



# ARVAL DRIVING EXCELLENCE

The goal of the **Arval Driving Excellence** training modules and workshops is to create a lasting change in attitude among your drivers. This applies to drivers of combustion vehicles as well as drivers of electric or hybrid vehicles.

An eco-aware and safety-conscious driving attitude results in a reduction in accidents and a more economical fleet. This, in turn, leads to a general decrease of the TCO (Total Cost of Ownership). Driving comfort also increases once training has been completed.

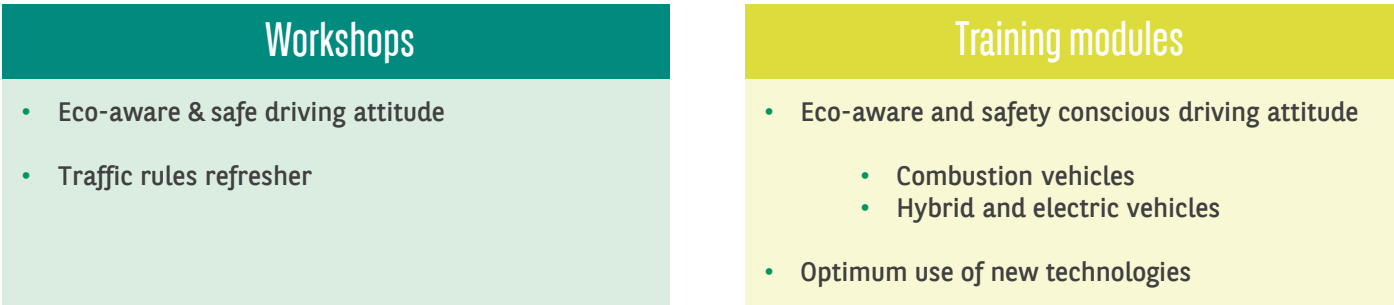
**Arval Driving Excellence** training modules lead to a lasting change in attitude through the application of new training techniques that require participants and coaches to determine objectives together and in synergy. The principles of **Arval Driving Excellence** yield training modules that focus on performance factors and on the motivation and focusing of drivers.

If this method is used, drivers will adopt this new driving attitude and integrate it into their daily lives.

## ■ A “coaching” approach to participants



## ■ Arval Driving Excellence training modules and workshops



# Package 1 - Eco-aware and safe driving attitude

*Combustion vehicles (petrol, diesel, cng)*



This package focuses on economical consumption, safe driving habits and driving comfort by paying attention to anticipation and the right attitude.

Its most significant objectives are to reduce the risk of accidents, to optimise fuel consumption, to improve driving comfort and to make the best possible use of vehicle technology.

## ■ Contents



### Open session

- Informing participants about the project and the objectives of the module.
- Creating eco-awareness and safety-consciousness.
- Motivating the involved parties.
- Unlimited number of participants.
- Duration: 1h30



### Practical training

- Anticipation, with safety as a priority.
- Eco-drive in practice with anticipation as the most important competence.
- Attitude and behaviour: self-evaluation and insight into own values.
- Motivation for adopting new driving attitude.
- Optimum use of vehicle technology.



### Follow-up process

- 12 months after training.
- Quarterly contact with drivers about the evolution of their fuel consumption.
- Every participant informed about an area of concern on a quarterly basis.

## ■ Course of the training

- Welcome and discussion of every participant's goals.
- Every driver navigates an initial route while **Arval Driving Excellence** objectively assesses driving attitude using a telematics system developed in conjunction with the VITO (Flemish Institute for Technological Research).
- Interactive theory lesson on eco-aware and safety-conscious driving attitude.
- Every participant selects 3 areas of concern that he/she wishes to address.
- Participants navigate the same route a second time with individual guidance provided by the coach. Driving attitude is once again assessed.
- Every participant is briefed about his/her driving competence profile.
- Assessment reports and areas of concern distributed.
- "Eco-Aware and Safe Driving Attitude" certificates issued.
- Training evaluation.

