

5 Steps to Improving Government Fleet Utilization

Government fleets are under pressure to show public dollars are being well spent. Accurate fleet utilization reporting is a powerful tool to make that happen.



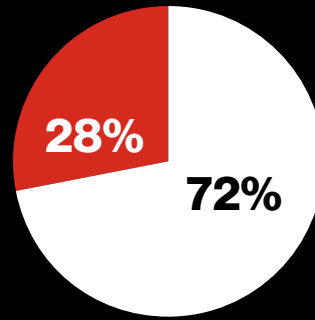
Better utilization can reduce fleet costs

With the ongoing pressure to control budgets and deliver an efficient service, government fleets need to find ways to keep costs down. One highly effective method is measuring fleet vehicle utilization.

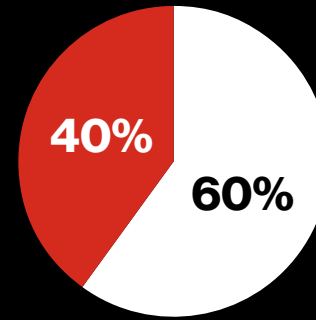
Improving fleet utilization requires an analysis of vehicle use at the individual vehicle level. However, analyzing individual vehicle data – across a broad range of metrics and over varying periods of time and locations – can be difficult. Organizations that use telematics will find utilization studies easier and get more accurate results.

Boost fleet utilization up to 12% with fleet management solutions

Before



After



■ Regularly used
■ Not regularly used

Source: Custom Research from Frost & Sullivan LCV Telematics Market—November 2015



Step 1: Identify key metrics

Fleet metrics that provide valuable insights:

Miles traveled or hours of use

Ideally this measurement should go back three years. Measuring miles traveled or hours of use (for each unit) provides a data-driven baseline to develop a utilization trend.¹

Identify what qualifies as a low-utilization vehicle

Establish an agreed standard for what units will be classified as low utilization (e.g. less than 5,000 miles per year for a light-duty vehicle).²

Drive time/on-site time/idle time

Identify inefficiencies by analyzing stops and jobs that are repeatedly longer than expected, slow routes and drivers whose work habits suddenly slow down. Make sure you can report by individual driver as well as across teams and divisions.



Step 2: Smarter maintenance scheduling

A fleet management solution can help you to schedule preventive maintenance for your vehicles, making sure any downtime is kept to a minimum. And less downtime means you'll be getting better ROI from your vehicles, and improved utilization rates.

Here's a few specific ways telematics can make your maintenance scheduling smarter (and easier):

Advance planning

Automated tracking of mileage and engine hours means you'll know when a vehicle's service is due, allowing you to make arrangements to organize a temporary vehicle so work isn't disrupted.

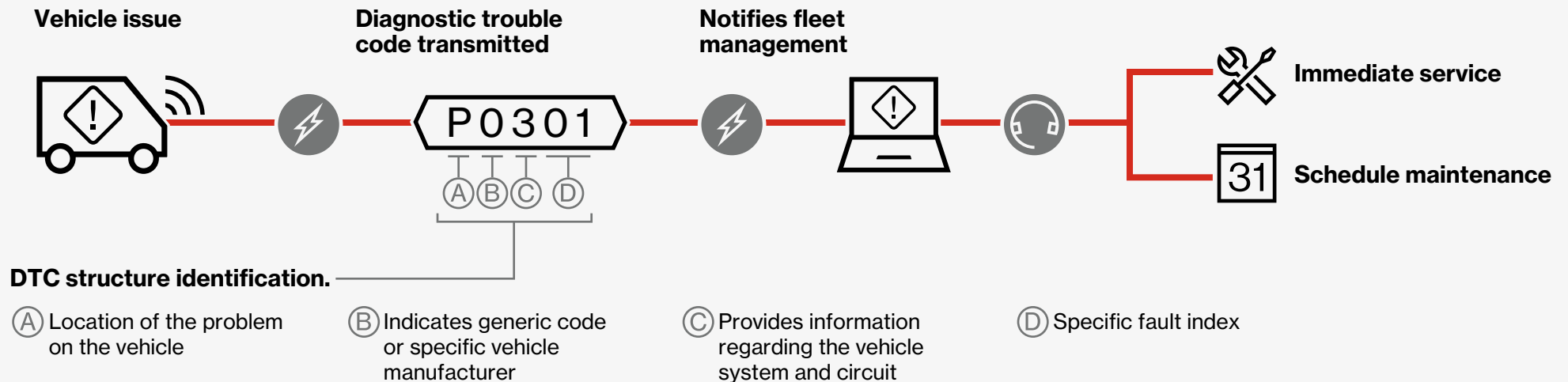
Resolve issues faster

Vehicle health alerts and reminders indicate when it's time for an oil change, tire pressure is low or a diagnostic trouble code (DTC) that needs immediate attention.

