

V O L V O

FLEET MANAGEMENT – VOLVO OWNS IT

EQUIPMENT AS A SERVICE



Equipment as a Service (EaaS) is an innovative fleet management and procurement solution from Volvo Construction Equipment. With EaaS, Volvo provides the fleet you need over the long term, including everything needed to keep it available and running.

Volvo doesn't just manage the fleet – it owns it – so you don't have to. That means you can concentrate your capital and resources on more value-added activities that are core to your business.

With EaaS you only pay for the hours you use – keeping costs aligned with revenue – while uptime, maintenance and repairs are included so there are no unexpected bills or end-of-life risks.

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Focus on your core business

Volvo manages the fleet, so you can focus on what matters most to your business. By sharing the same goal – fleet uptime – Volvo's incentives are aligned with yours.



Guarantee uptime

Volvo guarantees your fleet availability so you can be confident you have the iron needed to do the job.



A global solution

When you contract with Volvo, your EaaS can extend across multiple dealer areas for consistent high service that meets your needs.



Flexibility for you

Your EaaS contract is for a number of machine hours – not for a time period. Seasonality is understood and accepted. Flexibility is built into the expected usage rates.

If you work more than expected, Volvo will even pay a rebate back for the additional hours used.



Cost management

Control your costs over the long term with a transparent cost structure. Your fleet costs align with fleet production or revenue generation, resulting in a very efficient cashflow on the project. Since you don't own the fleet, you may save on property tax and your internal cost of capital, preserving your balance sheet for more value-added investments.



The newest machines

Volvo EaaS is entirely fleet based and not tied to specific assets or serial numbers. This means individual machines in the fleet you use may be renewed during the term, providing you with the newest, best machinery available for further production and efficiency gains, at no additional cost to you.

How it works?

Working in collaboration with Volvo, there are three key steps to creating and delivering the right EaaS solution for you:

1. Define your production needs (including machines, aftermarket services, locations and expected usage level)
2. Volvo will propose a tailored service solution with associated pricing for your consideration
3. Make an agreement; Volvo and your local Volvo dealer(s) then run the day-to-day fleet management

What does EaaS include?

A typical EaaS agreement includes the following:

- High quality Volvo equipment tailored to your needs, delivered to site(s) you define
- Hourly rates for each type of equipment needed, based on your utilization level, term and scope
- Fleet Uptime or Availability commitments (contract-specific)
- 24/7 fleet monitoring and response
- All scheduled maintenance and repairs
- Complete warranty for the contract term
- Potential replacement of units during the contract, at no cost to customer
- Dedicated contract management by Volvo and the Volvo dealer(s) involved.
- Parts management and logistics

Additional items can also be scoped separately on an individual contract basis.

Getting started

To start scoping your production needs and building an hourly plan to fit you, get in touch with your Volvo dealer today.

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