## ■ Structure

- 3½ hour session with 3 drivers per coach (challenge, interactivity between participants, teambuilding).
- **Arval Driving Excellence** provides manual or automatic vehicle(s) fitted with the VITO telematics system.
- Takes place on public roads, presented at Arval in Zaventem or at your company premises. Prior to training, **Arval Driving Excellence** plots a reference route (+/- 20 min) relevant to the training location. This route is adapted to match everyday traffic conditions experienced by the participants.

# Package 2 - Eco-aware and safe driving attitude

## *Electric and Hybrid vehicles*



This package focuses on economical fuel consumption and safety-conscious driving behaviour, as well as on increased driving comfort resulting from anticipation and the right attitude.

Its most significant objectives are to reduce the risk of accidents, to improve driving comfort and to improve consumption by making optimum use of electric and/or hybrid drive trains.

During this module, autonomy and range anxiety are discussed in detail. Participants are provided with techniques and solutions.

### ■ Contents



#### Open session

- Informing participants about the project and the objectives of the module.
- Creating eco-awareness and safety-consciousness.
- Motivating the involved parties.
- Unlimited number of participants.
- Duration: 1h30



#### Practical training

- Making optimum use of the electric or hybrid drive train.
- Anticipation, with safety as a priority.
- Guaranteeing vehicle autonomy.
- Attitude and behaviour: self-evaluation and insight into own values.
- Motivation for adopting new driving attitude.



#### Follow-up process

- For (plug-in) hybrid vehicles:
- 12 months after training.
- Quarterly contact with drivers about the evolution of their fuel consumption.
- Every participant informed about an area of concern on a quarterly basis.

### ■ Course of the training

- Welcome and discussion of every participant's goals.
- Every driver navigates an initial route while **Arval Driving Excellence** objectively assesses driving attitude using the vehicle's on-board instrumentation.
- Interactive theory lesson on eco-aware and safety-conscious driving attitude. Every participant selects 3 areas of concern that he/she wishes to address.
- Participants navigate the same route a second time with individual guidance provided by the coach. Driving attitude is once again assessed.
- Every participant is briefed about his/her driving competence profile.
- Areas of concern are distributed.
- "Eco-Aware and Safety-Conscious Driving Attitude" certificates for electric or hybrid vehicles issued.
- Training evaluation.

### ■ Structure

- Individual 1½ hour sessions per driver if drivers hold different vehicles. If all the drivers hold the same vehicles (make and model), a collective 3½ hour session is held with an **Arval Driving Excellence** coach (interactivity between participants, teambuilding).
- Training presented using participants' vehicles.
- Takes place on public roads, presented at Arval in Zaventem or at your company premises. Prior to training, **Arval Driving Excellence** plots a reference route (+/- 20 min) relevant to the training location. This route is adapted to match everyday traffic conditions experienced by the participants.

This workshop focuses on initiating and sensitising drivers to the concept of economical and safety-conscious driving. Participants are introduced to eco-aware and safety-conscious driving by means of a theory workshop in the form of an interactive quiz.

Mobility, respect for other road users and stress management behind the wheel are also handled as part of this workshop.

The most significant objective of this workshop is the sensitisation of drivers to encourage eco-aware and safety-conscious driving, using a fun and light-hearted approach.

### ■ Contents

- Ecological and economic impact of driving behaviour.
- Social and ecological values of the company.
- Ten points of interest for eco-aware driving:  
Instructions for the economical and safe handling of modern-day vehicle technology.
- The positive impact of a change in driving behaviour:  
Motivations and advantages related to an eco-aware and safety-conscious driving attitude for every driver.
- How to cope with stress and aggression in modern-day traffic conditions.
- How to avoid becoming absent-minded behind the wheel.
- Limitations of new technologies
- The positive impact of a change in attitude behind the wheel.

### ■ Course of the workshop

- Welcome and discussion of every participant's goals.
- Group subdivided into groups of 3 to 5 participants.
- Workshop presented in the form of a quiz.
- **Arval Driving Excellence** instructor coaches participants on the basis of their answers.
- Training evaluation.

### ■ Structure

- Duration: 1½ hours.
- Interactive workshop.
- Maximum of 18 participants per session.
- Workshop presented at your company premises or at Arval in Zaventem.

