



# Telematics

## CASE STUDY

### Telematics solution delivers immediate savings to service fleet

A national automotive supplier wanted to reduce the costs of its service fleet, which consisted of light, medium and heavy trucks. The customer also felt improving driver safety was a major priority and asked Element Fleet Management to provide recommendations on how to accomplish these goals.

#### Our Solution

Element recommended the implementation of our Telematics service, which combines advanced telematics hardware with knowledgeable consulting, robust reporting and in-house support capabilities. Element specialists managed the installation of telematics devices in 900 units. Our experts provided end-to-end management of the program, including data analytics and performance management.

#### Impact

##### Fuel Savings:

The customer reduced fuel consumption by nearly 10% (over \$500,000 in savings) by implementing telematics:

- Eliminated unauthorized use. The customer could now identify drivers who took vehicles home at night and used them as personal vehicles.
- Reduced fuel consumption. The customer could monitor drivers to ensure they were following routes as designated by customer's in-house software.

##### Accident savings:

Element's Telematics service reduced the customer's accident spend by 32% as a result of immediate notifications sent to managers when drivers didn't wear seat belts or went over the posted speed limits.



**\$2 million**  
cost reduction

in six months after implementing telematics

#### FLEET PROFILE

##### Industry

Automotive

##### Type

Service fleet  
Centralized, light trucks, medium trucks, heavy trucks

##### Total fleet size

900

##### Services utilized

- Accident
- Acquisition
- Financing
- Maintenance
- Telematics
- Title, Licensing & Registration

