

Cycle Solutions

The Cycle to Work Scheme



ABOUT US

TODAY

**EMPLOYEE
BENEFITS**

EXPERIENCE

WHAT WE DO

ADDED VALUE

**END OF
SCHEME**

SUMMARY

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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



energy saving trust™



GIG
CYMRU
NHS
WALLES
Bwrdd Iechyd Prifysgol
Abertawe Bro Morgannwg
University Health Board



PEPSICO



RAC
the driving people



The
Royal
Mint



ROYAL
OPERA
HOUSE



moneysupermarket.com
a great deal easier



SVITZER



University of
BRISTOL



NOTTINGHAMSHIRE
Fire & Rescue Service
Creating Safer Communities



BIS

Department for Business
Innovation & Skills



lenovo



Lufthansa Technik
Landing Gear Services UK

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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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WIDE RANGE OF SCHEME MARKETING



SAVE UP TO 35.5%

REMEMBER!

CONTACT US ON 0330 100 2480

HOW IT WORKS.

FIND OUT MORE

www.cyclesolutions.co.uk/

0330 100 2480

TAX FREE BIKES for work

SAVE UP TO 42%

on the value of a new bike and cycling safety equipment.

HOW IT WORKS.

FIND OUT MORE

www.cyclesolutions.co.uk/

0330 100 2480

info@cyclesolutions.co.uk

www.cyclesolutions.co.uk

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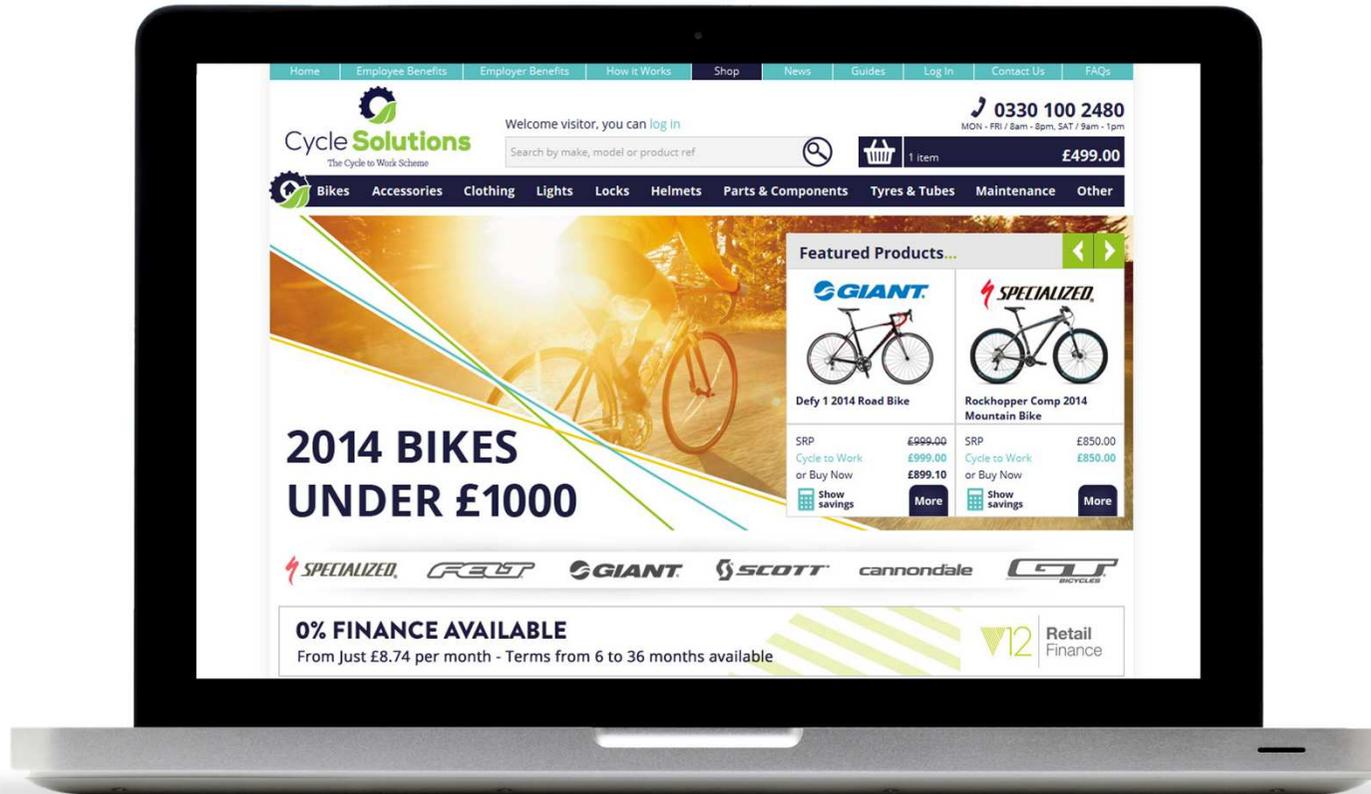
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BESPOKE WEBSITE



