



# Truck Engineering

## CASE STUDY

### Spec Summit reduces truck spec count and improves asset redeployment process

A large customer had more than 100 truck specs across all businesses and functions, making it nearly impossible to efficiently reassign vehicles when needed. Reassigned vehicles required additional upfits upon arrival, or to be sent elsewhere. Too many specs also extended and complicated the ordering process.

The customer was looking to reduce the number of specs available but would need to get buy-in from both the current drivers as well as key decision makers within the company.

#### Our Solution

Element Fleet Management initiated an annual Spec Summit for the customer's internal stakeholders that represented various levels within the company. The Spec Summit brings in sample trucks, tires, inserts, etc., for attendees to view and select. Attendees work through business needs to rationalize spec options and obtain business buy-in. The Spec Summit led to a substantial reduction in the number of specs offered.

#### Impact

The reduced number of specs offered now more accurately meets the customer's business needs. The spec count was reduced by 73% as a result of the annual Spec Summit. The reduced spec count increased the flexibility of the client to quickly redeploy units and reduced the order-to-delivery time by 67%.



Fewer number of specs offered

**reduced  
order-to-delivery  
time by 67%**

#### FLEET PROFILE

**Industry**  
Oil & Gas

**Type**  
Service/delivery/sales  
Cars, light trucks, medium trucks, heavy trucks, trailers

**Total fleet size**  
3,000

#### Services utilized

- Accident
- Acquisition
- Fleet Partnership Solutions
- Fuel
- Maintenance
- Risk & Safety
- Title, Licensing & Registration