Refreshment of basic knowledge and introduction to the most recent road law updates.

This workshop is presented in accordance with the principles of **Arval Driving Excellence**: topics are selected by the participants and are subsequently handled on an interactive basis.

## ■ Most significant topics

- Right of way, driving motions, driving manoeuvres.
- Speed and speed restrictions.
- Signs and road markings.
- Fines.
- Latest changes to the Belgian highway code, including:
  - merging
  - new speed restrictions
  - new hard shoulder regulations
  - new signs (such as the “cycling track” sign)
  - ...

## ■ Course of the workshop

- Welcome and discussion of every participant’s goals.
- Topics chosen by participants.
- The **Arval Driving Excellence** instructor coaches participants on the basis of answers to quiz questions.
- Training evaluation.

## ■ Structure

- 3½ hour interactive workshop.
- Maximum of 18 participants per session.
- Workshop presented at your company premises or at Arval in Zaventem.

This module focuses on economical fuel consumption, safe driving behaviour and driving comfort created by means of anticipation and the right attitude.

Drivers are introduced to the viewing techniques that they will be able to apply in real-life driving situations.

The most significant objectives are to reduce the risk of accidents, to optimise fuel consumption, to improve driving comfort and to make the best possible use of vehicle technology.

Because the drivers adopt an eco-aware and safety-conscious driving attitude, the result is a sustainable drop in CO<sub>2</sub> emissions and the TCO (Total Cost of Ownership) of your fleet.

## ■ Contents

- Anticipation, with safety as a priority.
- Eco-drive in practice with anticipation as the most important competence.
- Attitude and behaviour: self-evaluation and insight into own values.
- Motivation for adopting new driving attitude.
- Optimum use of vehicle technology.

## ■ Course of the training

- Welcome and discussion of every participant's goals.
- Every driver navigates an initial route while **Arval Driving Excellence** objectively assesses driving attitude using a telematics system developed in conjunction with the VITO (Flemish Institute for Technological Research).
- Interactive theory lesson on eco-aware and safety-conscious driving attitude.
- Every participant selects 3 areas of concern that he/she wishes to address.
- Participants navigate the same route a second time with individual guidance provided by the coach. Driving attitude is once again assessed.
- Every participant is briefed about his/her driving competence profile.
- Assessment reports and areas of concern distributed.
- "Eco-Aware and Safe Driving Attitude" certificates issued.
- Training evaluation.

## ■ Structure

- 3½ hour session with 3 drivers per coach (challenge, interactivity between participants, teambuilding).
- **Arval Driving Excellence** provides manual or automatic vehicle(s) fitted with the VITO telematics system.
- Takes place on public roads, presented at Arval in Zaventem or at your company's premises. Prior to training, **Arval Driving Excellence** plots a reference route (+/- 20 min) relevant to the training location. This route is adapted to match everyday traffic conditions experienced by the participants.

This module focuses on economical consumption and safety-conscious driving behaviour, as well as increased driving comfort resulting from anticipation and the right attitude.

Its most significant objectives are to reduce the risk of accidents, to improve driving comfort and to improve consumption by making optimum use of the electric and/or hybrid drive trains.

During this module, autonomy and range anxiety are discussed in detail. Participants are provided with techniques and solutions.

### ■ Contents

- Optimum use of the electric or hybrid drive train.
- Anticipation, with safety as a priority.
- Guaranteeing vehicle autonomy.
- Attitude and behaviour: self-evaluation and insight into own values.
- Motivation for adopting new driving attitude.

### ■ Course of the training

- Welcome and discussion of every participant's goals.
- Every driver navigates an initial route while **Arval Driving Excellence** objectively assesses driving attitude using the vehicle's on-board instrumentation.
- Interactive theory lesson on eco-aware and safety-conscious driving attitude. Every participant selects 3 areas of concern that he/she wishes to address.
- Participants navigate the same route a second time with individual guidance provided by the coach. Driving attitude is once again assessed.
- Every participant is briefed about his/her driving competence profile.
- Areas of concern are distributed.
- "Eco-Aware and Safety-Conscious Driving Attitude" certificates for electric or hybrid vehicles issued.
- Training evaluation.

