

ebook

9 Secrets to Cut Fleet Costs

GPS fleet tracking can help improve productivity and reduce fuel usage, which can lead to increased revenue and better customer service.

verizon[✓]
connect



The day-to-day costs of running a fleet can add up quickly

Some fleet-related costs can go unnoticed – you can't monitor what you can't see.

Lack of visibility into fleet management costs can really put a dent in your bottom line – which isn't something you've budgeted for.

There are several areas where fleet costs may be adding up unknowingly:

- Miscalculating payroll or overpaying on overtime
- Unauthorized vehicle usage
- Fuel used by each driver
- Not tracking maintenance schedules

The average total cost of ownership (TCO) for a light-duty vehicle ranges from \$5,000 to \$8,000 per vehicle, per year.¹

¹Source: http://www.fleetfinancials.com/article_story/2014/02/10-ways-to-reduce-fleet-costs.aspx

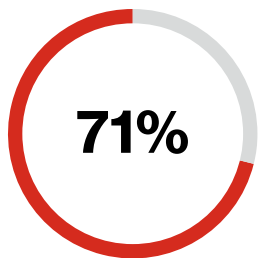


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Understand how to accurately calculate payroll

Something to think about:

Your driver starts work late on Tuesday morning. On Wednesday afternoon, he clocks out a little earlier than he should. But when he submits his weekly timesheet, it shows normal start and end times for both days. It looks like he's not being truthful about the hours he worked. You only bill your customers for hours that are worked – and it should be the same with your staff.



The percentage of surveyed customers who decreased their payroll costs with Verizon Connect Reveal by verifying times that staff are on site.¹

If your timesheets aren't accurate – even just by small increments – you are simply giving away money that could be invested back into your business. Drivers rounding up their hours on a regular basis can be an extra cost for you.

Essentially, your revenue is tied to an honor system with your drivers and any slight deviations can mean a hit to your bottom line.

Without an accurate and reliable GPS fleet tracking solution in place, the full scope of your payroll could be in your employees' hands. It's simply not worth exposing your business to the financial risk.

A GPS fleet management solution will monitor and report all working hours, enabling you to eliminate manual timesheets and capture key metrics to boost the daily productivity of your drivers.



If you use manual timesheets to record your drivers' hours, how do you know that the hours they are submitting are accurate?

¹Source <https://www.techvalidate.com/app/facts/DFA-D2D-55D>

Stop unauthorized vehicle usage

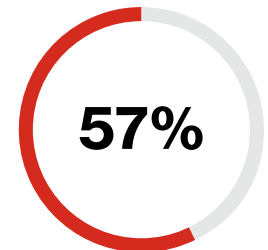
Something to think about:

Your employees take company vehicles home at night and on the weekends. They are home and need to run a few errands... and your company vehicle and their personal vehicle are both sitting in the driveway. Which vehicle do you want them to use?

Do your drivers use your company vehicle – and fuel – to run personal errands after hours? This could be adding wear and tear to your vehicles as well as adding to your fuel bill. How much company fuel, is being used for personal trips?

If a driver has their company vehicle or personal vehicle sitting in the driveway after hours, it can be all too easy to choose the company vehicle to run an errand – instead of their own personal vehicle. As a fleet manager or business owner, fuel can be an enormous and ever-fluctuating cost, and one that is hard to control or predict.

Without a GPS fleet tracking solution in each of your vehicles, there's simply no way to tell if a driver is using your company vehicle after hours – or even over a weekend – for personal use, while you're footing the fuel bill.



The percentage of surveyed customers who reduced their fuel costs by reducing personal use of vehicles.²

²Source <https://www.techvalidate.com/app/facts/B94-BE2-B71>

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Monitor fuel consumption

Something to think about: Your driver fills up his personal vehicle with a full tank at the pump. They open their wallet to pay and pull out your company fuel card.

While you may trust your drivers, in reality you have very little knowledge about which vehicle the fuel was purchased for, you can only hope it was for one of your company-owned vehicles.

