

Getronics sought a way to streamline essential fleet services without allowing for administrative costs to impact their bottom line. They have been a loyal customer at The Miles Consultancy (TMC) now for well over a decade.

Cash iQ with TMC

In a modern corporate environment, managing a fleet involves multiple overheads, including mileage tracking, license compliance, document verification and the complexities of EV cost management. TMC support Getronics in all of these areas and lately, have been able to add another service to their arsenal that really proved its worth.



Cost Neutrality



Comprehensive Coverage



Net Surplus

The Inadvertent Solution: Cash iQ

On top of their existing services, Getronics implemented Cash iQ by The Miles Consultancy, designed to optimise cash allowance schemes by identifying tax efficiencies and capturing employer and employee savings that often go unnoticed in traditional fleet models.

Cash iQ enables businesses to enjoy the maximum NIC (national insurance contribution) exempt amounts that HMRC allow where employees use their own vehicle for business. The solution allows you to make historic and future savings for both the employee and employer. It's a real win-win!

By layering this service alongside their existing suite of TMC tools, including Mileage+, License & Document Checks and EV Actual Cost reimbursements, Getronics aimed to create a self-sustaining ecosystem for their fleet operations.



So, what are the key takeaways?

Total Cost Neutrality

The NI employer savings generated specifically by the Cash iQ service more than covered the total cost of all services provided by TMC.

Comprehensive Coverage

For zero net cost, Getronics have secured a full suite of essential services, including:

- **Mileage+ (Audit and Reimbursement)**
- **License and Document Compliance**
- **EV Actual Cost Management**
- **Leaver Data Management**

Net Surplus

Beyond covering the entire service invoice, Getronics retained a surplus from their NI savings, effectively turning their fleet compliance and management program into a profit center rather than a cost center.

The Cash iQ data from the 10-month period between April 2025 and January 2026 demonstrates a remarkable 281% return on investment for Getronics!

281%
Return on Investment

By utilising Cash iQ, Getronics has achieved the 'holy grail' of fleet management: a fully compliant, high-tech service suite that pays for itself through simple, identified tax and NI efficiencies.



For more information on how TMC can help you, please don't hesitate to get in touch.
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