5 COST SAVINGS TIPS FOR MOBILE ENTERPRISES

That Go Way Beyond Fuel Economy

Introduction

Ask fleet owners about where to reduce costs and the most common response will be fuel. It's not surprising considering fuel costs are one of the biggest operating expenses for a fleet.

But if you're only looking at fuel savings you'll miss out on a whole slew of smart ways to cut back on fleet costs.

This eBook will introduce you to five tips to reduce additional fleet operating costs, while also improving efficiency, customer service and safety.

The five main areas this eBook focuses on are:

- Improving driver safety and reducing liability
- Maximizing asset utilization
- Reducing direct labor costs
- Improving fleet profitability
- Reducing vehicle downtime with condition-based maintenance

one Improving driver safety and reducing liability

Typical savings:
$40 per month/vehicle

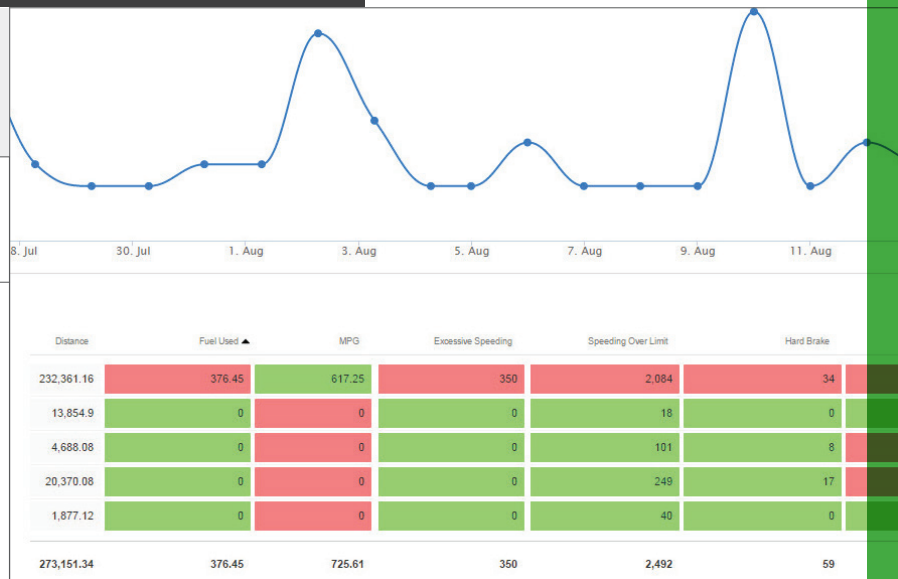
2% Percentage improvement required to meet savings goal

Objective: Reduce accident count

Managers can proactively monitor behavior that increases the probability of a driver causing an accident using driver safety scorecards. The scorecard is calculated based on specific events that can indicate dangerous driving such as speeding, harsh acceleration or not wearing a seat belt.

Dangerous driving can be further discouraged through the use of in-cab alerts. An audible alert is triggered inside the vehicle if unsafe driving is detected. This real-time coaching has proven to be particularly effective at keeping drivers aware of unsafe driving habits.

The scoring can be configured to match the safety targets of your fleet. If you are particularly concerned about speeding you can change the alert settings to be less tolerant of speeding incidents. A web-based dashboard can show speeding events by severity and color-coded to indicate cases where there is significant accident risk.



Safety dashboard

One fleet experienced a significant drop in speeding events just one month after implementation, and then, within seven months, they saw a 90 percent reduction in excessive speeding. It goes to show that performance measured is performance improved.

A dashboard will help you to chart the progress of your team over time, using key performance indicators that matter most to your business.

two Maximizing asset utilization

Typical savings:
$26 per month/vehicle

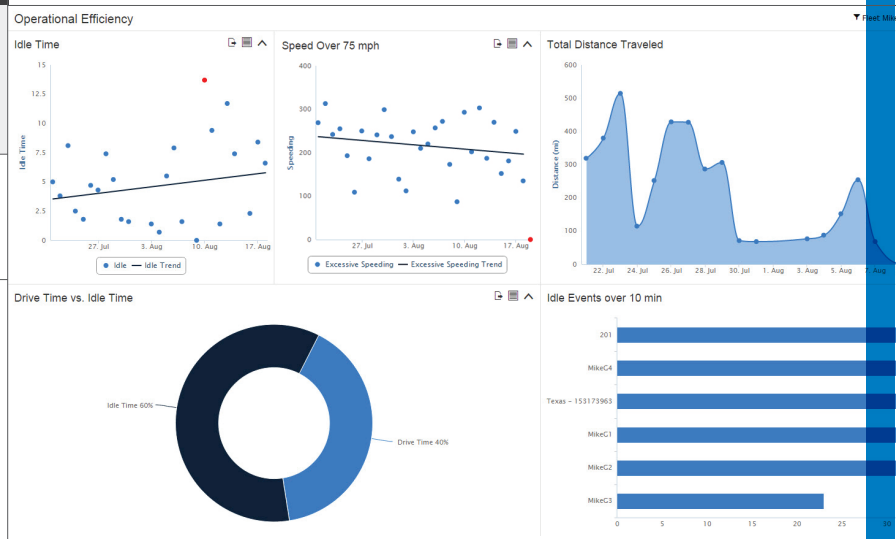
2% Percentage improvement required to meet savings goal

Objective: Improve efficiency of miles driven

A few of the many dashboards within the Telogis platform are operational efficiency and fleet utilization. These dashboards monitor a range of actionable metrics including idle time and miles driven for each vehicle.

This allows fleet managers to look at how individual vehicles are being driven and then balance the capacity and utilization of the vehicles to reduce the miles driven, as well as the wear and tear.