Right-size fleet

With better maintenance scheduling there is less need to rely on "backup" vehicles. These vehicles can be sold off, reducing overall fleet costs.

Diagnostic Trouble Code (DTC) alerts



Step 3: Analyze job history

How do the organization's goals compare to actual fleet performance? To find out, analyze job history. Whether you're looking to identify bottlenecks in service schedules, speed up performance times or improve service, job history can be a key metric in determining vehicle utilization.

A good fleet management solution can tell you how effectively your vehicles are being used with data such as:

- Where vehicles have been
- When they arrived at a jobsite
- How long they were at a jobsite
- Compare this information with fleet goals and benchmarks

Geofences are used to monitor when vehicles arrive or leave a designated area. With this knowledge, you can make incremental changes that have a significant impact on fleet utilization.



Step 4: Handling disruptions efficiently

Emergencies happen, particularly, for government fleets. There are days when routes and schedules need to be changed at a moment's notice.

Sometimes these changes can be managed manually, but when the time required to do so is factored in, it often makes more sense to use technology. With the intelligence derived from a telematics fleet management solution, re-routing another vehicle may be better than re-routing the vehicle that has been most affected by the change in schedule.



Step 5: Be prepared for changes in weather and traffic

Severe weather and traffic congestion can slow and often shut down the work of a government fleet. Traffic volume increases every year and bad weather is likely to occur, so it's important to recognize that both weather and traffic can negatively impact fleet utilization. Since government fleets typically have to provide services or clean-up duties during, and in the wake of, inclement weather, include a storm response plan in the efforts to improve fleet utilization.

Develop processes for navigating around traffic or road blockage issues so the fleet can continue to meet its constituents' needs.

Fleet management solutions integrated with advanced telematics, navigation tools and up-to-the-minute weather and traffic data can help efficiently route vehicles when conditions change. Your drivers remain safe and productive and your utilization remains high.



Utilization analysis gives deeper insight into fleet needs

When analyzing utilization in government fleets, there are a number of other factors to keep in mind, particularly if right-sizing is on the agenda. Losing vehicles can be a sensitive subject for user departments, so diplomacy and empathy need to be employed at every step of the process.

Be prepared for the unexpected. While the goal may be to right-size the fleet by making it smaller, utilization analysis may show that the fleet actually needs more vehicles and not fewer.

The bottom line is that it is imperative to use the right metrics when evaluating fleet utilization. Looking at job history and routes taken will give the fleet manager a clearer picture of how well fleet assets are being utilized.

Advanced telematics, navigation and routing solutions are available to assist with all of these areas, and the most useful and innovative solutions will do all of them on one platform. Having a well-utilized fleet can be the answer to doing more with less and will help add measurable benefits to the agency's budget.

What can this mean for you?

Miles driven

Reduce by up to

10%

Vehicle utilization

Increase by up to

20%

Fuel

Save up to

25%

Idle time

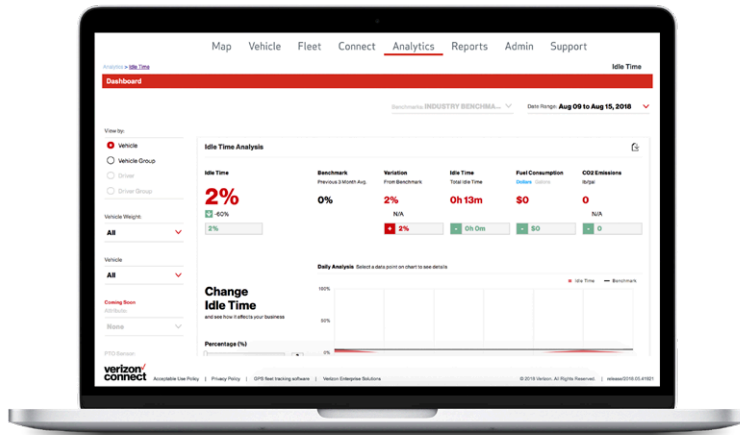
Reduce by up to

30%

Source: Frost & Sullivan LCV Telematics Market custom research



We can help right-size your fleet



Using telematics, NARA reduced its fleet by 21%, reduced fuel consumption by 12.5% and increased driver productivity.

To learn more about how our fleet management solutions can benefit your organization, visit us at verizonconnect.com or call 866.844.2235.

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