



Outsourcing

CASE STUDY

Fleet outsource model drives down costs

An energy utility company wanted to reduce costs and improve driver safety. This customer managed its fleet in-house, only outsourcing upfitting specifications/design and maintenance to separate third parties. It decided to move to an outsourced model, where Element Fleet Management would spec and facilitate vehicle engineering, ordering and delivery, as well as manage fuel cards, safety and maintenance.

Our Solution

Element's Strategic Consulting team conducted an optimum replacement planning analysis. Our truck engineers developed fit-for-purpose specs for the client's vehicles, moving from vans to F250 trucks. The customer replaced the third-party maintenance software it had been using with Element's Maintenance program, in which all information from retail transactions and the customer's in-house garage was captured and available via Element Xcelerate™. This program includes proactive preventive maintenance scheduling. In addition, Element implemented driver record checks and the Driver Profile program, as well as Element's Telematics program for its entire fleet to improve driver safety. Weekly reports identify exceptions so managers can work with at-risk drivers. The customer also enrolled in Element's Fuel program to control fuel costs.

Impact

Over the last three years, this customer has saved \$260,000 in fuel costs and \$175,000 in maintenance costs. Its fleet is more versatile and ergonomically more effective for drivers. And it has enhanced identification of risky drivers to reduce its risk liability and increase driver safety.



**Saved \$435,000
over three years,**

enhanced driver safety and
improved driver satisfaction

FLEET PROFILE

Industry
Energy Utility

Type
Service fleet
Centralized

Total fleet size
900 pickups

Services utilized

- Financing
- Fuel
- Maintenance
- Personal Usage & Expense Tracking
- Telematics