

B2B Sub Channel Segmentation	Gestion Segmentation & Major Channels	UK Name	Buyer Type	UK Comments	PEUGEOT/CITROEN/DS New AFRL Category	Description	Direct Invoice	Buyback	Comments	Before setting up New AFRL please contact the following for guidance:	PMC example code	CUK example code	
Private	Private Particulars PI	Retail	1	Retail /Tax Exempt/JAF/Simply Drive/Prize	PRT	Private retail	N	N		John Smitton	XP0001	RT001	
					PRP	Private retail package (JAF/SIMPLY DRIVE)	N	N		John Smitton	XJ0001	RT008	
					PRX	Private retail tax exempt	N	N		John Smitton	XQ0001	AZ004	
					PRZ	Private retail prize	N	N		John Smitton	ZZ0008	-	
					PRK	Private retail pack	N	N		John Smitton	ZV0003	RT066	
					PRC	Private Retail ecommerce	N	N		John Smitton	-	-	
Subsidiary employee cars	Subsidiary employee cars Collaborators CD	Employee Retail	4	Employee, Dealer Employee	PRS	Private Retail Overage	N	N		John Smitton	-	RT007	
					PRE	Private retail employee	N	N		John Smitton	XS0001	RT003	
					PRA	Private Dealer affinity schemes	N	N		John Smitton	-	RT008	
					PRD	Private retail dealer employee	N	N		John Smitton	XT0001	-	
					FSN	Fleet Standard No Buyback	N	N	Fleet Standard/Outright Purchase (Cat 2)		2AD041	AA001	
					FMN	Fleet Major Nationally negotiated contract no buyback	N	N	MNNC indirect (via Dealer)		8LD004	-	
Companies under protocol	Key accounts Flottes Grand Comptes FD	Fleet	F	MNNC / Fleet Standard / National Fleet / LRM Rental (including Enterprise Rentacar, Thrifty(Gretnes), Avis, Europcar, Sixt & Hertz) Corporate Leasing (incl. Standard and Campaigns),Contract Hire with FDP	FFR	Fleet Rental	N	N	Leasing and Rental Customer Outright Purchase		2DD196	AL244	
					KFL	Leasing FDP	N	N	Corporate FDP via Lease (Cat 6)		6AD015	AB041	
					KFR	Leasing Rental	N	N	Rental companies (non DR) via Lease FDP		-	AX910	
					KSN	Contract Hire with FDP	N	Y	Free 2 Move Lease (prev PCH/CCM) Fleet via FDP (Cat 5)		5AD028	AK030	
					FIN	Direct Invoice Fleet no buyback	Y	N	Direct Invoice customer	John Smitton	8DP142	-	
					KID	Direct Invoice financed by Contract Hire	Y	Y	Contract Hire company being F2ML (prev PCH/CCM)	John Smitton	-	AK496	
		Public Sector	Q	Public Sector (Ind CCS / TPPL / YPO / ESPO / PH)	FPS	Fleet public sector	N	N	Public sector organisation via Outright Purchase		2ND029	AA011	
					KPS	Leasing public sector	N	N	Public sector organisation via Lease		6AD032	AT313	
					FIP	Police direct invoice	Y	N		Richard Abbott	8MP204	-	
					FDP	Police dealer	N	Y		Richard Abbott	-	AJ771	
					FDC	Fleet dealer convertor	N	N	Outright Purchase		2GD283	AR048	
					KDC	Fleet dealer convertor-contract hire	N	Y/N	via Lease Company including F2ML (prev PCH/CCM)		5FD023	AN463	
Converters		Converters	O	Equitrek / Allied / GM Coachworks etc	WDC	Motability dealer convertor	N	N	Non Allied Motability Convertors Outright Purchase		2MDF32	AZ981	
					FIC	Direct invoice fleet convertor	Y	N	Outright Purchase	John Smitton	8AP180	-	
					KIC	Direct invoice convertor-contract hire	Y	Y	Direct via F2ML (prev PCH/CCM)	John Smitton	5AD194	-	
					WIC	Motability Direct convertor	Y	N	Allied Motability		M89999	-	
					PRM	Private Retail Motorhomes	N	N		Richard Abbott	XP0002	-	
					BB1	Business unit 1	N	N	PMC Business	Faraz Jamal	XL0001	-	
		Business	B	Small Business Matrix / Business Unit 1 / Business / LCV Pack / LCV Overage Stock/Business Centre	BB3	Business Matrix	N	N	Standard Campaign	Faraz Jamal	XL0003	-	
					BBS	Business	N	N	Citroen Business	Faraz Jamal	-	AX919	
