

HOW TO QUOTE AN ELECTRIC VEHICLE IN THE ARVAL SYSTEM



As we see an increase in the demand for electric vehicles (EVs), it is important that any quotes given to your customers correctly reflect the government grant which is applicable. This guide will provide you with some examples of what to look out for when quoting EVs and to ensure that you do not double discount the grant or leave it out altogether.

When quoting a government grant applicable car, the grant will pull through in the background in the Arval quoting system, and the value will not be visible on the invoice breakdown. Revision one of that quote will show the wording, 'Government Grant' on the invoice breakdown, but you may not see this on further revisions, so if you are in any doubt about whether it's included, please call your sales support executive to check.

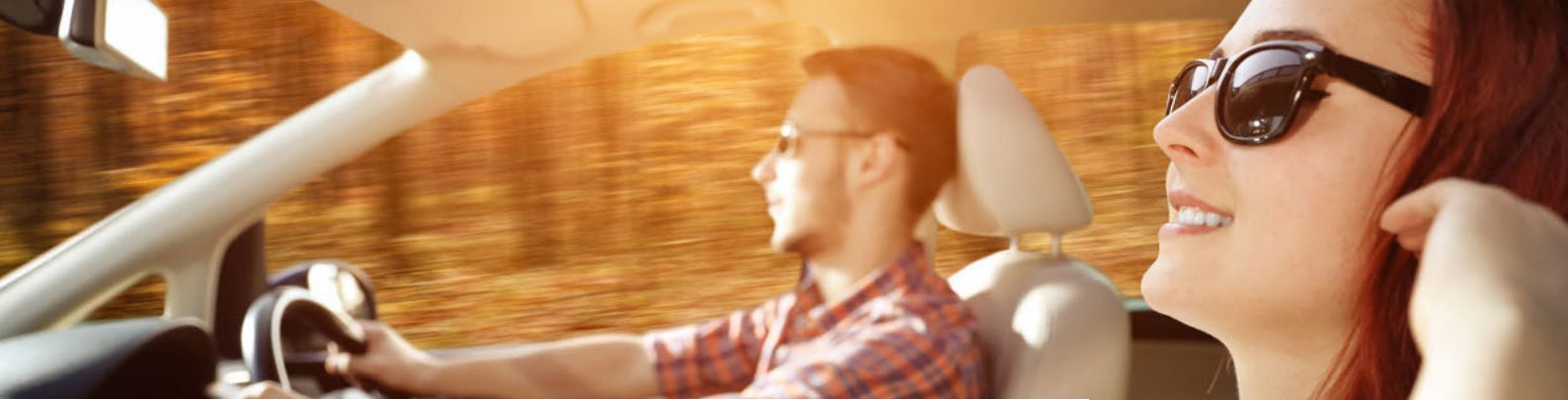
EV van grants are calculated differently in our systems, so please read the van specific section below.

As with any deal, you must check the pricing correctly matches what the dealer will be invoicing, including the grant, before proceeding to order or deliver a vehicle.



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See below some examples of how to quote in different scenarios, then what the dealer's invoice would look like, as when a government grant is included, the OTR in the Arval system will never match the OTR on the invoice.



Example 1 Standard Arval pricing using Arval terms

Run a quote straight from the Arval system with no changes made other than amending commission, term, mileage or maintenance.

The Arval OTR will be higher by the grant's value than the OTR invoiced by the dealer.

The government grant is in the background, and the invoice breakdown will show government grant below on revision 1 (green box).

If there is any dealer discount applicable, it will show under dealer discount (orange box).

In this example, the dealer will invoice us £30,791.49, which is £3,000 (value of the grant) less than the Arval quote showing an OTR of £33,791.49 (blue box).

The dealer VAT amount should also always equal the Arval invoice breakdown as the grant is non-VATable (purple box).

Pricing Summary		Vehicle Fitted Extras Pricing	
List Price	£ 26,625.00	Factory Fitted Extras	
Factory Fitted Extras	£ 916.66	Pearlescent paint	£ 458.33
Dealer Fitted Extras	£ 0.00	Metallic paint	£ 458.33
Dealer Discount	£ 0.00	Dealer Fitted Extras	
Off Invoice Support	£ 0.00		
	Dealer Discount		
	Government Grant		
	HUKCORP / QTR 2		
FON Number	2020		
Delivery	£ 545.83		
Number Plate Charge	£ 26.25		
VAT	£ 5,622.75		
Sub Total	£ 33,736.49		
Initial Registration Fee	£ 55.00		
Road Fund Licence	£ 0.00		
Total Invoice Price	£ 33,791.49		

Example 2

Where you need to add your own additional discounts to the quote

If you have successfully negotiated your own discounts and need to amend the OTR to reflect this, you must do so and remember to ensure that the Arval OTR is higher by the grant's value compared to the dealer OTR.