Fuel card fraud is easy. Your driver fuels up their personal vehicle with a full tank, opens their wallet, pulls out the company's fuel card and swipes it. Regrettably, it does happen.

Fuel card integration combined with GPS vehicle tracking can help eliminate fuel card fraud. You can identify if the fuel pumped into the vehicle exceeded the tank size of the assigned vehicle or even if the company vehicle wasn't at the pump at the time the fuel card was used.

Fuel cards can be a very convenient and easy way to manage your fleet's fuel expenses. However, with no ability to accurately verify fuel transactions against company vehicles, there is potential for theft.

100%

Percentage of surveyed customers who reduced fuel costs by up to 10% with Reveal.³

³Source: <https://www.techvalidate.com/app/facts/78A-AE9-FB3>



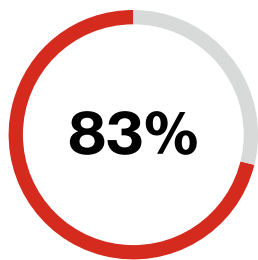
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Coach drivers to stop unwanted driving habits

Something to think about: Your company vehicle is parked at the curb. During your driver's one-hour lunch break, they sit in the company vehicle and eat lunch with the engine running and the radio blasting – along with the air conditioning. Your fuel is being wasted on unnecessary idling.

Other driver behaviors, such as harsh braking and hard cornering, not only waste fuel, they can increase accident risk.

All of this could cost your business money, time and reputation. Do you know how well your drivers perform on the road and behind the wheel?



The percentage of surveyed customers who improved overall safety with Reveal by improving driver accountability.⁴

⁴<https://www.techvalidate.com/app/facts/5E5-A7F-E59>



Did you also know that your driver's habits – excessive idling, speeding, quick accelerations and hard braking – can all contribute to wasting significant amounts of fuel?

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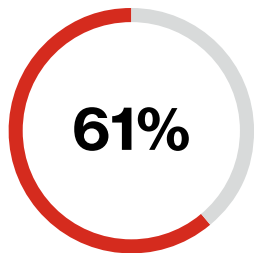
Don't forget about vehicle maintenance

Something to think about: Do you know when your vehicles are due for maintenance? If not, it could be costing you more than you think.

If you're in the dark about when vehicles are due for a service, critical maintenance can easily be overlooked. This might result in a costly breakdown that could have been prevented.

However, staying up-to-date with your fleet's maintenance schedule and service requirements can be time consuming and potentially costly if you don't have the right GPS vehicle tracking solution in place.

The right solution offers the benefit of regular service and maintenance reminders (based on date, mileage or even hours of use) which could help you save time and money.



The percentage of surveyed customers who were able to reduce vehicle maintenance costs by 10% or more with Reveal.⁵

⁵Source: <https://www.techvalidate.com/app/facts/384-913-529>



**The more you look after your fleet,
the less it could cost you in the future.**

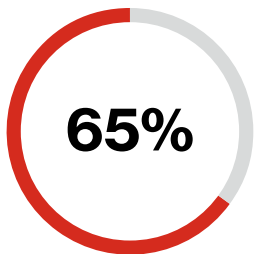
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Cut manual processes that cost time and money

Something to think about: Are outdated, manual processes costing you more than you think? You could be losing a lot of time and money because of legacy methods that don't take advantage of new technology that can improve accuracy and automation.

Think about how much extra time you would have if you didn't need to check manual timesheets or enter hours by hand into a payroll system. As well as being inefficient and frustrating, manual processes can mean more mistakes. Even a small error in calculating a drivers' hours may lead to overpaying.

Similarly, manual systems also have no real checks and balances. Imagine if you were able to determine – via a simple alert – if a company vehicle was being used after-hours or which drivers were wasting the most fuel. By switching to a more automated system, you can help rid your company of manual processes and have more time to focus on what's important – managing and growing your business.