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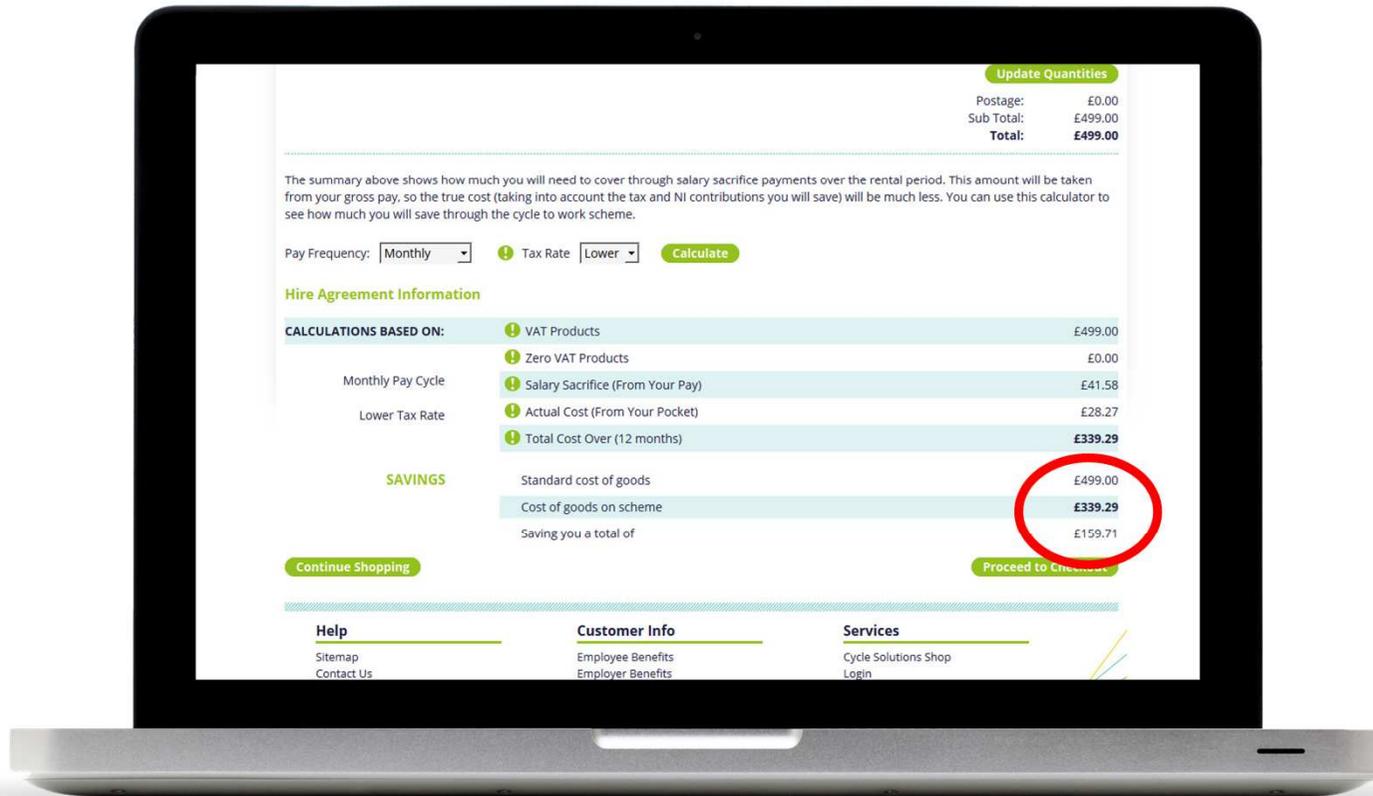
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CUSTOMER SATISFACTION SURVEY

