

Smiths News

SALES PROPOSAL

DATE: 15/04/2025
PREPARED FOR: SMITHS NEWS
PREPARED BY: SIMON KEEVES &
RICHARD TUCKER

TERMS.

To align with your business needs, we offer a range of commercial options based on how much of the cost you'd like your drivers to cover. The contract fee refers to the amount payable by Smiths News, while the driver product is the weekly cost charged to each driver for access to Wise Invoicing.

PRICING.

Contract Fee	Driver Product
£100,000.00	£5.00
£75,000.00	£7.50
£25,000.00	£10.00
£0.00	£12.50

DRIVER PERKS.

All drivers can access a full range of perks at no additional cost to them or you, through the Wise App - an excellent tool for boosting retention and supporting recruitment!

- Digital GP
- Discounts & Cashback
- 247 Mental Health Support
- Financial Services
- Exclusive Sim-Only Deals
- Total Van Assist
- Fuel Discount
- Online Eye Test

WE ARE COMMITTED TO YOU.

At Wise, we pride ourselves on being a people-to-people business, focused on building lasting partnerships with every client. With over 60 dedicated employees, our team is here to provide comprehensive support:

- **Account Manager:** Supports you with the Wise Platform, app guidance, and self-employment advice for your drivers. They're always available and can visit your depot whenever needed.
- **Compliance Manager:** Your primary contact for any compliance-related inquiries.
- **Customer Service Team:** Available 9-5 to assist drivers with any questions regarding the Wise app or driver products.

PILOT LAUNCH PLAN.

To ensure a successful and informed rollout, we propose the following phased approach:

- 1. Depot selection** - Smiths News will identify and confirm two depots to take part in the pilot. The depots should include a total of 50 drivers paid through Wise over the three-month pilot, providing a solid test of the full process ahead of a wider rollout.
- 2. Configuration session** - Wise will hold a configuration session to collect all relevant driver requirements, including documentation such as driving licences. This will ensure we tailor the setup to meet the operational needs of each depot.
- 3. Compliance review** - A dedicated compliance session will be conducted to review existing contracts, policies, and training materials. This will help us identify any gaps and ensure alignment with regulatory standards and Wise's platform requirements.
- 4. Payments configuration** - Wise will work with the designated payments contact at Smiths News to understand the current payment processes. Together, we will explore how payments can be streamlined and centralised through the Wise platform.
- 5. Training sessions** - Training will be delivered to depot managers and relevant HQ staff involved in onboarding, compliance, and payment processes. These sessions will ensure all stakeholders are fully briefed and confident in their roles throughout the pilot.
- 6. Rollout confirmation** - A rollout date will be agreed, and a communication plan will be developed to inform drivers at the selected depots. This will include key information about the pilot, what changes to expect, and any actions required from them.
- 7. Depot visits** - Dates will be arranged for the Wise Account Manager to visit both depots. These visits will provide an opportunity for drivers to ask questions, receive in-person support, and ensure a smooth transition.
- 8. First payment date** - A first payment date will be agreed, ensuring all systems and processes are in place to support a seamless and timely payment through Wise.

TRUSTED BY...

Trusted by over 500 companies, 180,000 app users and some of the UK and Europe's biggest carrier networks.

Save time, money, and grow your business with Wise.