Percentage of surveyed customers who were able to reduce operating costs by 10% or more with Reveal.⁶

⁶<https://www.techvalidate.com/app/facts/B5C-9D0-72C>



When it comes to your day-to-day operations, do you have time-consuming, manual processes in place that could be automated?

Create an optimized route for optimized performance

Something to think about: Are your drivers taking the shortest routes from job to job, to help minimize fuel usage?

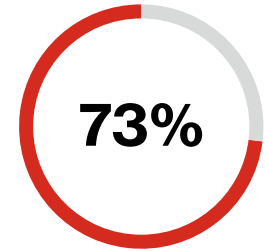
When it comes to getting from A to B, you want your drivers on the quickest route. This can save your driver time, your business money and can lead to better response times.

With GPS fleet tracking, you can see where your drivers travel and how much fuel they may be using in the process.

To understand if your fleet is operating as efficiently as possible, a reliable GPS vehicle tracking solution can add enormous value.

It can help you identify the most optimal route – the one that requires the least amount of fuel – and then coach drivers to use that route

You'll also be able to provide your customers with more accurate information regarding arrival and delivery times for specific jobs.



Reveal has helped 73% of surveyed customers save money by maintaining up-to-the-minute visibility of fleet location for better routing and dispatching.⁷

⁷<https://www.techvalidate.com/app/facts/22B-D52-CE2>



Pay attention to job start and finish times

Something to think about: Are you billing your customers for the correct hours that your technician was at a job site?

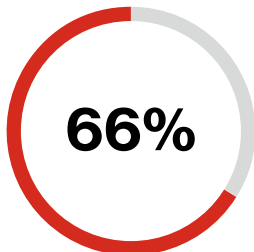
Have you shortchanged your bottom line because you don't have insight into accurate start and finish times for each job?

Because drivers are often busy, their job sheets may be inaccurate or incomplete.

When it comes to billing your customers, you are relying on the times your drivers have submitted – and these times may be rounded down or they may even be missing hours that you haven't billed.

With the help of GPS vehicle tracking, you can verify start and end times for each job your technicians complete.

This helps you invoice customers only for the hours that a technician is at the job site. This GPS location data can also be useful if a customer disagrees with the hours billed.



The percentage of surveyed customers who achieved a positive ROI in one year or less.⁸

⁸<https://www.techvalidate.com/app/facts/5F4-010-A6A>



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Determine how much your time is worth

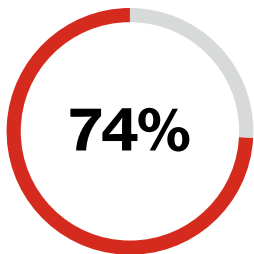
Something to think about: Time is money. If you save time, you save money. No matter your role in the company, your time is precious.

How much time do you or your team spend running the same reports, building the same graphs or creating the same charts on a regular basis?

It's important to look for ways to streamline and simplify everyday activities like these that cost more time than they're worth.

As well as providing you with much greater levels of insight into your fleet, GPS vehicle tracking can help you get through administrative tasks much faster with far less hassle.

Just imagine the benefit of having scheduled reports or fleet-related dashboards with a full picture of all your fleet's metrics delivered right to your inbox.



The percentage of surveyed customers who use our Reports to save their business time and money.⁹

⁹<https://www.techvalidate.com/app/facts/C7A-5F2-852>



The less time spent focused on admin tasks means more time spent on chargeable activities – helping you make more money.

Control costs, reduce fuel, save time and money

With a wide range of features that can be customized to meet your business's needs and goals, GPS fleet tracking can help you:

- Drive revenue while increasing productivity
- Improve invoicing, billing and customer service
- Eliminate inaccurate, manual business processes
- Cut costly vehicle wear and tear
- Reduce fuel-wasting driver behavior
- Increase the use of optimized routes
- Monitor vehicle usage of company-owned vehicles
- Accurately calculate payroll and overtime hours

Get better visibility into your fleet. Schedule a free online demo today at verizonconnect.com or call 866.844.2235

