

B I G S K Y

banking where members benefit

fleet solutions



Big Sky salary packaging and fleet solutions

Welcome to Fleet Solutions

Big Sky is a membership organisation run to benefit its members.

This means we are serious about returning value to those who contribute to our success through high quality service, great value products and a wide range of member benefits.

Fleet Solutions has a range of options to suit members' needs.

What items can be salary packaged?

You can salary package motor vehicles, superannuation and other deductibles.

Our CarWrap™ package incorporates salary packaging options for motor vehicles. This includes both Novated and Associated Leases.

For information on superannuation and other deductibles, please discuss the availability of these services with your employer or call Big Sky Financial Solutions on 1300 700 189 or visit www.bigskyfs.net.au.

CarWrap™ Novated Lease

A Novated Lease is a finance arrangement between yourself, your employer and a financier. Fleet Solutions will administer this arrangement.

Fleet Solutions provides a fully maintained Novated Lease allowing you to salary package the vehicle lease payments as well as all operating costs relating to your motor vehicle.

With regular payroll deductions from predominantly your pre-tax salary, the following items are included in a Novated Lease:

- The lease finance and other operating expenses net of Goods and Services Tax GST (GST is payable by your employer and you receive GST savings)
- Fuel allowance for nominated kilometres at discounted rates
- Annual registration for the term of the lease
- Choice of comprehensive insurance available through Big Sky
- Other optional Fleet Solutions provided insurance provisions such as GAP/Auto Equity Shortfall Insurance and Involuntary Redundancy Insurance
- Emergency Roadside Assistance
- Tyres and servicing at authorised providers, charged at a discount on retail prices
- Fleet Solutions management fee
- Fringe Benefit Tax (FBT) liability

Advantages of salary packaging a motor vehicle with Fleet Solutions include:

- Availability of a free buying service for new vehicles
- New motor vehicle purchases at discounted pricing, potentially equivalent to national fleet discounts
- Immediate delivery of motor vehicle following acceptance and execution of completed documents
- No establishment fees
- Finance documents organised
- General advice on motor vehicle selection and specifications
- General advice on residual values and optimum retention periods
- Pre-approval servicing facility
- Online vehicle transaction reports
- Online FBT and account summary reports
- Flexible reimbursement process for selected out of pocket expenses

CarWrap™ Associate Lease

With an Associate Lease you can salary package a motor vehicle either you or an associate (e.g. spouse, parent, sibling, and child) may already own. Again the motor vehicle can be packaged to include all of the operating costs under a fully maintained Associate Lease.

An Associate Lease is a lease agreement between you (the employee), an associate, and your employer. Fleet Solutions will administer this arrangement.

This arrangement allows the owner of a motor vehicle (i.e. you or an associate), to lease it to your employer who then provides it to you through a formal motor vehicle agreement.



Example of a fully maintained Novated Lease

An employee with an annual salary of \$45,000 wishing to salary package a \$30,000 motor vehicle has the potential to receive a net benefit per annum of approximately \$3,638.

On-road cost of vehicle	\$30,000
Term of lease	36 months
Annual kilometres driven	20,000
Annual salary	\$45,000
Monthly reduction in take home salary after tax	\$999*
Benefit per year	\$3,638

*Includes lease repayments, fuel, servicing, re-registration, insurance, Fleet Solutions fees, roadside assistance and FBT. Figures accurate as of 1 July 2009.

Online access and reporting

When you take out a CarWrap™ package you will be given access to a secure client area on Big Sky's website:

www.bigsky.net.au/fleetsolutions where you can view the following personalised reports:

- Vehicle Transaction History: this report will show your actual expenditure against the budget set when you commenced packaging
- Account Summary: this report will outline all the costs associated with your package and compare the kilometres travelled with the nominated budget. This is important because you need to achieve the kilometres nominated to avoid any additional Fringe Benefits Tax.

How we operate

At Fleet Solutions, we understand the confidential nature of your salary package. We also recognise that it is important for you to receive accurate and punctual reports relating to your salary package.

Our 'one-on-one' service means that you will be dealing with your own designated Fleet Solutions specialist consultant, so you can always expect personalised service.

If either you or your employer has any questions about Fleet Solutions, or the leasing process, please don't hesitate to contact Fleet Solutions on **1800 266 982**.

**we understand the confidential
nature of your salary package**



banking where members benefit

Getting started

Simply call one of our consultants to discuss your requirements on **1800 266 982**. Alternatively, you can visit www.bigsky.net.au/fleetsolutions and use the online 'Quick Quote' calculator. This convenient feature enables you to generate an estimate that will outline the potential savings associated with salary packaging a motor vehicle.

After receiving your comprehensive salary packaging quotation from one of our consultants, you and your employer will need to sign the quotation and return the required documents to Fleet Solutions. A consultant will prepare your lease documents.

If you are salary packaging a new vehicle, we will liaise with the motor vehicle dealership regarding the invoicing and delivery of your new vehicle. We will then send your employer a Payroll Adjustment Form advising them of the deduction amount to commence from your next pay period. Your fuel and fleet cards will also be automatically activated (this applies to fully maintained leases only).

About Big Sky Fleet Solutions

Fleet Solutions products and services are provided by RACV Fleet Solutions, a division of RACV, and is backed by the resources of this member organisation. RACV Fleet Solutions brand is marketed in Victoria and appears throughout the rest of Australia as the Direct Salary Packaging Group (DSPG).

Fleet Solutions

T 1800 266 982

F 03 9703 6410

E packaging@racvsp.com.au

For further information visit [www.bigsky.net.au/fleet solutions](http://www.bigsky.net.au/fleet_solutions)

All information provided in this document is of a general nature only and those considering entering into a salary packaging arrangement are recommended to seek independent financial advice.

Big Sky Credit Union Ltd ABN 51 087 651 358 AFSL 240735 BSB 803-228
Web: www.bigsky.net.au Email: bigsky@bigsky.net.au

If you do not wish to receive any further communication regarding our products and services, please contact Big Sky.