

# Return On Investment scenarios

Fleet Complete offers greater visibility into the activities of mobile workers, vehicles and high-value equipment in the field. With real-time information, such as the driver's or vehicle's location, status and availability, fleet managers and business owners can improve fleet productivity, reduce operational costs, make more efficient scheduling and dispatching decisions, and improve the bottom line.

Scenarios below showcase the potential benefits of implementing Fleet Complete solutions.



## THE CHALLENGE

The number one priority for an industrial servicing company was increasing its fleet safety and reducing operational costs. Anonymity in daily operations upheld the habit of poor driving behaviour - one of the main causes of high at-fault collisions.

## THE BENEFITS

With Fleet Trackers installed in all company vehicles, both fleet managers and drivers saw the detrimental impact of aggressive driving on fleet performance. After correcting the course, collision rates dropped by 75% with only 1 out of 12 vehicles being involved in minor incidents, versus 1 out of 2 vehicles prior.

## THE FINANCIAL IMPACT

In addition to savings from reduced accident rates and lower insurance premiums, the company was able to increase the resale value of their vehicles at auctions due to routine preventative maintenance and better vehicle conditions.



## THE CHALLENGE

A steel manufacturing leader in Western Canada has been providing reliable customer service to shopping centres, schools, office building and warehouses since 1984. The company was looking to reduce fleet-running costs and get competitive edge in their customer service through fleet tracking capabilities.

## THE BENEFITS

Fleet Complete allows fleet managers to easily locate vehicles in the fields and provide update on their status to the customer. With accurate information on the location, status and asset activity, fleet managers gain the necessary insight to increase driver safety, productivity and accountability.

## THE FINANCIAL IMPACT

Since the implementation of Fleet Complete, fleet managers were able to evaluate driver behaviour, implement new policies, review dispatching decisions and improve organizational efficiencies, while reducing fuel costs by 10%. In addition, the company was able to recover stolen vehicles of \$160,000 in value.



## THE CHALLENGE

A family-owned local towing business has been providing professional towing services to customers for over 40 years. With the number of road vehicles increasing exponentially, the company started experiencing larger call volumes and needed a robust solution to help them keep up with the growing business.

## THE BENEFITS

After implementing the Fleet Tracking solution, the centralized dispatching process has become significantly more efficient. Dispatchers were now able to locate the closest available vehicle and send the driver to a customer location faster, minimizing the travel and wait times.

## THE FINANCIAL IMPACT

Efficiency in dispatching has resulted in 50% productivity increase, allowing this family-owned business comfortably handle more workload with the same amount of resources. Faster and smarter dispatching decisions led to an increase in customers served, which positively affected the bottom line.

**Contact us at 1-800-220-0779 for your personalized Return on Investment assessment and see how much you can potentially save with a Fleet Complete solution.**