

Right vehicle for the job results in cost savings of nearly \$850k

THE CHALLENGE

One new Wheels client—a field IT and communications company—was looking for ways to cut down its fleet costs while still keeping drivers productive and happy. The client’s internal Director of Operations was tasked with finding an alternative vehicle that would meet all their needs; however, before his company partnered with Wheels, he managed the fleet virtually on his own and didn’t have access to an expert truck engineering staff that could provide the strategic guidance he needed.

THE SOLUTION

Wheels Truck Engineers worked with the client from the outset, completing a series of thorough site visits to develop an understanding of exactly how the client’s vehicles were configured and used. They determined that the client’s existing vehicle inventory featured cargo vans that had a lot of underutilized equipment space. The Wheels Truck Engineer and Fleet Consulting Manager met with members of the client’s field management staff to review the exact types of equipment in the vehicles and how they were being used. The team was able to identify three “categories” of equipment: equipment that had to be there, equipment that was nice to have and lastly, equipment that was not really needed. After removing the unnecessary equipment, the Wheels Truck Engineer placed the remaining materials into a smaller SUV with a modular storage upfitting package—and the materials fit in perfectly! This modular storage system is very user-friendly and can adapt to carrying the required cargo or passengers in a matter of minutes.

Fleet Size:	200 Vehicles
Vehicle Type:	Cargo Vans to SUVs
Industry:	Field IT

THE RESULTS

After successfully fitting all the required materials into a smaller vehicle, the client was convinced it could switch from cargo vans without sacrificing any performance. By moving to SUVs and cycling them every 90,000 miles or 36 months, the client was able to reduce its monthly vehicle costs by \$351. For a 200-vehicle fleet, that meant total lifecycle savings of nearly \$850,000!

The drivers were also happy because their new SUVs were equipped with four-wheel drive, and the modular storage systems made accessing materials and equipment from the vehicle much easier.

Finally, because the modular storage systems are fully removable when it comes time to sell the vehicle, the client knew it would be able to market the vehicles in close-to-factory condition, meaning higher remarketing values.

\$850k IN SAVINGS

BEFORE



AFTER



ABOUT WHEELS, INC.

Wheels, Inc. (wheels.com), which pioneered the concept of auto leasing in 1939, provides a full range of specialized services to help organizations manage their vehicle fleets. Wheels manages more than 300,000 vehicles. At near \$2 billion, its holding company Frank Consolidated Enterprises currently ranks as the largest privately-held fleet management company and one of the largest private companies in North America. For additional information, please contact info@wheels.com.

All data analyzed and provided by Wheels, Inc.