**1. Please provide us with your details:**

Name:

Company:

Postcode:

**2. How would you rate the promotion of the scheme prior to launch? (I.e. posters, brochures, emails etc.)**

	Very poor	Poor	Average	Good	Very good
Rating	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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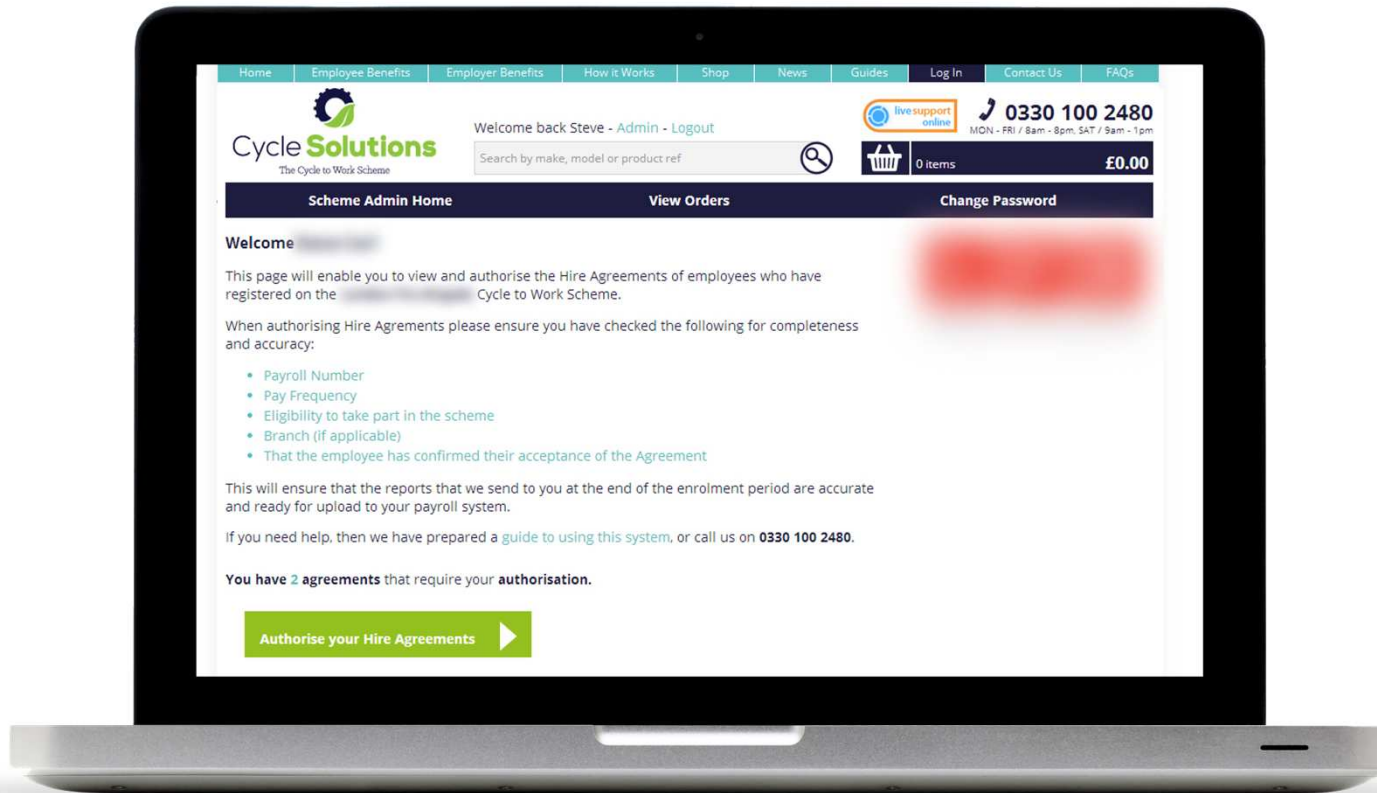
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SECURE ONLINE SCHEME MANAGEMENT AND ADMINISTRATION



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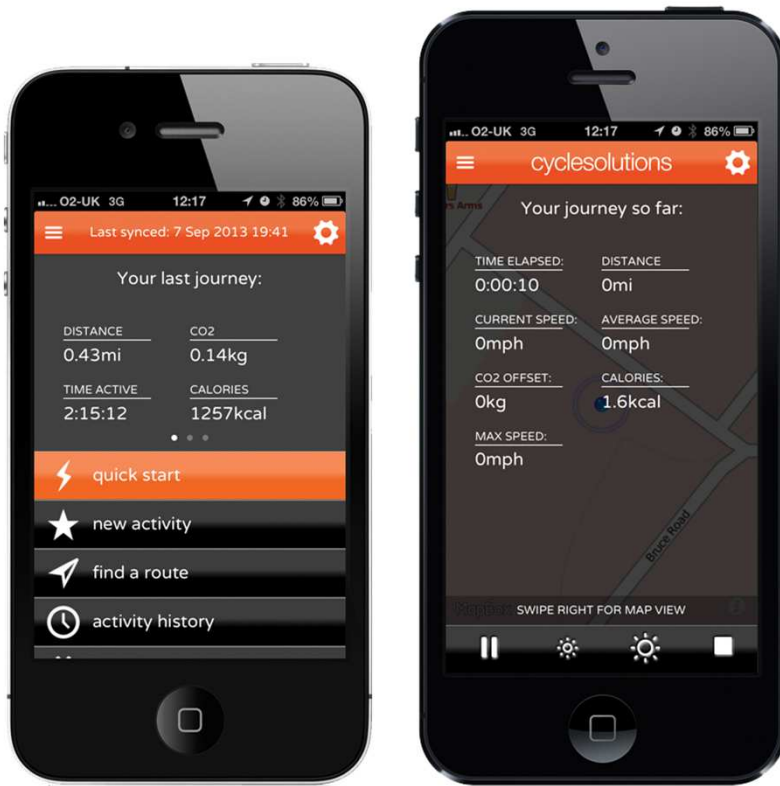
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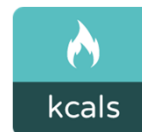
plan



7g



save



kcal

## PLAN ROUTES

Using our sophisticated mapping software, find your way from A to B using our app's route finder! Or, plan your route in advance online and download it to your device.