### ■ Structure

- Individual 1½ hour sessions per driver (3 / day) if drivers hold different vehicles. If all the drivers hold the same vehicles (make and model), a collective 3½ hour session is held with an **Arval Driving Excellence** coach (interactivity between participants, teambuilding).
- Training presented using participants' vehicles.
- Takes place on public roads, presented at Arval in Zaventem or at your company's premises. Prior to training, **Arval Driving Excellence** plots a reference route (+/- 20 min) relevant to the training location. This route is adapted to match everyday traffic conditions experienced by the participants.

This module is presented **within 3 months of the new vehicle being taken into use**. It focuses on optimum use of vehicle technologies by making drivers aware of their advantages as well as their limitations.

This results in better safety, greater driving comfort and lower consumption..

Plenty of attention is paid to the use of and attitude to new technologies, electric and hybrid drive trains, (adaptive) cruise control, lane changing, head-up displays, pedestrian detection, park-assist, ...

## ■ Contents

- Optimum use of the electric, hybrid or combustion drive train.
- The right competences and attitude for using new vehicle technologies.
- The right attitude during the use of these new technologies.
- Anticipatory and eco-aware driving behaviour.

## ■ Course of the training

- Welcome and discussion of every participant's goals.
- New vehicle and new technologies driver experience.
- Interactive theory lesson on optimum use of the vehicle (ecological and safe).
- Driver selects 3 areas of concern that he/she wishes to address.
- Participant drives a thirty-minute route while receiving individual coaching from the **Arval Driving Excellence** instructor.
- Issue of certificate that demonstrates in-depth knowledge gained about the new technologies.
- Training evaluation.

## ■ Structure

- Individual 1½ hour public road session (3 / day), at Arval in Zaventem or at your company premises.
- Training presented using participant's vehicle.
- Takes place on public roads, presented at Arval in Zaventem or at your company premises. Prior to training, **Arval Driving Excellence** plots a reference route (+/- 20 min) relevant to the training location. This route is adapted to match everyday traffic conditions experienced by the participants.



Module	Drive train	Participants / session	Duration	Price*
Package 1 <i>Eco-aware &amp; safe driving attitude</i>	Combustion	3	3h30 + Open session (1h30)	EUR 6,25 / month / participant** or EUR 300 / participant
Package 2 <i>Eco-aware &amp; safe driving attitude</i>	Electric / Hybrid	Individual sessions (3 / day)	1h30 + Open session (1h30)	EUR 6,25 / month / participant** or EUR 300 / participant
Workshop 1 <i>Eco-aware &amp; safe driving attitude</i>	-	18	1h30	EUR 440 / session
Workshop 2 <i>Traffic rules refresher</i>	-	18	3h30	EUR 660 / session
Training 1A <i>Eco-aware &amp; safe driving attitude</i>	Combustion	3	3h30	EUR 220 / participant
Training 1B <i>Eco-aware &amp; safe driving attitude</i>	Electric / Hybrid	Individual sessions (3 / day)	1h30	EUR 220 / participant
Training 2 <i>Optimum use of new technologies</i>	All	Individual sessions (3 / day)	1h30	EUR 240/ participant
Open session	-	-	1h30	EUR 400 / session

\* Prices for up to 250 users. For 250 users or more, please contact us for a tailor-made price offer.

\*\* Included in lease price. Price mentioned above is based on a 48 months lease period.

## Miscellaneous expenses

Only applicable to trainings:

- Plotting of reference route at your own premises: EUR 375 / route

## Why Arval?

Arval is a leading Full Service Leasing company and manages over 930,000 company cars worldwide, including both delivery vans and passenger cars. Regardless of the size of your fleet – from a couple of cars to several thousand – we can help you when selecting a full service solution that matches your individual financial needs. With 25 years' experience and professional expertise, our enterprising and dedicated staff will deliver a high level of quality as well as a sustainable solution for your vehicle management.

**Need information or advice?**

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