

# Strategic Consulting

## Accelerate your fleet's performance

Your fleet is unique, and so is our approach. Element Fleet Management's team of best-in-class strategic consultants provide you with customized solutions based on industry best practices, with the goal of maximizing value by reducing costs, increasing productivity and mitigating risk.

Equipped with a suite of industry-leading analytical tools and an intimate knowledge of the fleet industry, our consultants analyze all aspects of your fleet's performance including costs, vehicle efficiency, driver safety and liability. Your specific fleet information is then assessed against industry trends and metrics as well as peer company benchmarking data.

We will pinpoint inefficiencies, identify opportunities, provide recommendations and help you implement strategies to drive continuous improvement across your entire fleet, so you meet your goals. We'll be with you every step of the way.



For more information,  
contact your Element  
account manager or visit  
[elementfleet.com](http://elementfleet.com)



## Strategic Consulting

# Customized recommendations based on industry best practices that increase productivity, reduce expenses, mitigate risks and meet your goals

### STRATEGIC CONSULTING AND MORE

#### We deliver recommendations through analysis and market insights

- Evaluate macroeconomic conditions and fleet-industry dynamics
- Work with you to understand your business goals and how you use your fleet
- Baseline your fleet costs, processes and policies
- Benchmark your current performance against comparable fleets
- Identify opportunities and recommend changes to your fleet strategy
- Partner with you to implement changes to your fleet strategy
- Measure savings and performance against your goals
- Complete visibility into the vehicle ordering process

### THE ELEMENT ADVANTAGE

#### We provide analytics, not just data – to lower your costs and improve your fleet's performance

- A team of 35 consultants with an average of 11+ years of fleet industry experience and expertise in finance, accounting, auditing, tax, marketing, information systems, mathematics, sourcing, risk operations and quality
- The deepest benchmarking data in the industry applied by our experts to your fleet's specific challenges and opportunities
- Continuous support from goal setting, model year planning, annual review and benchmarking to goal/performance review
- Analysis and recommendations for every stage in your fleet's lifecycle: strategic planning, financing, acquisition, vehicle and workforce management, and remarketing
- Results-focused solutions based on methods such as lifecycle cost analyses, depreciation analyses, program audits, fleet integration, deployment planning, cash flow management, driver surveys and more
- Continuously monitoring KPIs that allow us to identify cost saving opportunities for your fleet more quickly

In 2021, we identified

**\$1.5B+ in cost savings**



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