## OFFSET CO2

How much CO2 can you save by converting your journeys to/from work from car to the bike? Why not find out by using Ride Mapper? It will track all your CO2 savings.

## SAVE MONEY

You will save £££'s by changing your journey's from car to the bike! Find out exactly how much you are saving through Ride Mapper.

## HEALTHIER LIFESTYLE

How many calories do you burn whilst cycling? Find out through the use of Ride Mapper as it will track your calorie burn within every activity.

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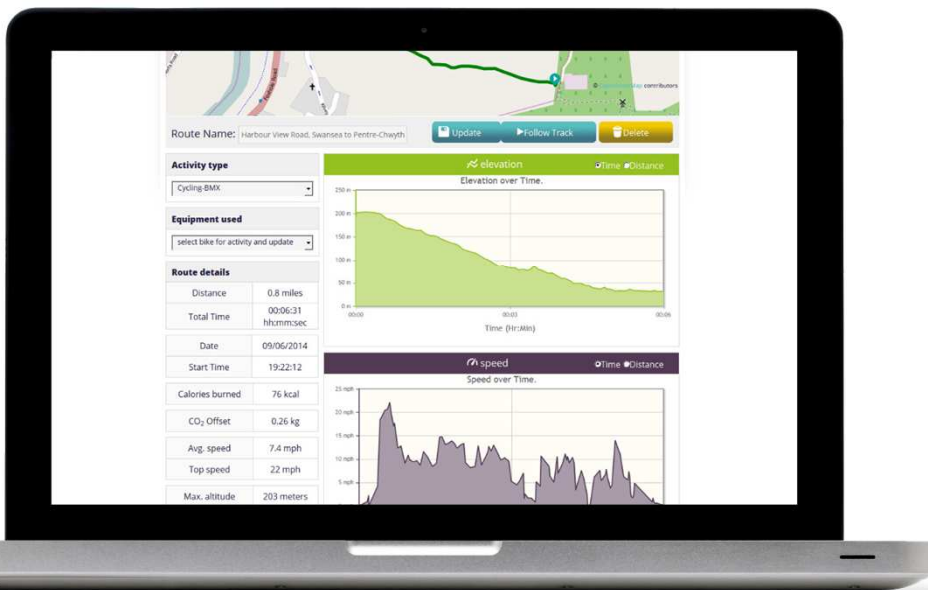
SUMMARY





# ADDED VALUE

Ride Mapper will provide your organisation with valuable information on the overall benefits your cycle to work scheme brings:



## Financial Savings

Cut your employers national insurance contribution and save £1000's

## Increase workplace productivity

Employees who cycle to work regularly are proven to be more productive and sharper than those who drive.

## Improve health and wellbeing

Employees who cycle to work are generally fitter and healthier than others who use less active travel. Ride Mapper lets you track the overall calories burned and measure the health benefits to your staff.

## Environmental benefits

By cycling to work your employees will be reducing their carbon footprint. Ride Mapper lets you measure the amount of CO<sub>2</sub> your employees save by cycling to work.

**It's a great way to demonstrate your organisations commitment to reducing carbon emissions and protecting the local environment.**

**Ride Mapper is free to any organisation using Cycle Solutions for its cycle to work scheme.**

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# END OF SCHEME

## CYCLE SOLUTIONS MANAGED PROCESS

All processes and communications undertaken between Cycle Solutions and the employee.

### OPTIONS:

1. Return of equipment to Cycle Solutions  
**(free of charge collection)**
2. Extended usage agreement  
**(up to 36 months for a 3% or 7% admin fee)**
3. Purchase of the equipment from Cycle Solutions for fair market value

## END OF LEASE OPTIONS



## EMPLOYER MANAGED PROCESS

All processes and communications undertaken between employer and the employee.

### OPTIONS:

1. Continued usage  
**(under the existing Agreement)**
2. Fair market value payment
3. P11D benefit in kind

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## EMPLOYEE BENEFITS

- UK's largest choice of bike brands – **Over 140 brands** available
- **Bikes to suit every need** from beginner to expert (brands include Specialized, Giant, Scott, Cannondale and many more)
- **Expert advice** available when your employees want it (8am to 8pm weekdays, 9am to 1pm Saturdays + 24 hour support)
- Enhanced **“Customer Journey”** – **Online sign up process**
- **18 month warranty** with all bikes supplied by Cycle Solutions
- **10% online discount** on mail order purchases
- Free **Ride Mapper** smartphone app – Plan routes, track rides and measure the health, environmental and financial benefits of cycling to work.

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## EMPLOYER BENEFITS

- **Improved** employee engagement
- **Savings** in employer's **National Insurance Contributions (typically 13.8%)**
- **Minimal** scheme administration
- Touch-free, **HMRC compliant** end-of-scheme arrangements
- **Up-to-date information** on scheme and salary sacrifice compliance
- **Ride Mapper** - free to all clients. Real time feedback on the health and environmental benefits of your cycle to work scheme. A great CSR tool!
- **Dedicated account manager**

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# Cycle Solutions

The Cycle to Work Scheme



**THANK YOU FOR YOUR TIME & ATTENTION!**