The Manufacturer's Retrospective Support will automatically revert to 'NO' to prevent any double discounting; however, it will need to be amended to 'YES' to pull through the government grant in the quotation's background.

You should never try to add the government grant to the system as an additional discount.

Off invoice support	0.00 GBP
VAT	5442.50 GBP
VED	0.00 GBP VED 01/04/2020
Testing Logic	WLTP - Model Standard Adjusted CO2
On the road	32710.00 GBP
Periodic rental	460.98 GBP
Sales Code	1200.00
Is Manufacturer's Retrospective Support currently included in this quotation?	No
Include Manufacturer's Retrospective Support	No

The invoice breakdown will then show the additional discount included in the quotation, so in the example shown, there is £901.24 additional dealer discount added to this quote (orange box).

In this example, you still have the government grant, you have an additional discount to the value of £901.24 and the invoice from the dealer will come in with an OTR or £29,710 (£32,710 minus £3,000 government grant).

Once again, the VAT on this breakdown should always match the invoice.

Pricing Summary		Vehicle Fitted Extras Pricing	
List Price	£ 26,625.00	Factory Fitted Extras	
Factory Fitted Extras	£ 916.66	Pearlescent paint	£ 458.33
Dealer Fitted Extras	£ 0.00	Metallic paint	£ 458.33
Dealer Discount	£ 901.24	Dealer Fitted Extras	
Off Invoice Support	£ 0.00		
FON Number	HUKCORP / QTR 2 2020 Dealer Discount Government Grant		
Delivery	£ 545.83		
Number Plate Charge	£ 26.25		
VAT	£ 5,442.50		
Sub Total	£ 32,655.00		
Initial Registration Fee	£ 55.00		
Road Fund Licence	£ 0.00		
Total Invoice Price	£ 32,710.00		

How do you know if your vehicle is eligible for a government grant?

You can find the eligible vehicles and applicable level of grant on the government website [here](#).

Please also check with the dealer that it is applicable and that the value is correct as they control applying for the grant.

/// Quoting an EV van

As the amount of the government grant for eligible vans is calculated as a percentage of the purchase price after any discounts have been applied and can therefore vary from quote to quote, we are unable to build this into the Arval systems at the current time.

To generate an accurate quote for your customers, you will need to take the following actions:

- Verify the discounts applicable and the amount of the grant the vehicle is eligible for with the supplying dealer.
- Run a base quote in the ePartner system specifying your term, mileage, colour and options.
- Send a copy of the invoice breakdown to your sales support executive with confirmation of the grant from the dealer.
- Once the pricing team receive this, they will add the grant to the quote. Their SLA is 24 hours.
- The team will send a new revision of your quote to you.
- Check that the quote is correct with the dealer and ensure that the dealer OTR is less than the Arval quote OTR by the grant's value.

For example, the grant on the invoice below is £6,720.00 with the total being £27,697.00.

Total	£34,362.00
Less OLEV Grant	-£6,720.00
1st Registration Fee	£55
Balance Payable	£27,697.00

You will need to enter an OTR into the Arval quote of £34,417, which is £6,720.00 (value of the grant) more than the dealer will be invoicing at £27,697.

Off invoice support	0.00 GBP
VAT	5727.00 GBP
VED	0.00 GBP VED 01/04/2020
Testing Logic	NEDC - Model Standard Adjusted CO2
On the road	34417.00 GBP
Periodic rental	444.97 GBP
Sales Code	730.70
Include Manufacturer's Retrospective Support	Yes

The dealer VAT amount should also always equal the Arval invoice breakdown as the grant is non-VATable.

The invoice breakdown will show 'Government Grant' so you know this is in the quote, but the value's breakdown will not be displayed.

Once you are happy that the quote is correct, you can issue figures to your customer and proceed with the order.

Pricing Summary		Vehicle Fitted Extras Pricing	
List Price	£ 33,000.00	Factory Fitted Extras	
Factory Fitted Extras	£ 0.00	Solid - Blanc White	£ 0.00
Dealer Fitted Extras	£ 0.00	Cloth - Grey	£ 0.00
Dealer Discount	£ 5,085.00	Dealer Fitted Extras	
Off Invoice Support	£ 0.00		
FON Number	Government Grant		
Delivery	£ 675.00		
Number Plate Charge	£ 45.00		
VAT	£ 5,727.00		
Sub Total	£ 34,362.00		
Initial Registration Fee	£ 55.00		
Road Fund Licence	£ 0.00		
Total Invoice Price	£ 34,417.00		



/// Summary

You should always undertake the below actions when quoting an EV in the Arval system:



Check if the vehicle is eligible for a government grant



Check the quote with the dealer ensuring that their OTR is less than the Arval OTR by the value of the grant



Check that the VAT on the dealer invoice matches the Arval quote



Check that you had added any additional discount correctly with the grant still showing correctly



For vans, ensure that the quote has been manually adjusted by Arval to include the applicable grants

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