- 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 is centered at the top. Below it is a green banner with the text "Win a £100 eVoucher!" circled in red. The main text of the survey reads: "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." Below this is a statement: "At the end of the survey you have the opportunity to participate in our £100 monthly draw." The first question is "1. Please provide us with your details:" followed by input fields for "Name:", "Company:", and "Postcode:". The second question is "2. How would you rate the promotion of the scheme prior to launch? (I.e. posters, brochures, emails etc.)" with a rating scale below it. The scale has five options: "Very poor", "Poor", "Average", "Good", and "Very good", each with a radio button. The "Rating" label is on the left.

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

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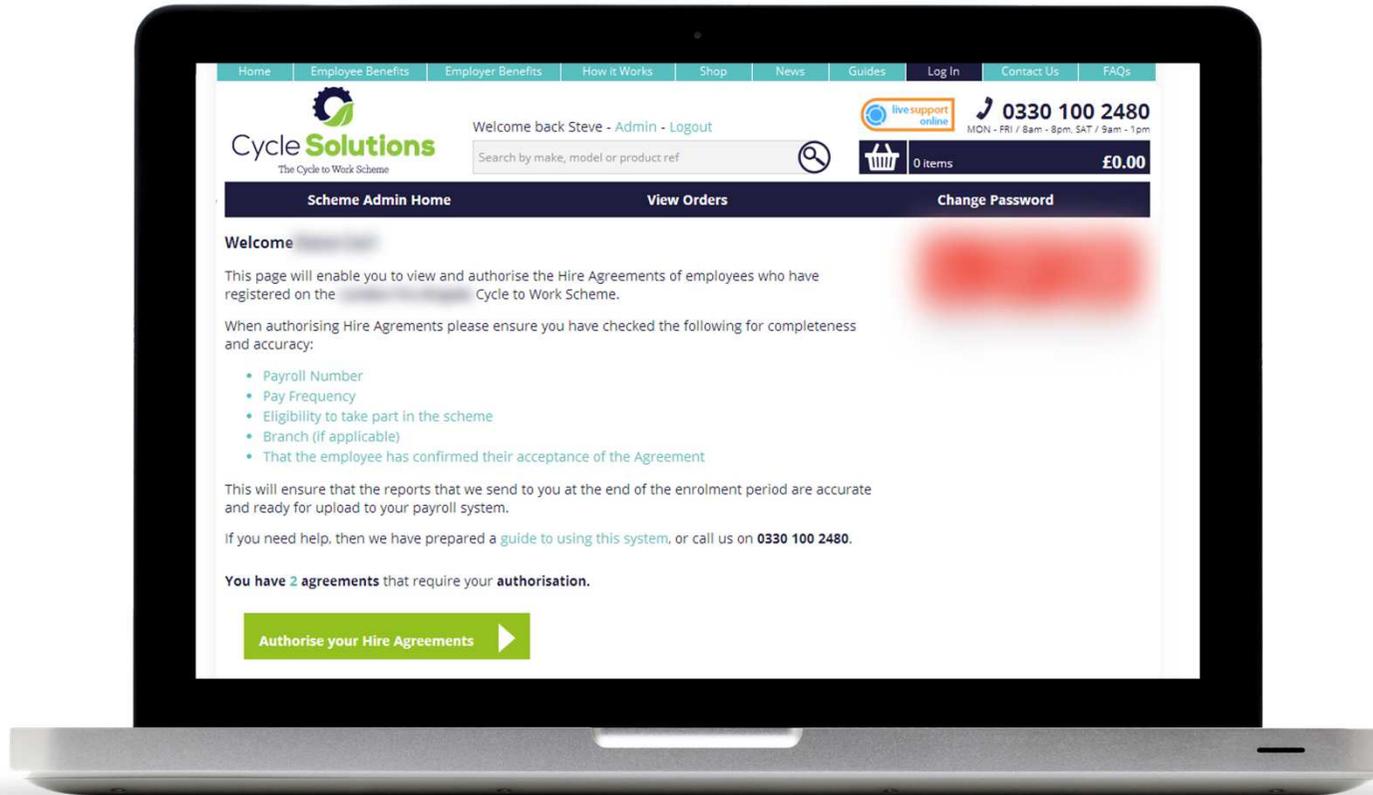
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SECURE ONLINE SCHEME MANAGEMENT AND ADMINISTRATION