					BPD	Business Protocol Discount	N	N	B Marked (non FDP) additional support PMC	Faraz Jamal	XL0002	-	
					BPV	Business LCV pack	N	N	Pack LCV	Faraz Jamal	ZV0002	BS666	
					KCB	Business Contract Hire	N	Y	BK100/BK101 Citroen only	Faraz Jamal	-	-	
					KCH	Contract Hire	N	Y	Contract Hire both brands	JF0001	AK495	-	
Leasing	5	Leasing Count(L Codes)	KLC/FLC	Leasing Count	N	N	Citroen only		-	AK262L			
			FSL	Leasing Standard	N	N	Major Lease Companies FMS0		6K0073	AK405			
			KSL	Leasing	N	N	Standard Leasing		6LD050	AK014			
			KCC	Leasing Campaigns	N	N	Other lease companies		6K0055	DA085			
			KTX	Taxi Contract Hire	N	Y/N	via Lease Company including F2ML (prev PCH/CCM)		-	DA173			
			FTX	Taxi Fleet	N	N			2DD034	AV167			
Taxi	Other companies Flottes Autres FI	Ambulances	E	Ambulances (not Public Sector)	FAB	Ambulance- Fleet	N	N	Outright Purchase	Richard Abbott	2MD354	-	
KAB					Ambulance- Leasing	N	N	via Lease - non F2ML (prev PCH/CCM)	Richard Abbott	6MD354	-		
BDS					Driving Schools- business	N	N			-	AZ002		
FDS					Driving Schools- dealer supply	N	N			2DD007	DA428		
KDS					Driving schools- dealer contract hire	N	Y	via F2ML (prev PCH/CCM)		-	BK900		
FIS					Driving Schools- direct supply	Y	N	BSM/Hitachi Driving School	John Smitton	8GP001	-		
KIS					Driving schools- direct contract hire	Y	Y	via F2ML (prev PCH/CCM)	John Smitton	-	-		
KDA					Affinity Dealer Contract Hire	N	Y	via F2ML (prev PCH/CCM)		JU0004	DA115		
Associations		Affinity Schemes	I	Affinity schemes (PGA / LTA / NICEIC) and charities	KPC	Fleet Charities	N	N	Lease		6ED052	-	
FPC						N	N	Outright Purchase		2GD254	AA462		
Motability					Motability	Motability	N	N	WFM (Peugeot) / WMO (Citroen DS)	John Smitton	ZM0001	-	
VIP					NOT USED	NOT USED	-	-	NOT USED		-	-	
Direct sales with Brand buy back					NOT USED	NOT USED	-	-	NOT USED		-	-	
Direct sales without buy back	STR direct sales LCD Réseau LD	NDR Direct BB	A	Direct sales with Brand buy back e.g. AVIS / EUROPCAR	KIB	Direct Invoice Contract Hire with BB	Y	Y		John Smitton	JF0007/JF0008	-	
		NDR Direct no BB	9	Direct sales no Brand buy back e.g. AVIS / EUROPCAR	ZIB	NDR with buyback	Y	Y		John Smitton	EA9999	AK581	
					ZIN	NDR no Buyback	Y	N			-	AV387	
Via Dealer without buy back	STR via Dealer sales LCD Réseau LI	NDR indirect no BB	8	Via Dealer without buy back e.g. ENTERPRISE / EUROPCAR LCV	KIN	Direct invoice contract hire no BB	Y	N			-	-	
		ZDN			NDR indirect no buyback	N	N				2ED081	AL206	
Demonstrators	Network VD/VA VD/VA Réseau KI	Demonstrators	2	Demonstrators	DCM	Demo(CCM) historic	N	Y	-	Faraz Jamal	-	-	
Rental		Rental	R	Rental	DD1	Demo	N	N		Faraz Jamal	ZAG001	CC002	
					ZD2	Rental	N	N		Faraz Jamal	ZV0001	-	
Courtesy cars		Courtesy Cars	3	Courtesy cars / Internal Bodyshop	FSB	Fleet bodyshop	N	N		Faraz Jamal	-	CC001	
					FCM	Courtesy(CCM) historic	N	Y		Faraz Jamal	-	CC003	
					KSB	Contract Hire bodyshop	N	Y		Faraz Jamal	J0002	-	
					DSB	Dealer bodyshop	N	Y		Faraz Jamal	ZV0004	-	
OKM		Delivery Mileage		Delivery Mileage	NO CATEGORY					Faraz Jamal	-	-	
Subsidiary company cars	Subsidiary VD/VS VD/VS File KD	Employee Car Scheme	S	Employee Car Scheme (SCS / MCS / MCS / ECS)	LCS	Car Schemes	Y	Y		John Smitton	VS0001	ZZ701	
Other VD/VS		Company Cars	U	Company Cars (Fleet demonstrators / PR / Pool cars)	CCV,CCV	Company Vehicles	N	N		John Smitton	ZZ0001/ZZ0810	P8666	
OKM		Delivery Mileage	V	Delivery Mileage	CDM	Delivery Mileage	N	N		John Smitton	ZZ0090	ZZ060	