



MIKE ALBERT



## ADVANTAGE<sup>®</sup> FLEET MANAGEMENT



If your company relies on fifty or more vehicles to keep it running, but lacks the qualified personnel to handle day-to-day fleet responsibilities, let the experts at our fleet management company take the wheel to save you time, frustration, and money.

### The complexity of fleet and driver management is accelerating.

These days the job of managing your fleet and drivers effectively is overwhelming. The requirements are expanding, fleet data is ever evolving, and state and local regulations for commercial transportation are frequently changing.

Finding the right talent with the skill set and certification to handle the details is a challenge—especially when many fleet managers and administrators are retiring and younger generations, for the most part, aren't choosing these positions as career options.

Consequently, many businesses resort to assigning their in-house fleet management to an employee already on staff. Oftentimes this isn't the best solution, since typically these employees lack fleet expertise and have other job responsibilities pulling their focus away from driver needs and fleet administrative duties.

Instead of us allocating people, capital, time, and space to this very important function, we can use those resources elsewhere in the core activities of our business. That's the value.

- Gregg Battaglia, CFO,  
Storpack North America

### Advantage<sup>®</sup> empowers you to turn the everyday into exceptional.

The Advantage service at our fleet management company pairs you with a dedicated Client Support Specialist (CSS), your single point of contact for handling day-to-day questions and concerns from your drivers and staff about fuel cards, licensing, insurance, citations, vehicle ordering, and other fleet-related items. Your CSS, a trained fleet expert, backed by a team of equally skilled pros, advances the role of your daily internal fleet management to a whole new level.

#### Our clients enjoy these benefits:

- Reduced fleet-related expenses and administrative burdens on company staff.
- Improved driver satisfaction resulting from faster response times to fleet inquiries.
- Increased driver productivity due to prompt resolutions of issues that cause downtime.
- Time and money savings from hiring outside fleet experts instead of adding and training new staff.

## Choose the level of support for your specific needs.

Whether you're looking for help with fleet administration, driver management, vehicle ordering, or all of the above, we're ready to make your goals our goals. Don't see what you need? We'll gladly customize a plan for you.

Mike Albert Advantage Plans				
	ORDER ADVANTAGE	DRIVER ADVANTAGE	ADMIN ADVANTAGE	TOTAL ADVANTAGE
Single point of contact (CSS)		✓	✓	✓
Vehicle ordering assistance	✓		✓	✓
Driver policy		✓	✓	✓
Driver onboarding		✓		✓
Driver vehicle assignments		✓		✓
Citation management		✓		✓
Fuel cards		✓		✓
License & title assistance		✓		✓
Insurance cards		✓		✓
Employee discount program			✓	✓
Replace/repair advice			✓	✓
Vehicle inventory management			✓	✓
Standard fleet reporting			✓	✓

### Vehicle ordering assistance.

We'll work with your drivers to ensure their vehicle choice is compliant with your company's vehicle selector guide, which we can help you create. We'll also address questions about vehicle features and monitor the placement of orders.

### Driver policy.

If you don't have a driver policy in place, we'll help you develop one if you'd like. We'll even communicate it to your drivers upon request.

### Driver onboarding.

We'll introduce ourselves to all your drivers and train them on the basics of our services and how to benefit the most from them. When you hire new drivers, we'll contact and train them as well.

### Driver vehicle assignments.

We'll keep and maintain an up-to-date log of all your vehicles and the driver assigned to each one.

### Citation management.

If a state or local authority alerts us to a citation involving one of your drivers or vehicles, we'll notify the driver. If the citation isn't promptly paid, we'll contact you to determine the best method of resolution.

### Fuel cards.

If you're a member of one of our partner fuel programs, we'll provide your new and replacement fuel cards, resolve any PIN issues, handle declined cards, and answer questions about card usage.

### License & title assistance.

We'll address questions about state changes, vehicle inspections, registration renewals, and business licenses (in certain states). With the information we have, we'll determine forward-facing renewals and cancellations.

### Insurance cards.

We'll work directly with your auto insurance provider to issue new and replacement insurance cards to your drivers and keep copies of the cards for reference.

### Replace/repair advice.

Upon request, if one of your vehicles is damaged in an accident, we'll review the options for vehicle replacement or repair and the approximate pricing and value of each.

### Employee discount program.

If you'd like, we can arrange a discount program for your employees to purchase our off-lease vehicles.

### Vehicle inventory management.

If you have a vehicle inventory pool, we'll monitor it, notify you when inventory is too low or too high, and strategize with you on future orders. We'll also coordinate the storage of your vehicles, assign available vehicles to new drivers, and handle any title and license needs. Plus, once a year, we'll conduct an audit of your drivers' contact information to ensure the right delivery location is on file for vehicles, plates, registration, etc.

### Standard fleet reporting.

Upon request, we'll provide standard reports and executive key performance indicators (KPIs) on the fleet data of your choice.