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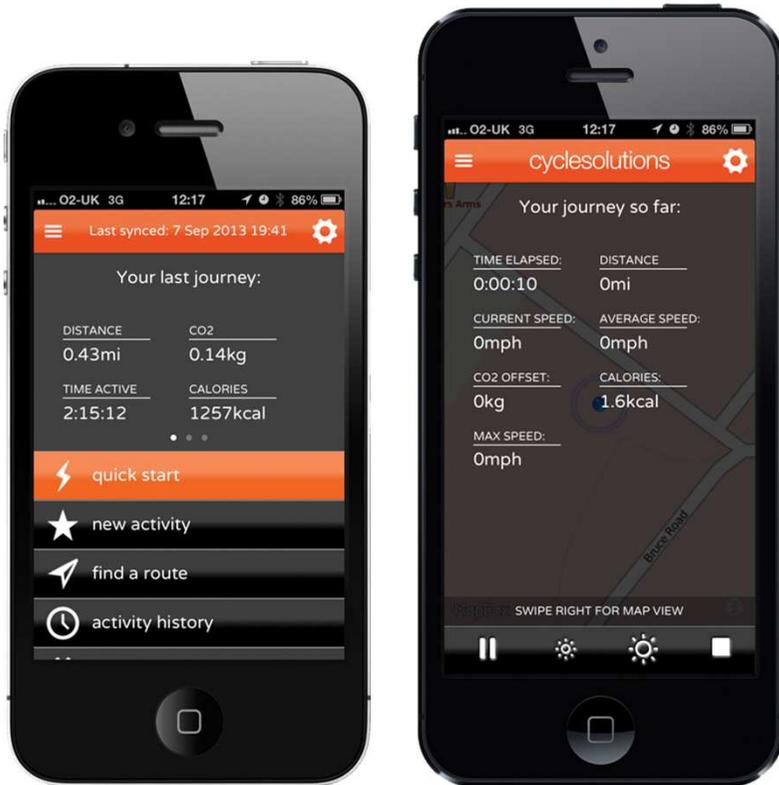
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ADDED VALUE



plan

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.



7g

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

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.



kcal

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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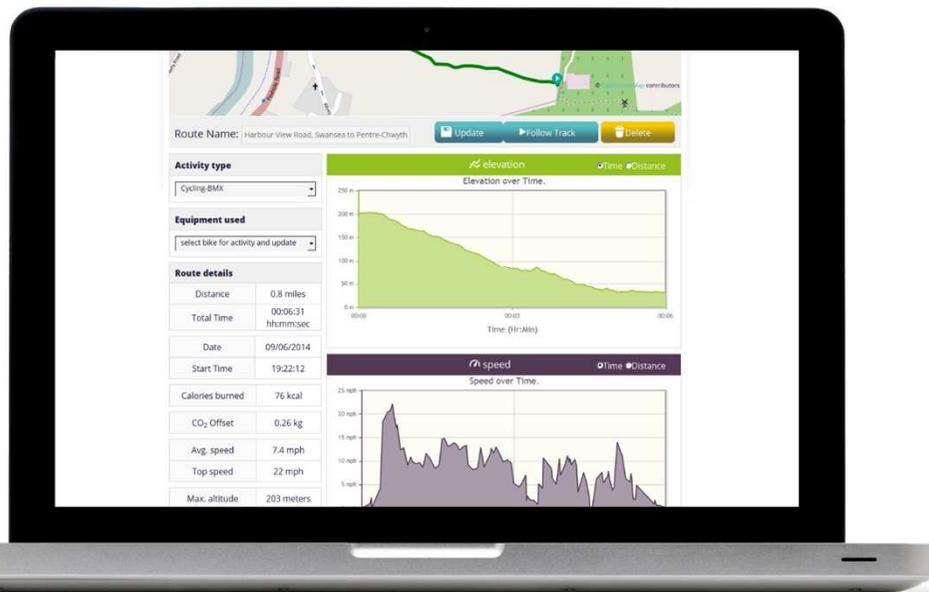
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ADDED VALUE

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 CO₂ 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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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!