PRESS RELEASE

GoGet Teams Up With Dexus in Car-Share Deal for Tenants

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Dexus and GoGet are pairing up to put car-share spaces in a commercial landlord's network of buildings across the eastern seaboard for the first time.

Under the partnership announced on Tuesday, Dexus will allocate parking spaces in its buildings for GoGet vehicles and publicise them to building occupants.

The deal gives GoGet a wider pool of sites to place cars than its existing relationships with car-park providers Wilson and Secure Park. Dexus is counting on the tie-up to offer corporate tenants an additional or alternative service to their fleet or car-pooling needs. It will also make cars available to individual occupants of those buildings in a private capacity.

"There is a change to the transport patterns of Sydney," said Deborah Coakley, Dexus executive general manager for people and asset solutions. "As landlords, we need to be considering how we respond. It's not just about the person who signs the lease, but also the community of that building. What we're doing is providing an additional service. If they don't want to use the cars, it's fine."

Car-sharing is growing in popularity and Sydney-based GoGet already has tie-ups with developers to meet demands of the growing sharing economy and as the ratio of private car parks falls in residential developments. GoGet was part of a 2015 trial, along with Hertz 24/7 and GreenShareCar, to provide car-share services to top up the NSW state car pool.

"The partnership will provide our customers with exclusive benefits, reducing transport costs both at a corporate level and for every individual within our buildings," said Chris Hynes, Dexus group general manager for leasing.

The company declined to give details of the number of buildings included in the partnership, saying it was confidential.

There are already GoGet spaces in many Dexus buildings. The largest single grouping is at 383 Kent Street, built over a Wilson-run car park, with 10 spaces, GoGet head of locations Christopher Vanneste said.

Putting car-share vehicles closer to people was crucial to increasing their usage, Mr Vanneste said.

"We're so sensitive to that walking distance," he said. "If it's raining, you don't want to walk down two blocks to get your GoGet car."

Publicising their existence, as Dexus would do, was also crucial, he said.

"A lot of people in the CBD don't know they exist," he said.

GoGet will not automatically expand its fleet of cars beyond the current 2100 it has in Sydney, Brisbane, Melbourne and Adelaide as a result of the tie-up, but would do so in response to usage patterns, he said.

Further tie-ups are likely.

"We expect this to be eventually like end-of-trip facilities, which are standard," Mr Vanneste said. "We want car-share facilities to be standard in every building."

Source: http://www.afr.com/real-estate/goget-teams-up-with-dexus-in-carshare-deal-for-tenants-20160208-gmo7px