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SaaS for Car Rental companies
AirBnB for CFM & car rental

www.fleetpoland.pl

Fleet Poland

Who we are?

FleetPoland.pl car rental market aggregator and offer comparison.

motoIT:

- ★ on market since 2011
- ★ years of experience in the automotive industry
- ★ revolution in the car rental market



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IT

Moto IT consists of

1. **SaaS platform** - managing car rental company, real time car availability, rental automation - all procedures and documents in one place.
2. **FleetPoland.pl** - car rental companies comparison and agregator. Real time car availability and all contract details visible and clear.
3. **Rental Widget** - car rental company puts the widget on its site and it automatizes car rental process. Turism, flight operators can inplement it too - and earn on provisions we give them.

Target

- **Car rental company owners [B2B]**
- **Individual clients ("tourists") [B2C]**
- **Business clients [B2B]**
- **Website owners [B2B]**

Problem

- **no real time** availability, no affordable system for managing fleet and business
- **no agregator** for car rental, real time car database - no possibility for comparing and verifying offers in one place
- **fractured market**
- **not enough revenue**

Solution

- Order, **automation** and all documents & procedures in **one place**
- Offer **aggregation** and comparison
- **Extra money** from provisions
- **New business** to car rental companies

Market

- **860k cars** in polish companies - **160k** rented in CFM rental - **Poland** is the 1st step for us, 2nd step is **Europe**, 3rd - going **global**
- **72 mln** foreigners coming to Poland, 15 mln - tourists, 350 car rental companies (**90% SMB** - management issues, at the edge of profitability)

Team:



Ireneusz Wydrzyński - MD - experienced moto manager, author of the idea



Wojciech Szymanski - sold a HR company and invested in Moto IT



Maciej Chmielowski - marketing & PR manager

EU grant

- We got financing from **EU grant** and just launched the tool.
- Now we are in the **process of gaining car rental companies and partners** (building scale) in Poland.

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