While you may not see opportunities to reduce the total number of miles driven there are also savings to be gained from utilizing a more efficient vehicle.



Operational Efficiency

For example, looking at the dashboard you may notice a heavy duty truck is doing a lot of miles but a light duty is sitting idle. Unless the work specifically required a heavy duty truck, you can improve overall economy, balance fleet utilization and maintenance costs by spreading the workload across all vehicles and opting for a more efficient vehicle where possible.

three Reducing direct labor costs

Typical savings:
$79 per month/vehicle

2% Percentage improvement required to meet savings goal

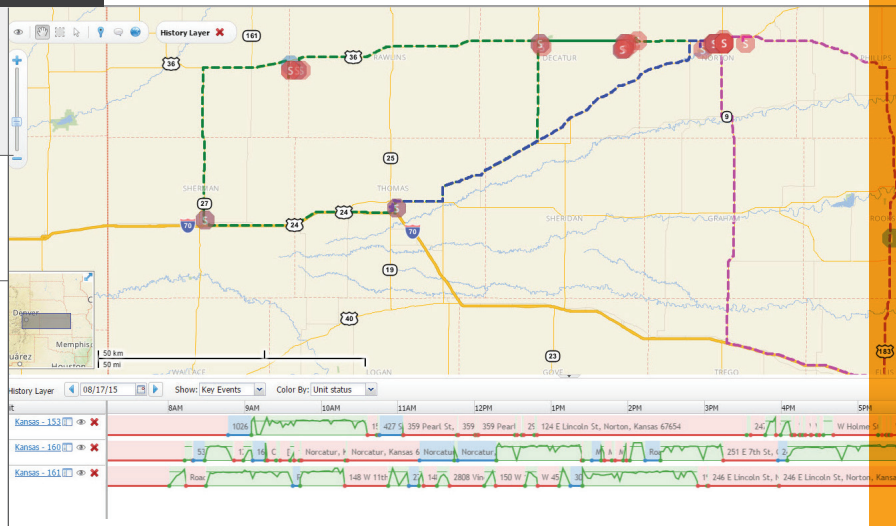
Objective: Improve productivity

When you're managing a mobile workforce you face the challenge of knowing how your employees are spending their time. Using the map view you can easily see the vehicle history for a specific day. It shows all trips taken including stops during the day. It's a simple way to see at a glance how efficient workers are being with their time, and where opportunities exist for improvement.

For a more in-depth view or to analyze trends across the whole team reports such as the **Detailed Trip report** allow you to review effective work hours compared to time spent behind the wheel.

Fleet:
for time period: 10-May-2015 12:00:00 AM to 17-May-2015 12:00:00 AM

Date	Vehicle	Driver	Start Time	End Time	Time in Transit	Time on Site	Total Route Time	Total Idle Time	Non-Productive Idle Time	Total On Time	Total Distance	Speed Exceptions	Stops at Categories		Total Stops
10-May-2015	21976	--	8:39 AM	5:41 PM	03:08	05:54	09:02	00:39	00:39	03:47	118	0	Unknown:	25	25
11-May-2015	21976	--	8:37 AM	6:18 PM	01:05	08:36	09:41	00:01	00:01	01:06	35	0	Unknown:	10	10
12-May-2015	21976	--	8:43 AM	4:10 PM	02:30	04:56	07:26	00:01	00:01	02:31	98	0	Unknown:	14	14
13-May-2015	21976	--	9:30 AM	8:33 PM	03:06	07:57	11:02	00:19	00:19	03:24	122	0	Unknown:	23	23
14-May-2015	21976	--	8:21 AM	9:08 PM	01:47	11:00	12:46	00:15	00:15	02:01	62	0	Unknown:	21	21
15-May-2015	21976	--	9:46 AM	7:40 PM	00:28	09:26	09:53	00:05	00:05	00:33	12	0	Unknown:	8	8
16-May-2015	21976	--	9:37 AM	5:17 PM	01:49	05:52	07:40	00:00	00:00	01:49	50	0	Unknown:	14	14
				Summary:	13:52	53:40	67:33	01:19	01:19	15:11	498	0	Unknown:	115	115



Vehicle history trail

Every fleet will have its own requirements and opportunities for improvement but there are big savings to be made in this area.

One fleet was able to reduce overtime by 10 percent and saved $300,000 in the first year. But even with a 2% reduction to worker schedules, fleets will see a significant savings.

four Improving fleet profitability

Typical savings:
$12 per month/vehicle

Objective:
Claim maximum fuel tax credit entitlement

A lot of fleets are aware of fuel tax rebates for off-road miles and OHV (Off-Highway Vehicles) but the time involved in recording and preparing the documentation required by the IRS often makes it almost more trouble than it's worth. Using Telogis makes the process a lot simpler with reports that do most of the paperwork for you. You can quickly see fleet mileage by road type, as well as fuel consumed for off-highway equipment.

For some fleets this can represent a significant saving.
A Texas-based oilfield company spends over $3m in fuel every year and more than 40% of that is consumed on private roads.

Claiming back fuel tax is a critical way for them to improve profitability.

Telogis Fleet Report

for time period: 03-Aug-2015 12:00:00 AM to 03-Aug-2015 2:00:00 PM

Fleet: Active

State	Vehicle	Private Road	Public Road	Toll Road	Paved Road
California					
	California - 153158827	0.77	6.15	0.00	6.15
	California - 153159351	0.09	9.16	0.00	9.16
	California - 153159359	3.36	55.38	0.00	57.22
	California - 153159483	8.48	9.81	0.00	8.77
	California - 153159633	1.59	9.60	0.00	9.60
	California - 153160397	1.51	8.69	0.00	8.69
	California - 153160449	0.94	21.41	0.00	22.35
	California - 153160457	0.94	17.20	0.00	17.99
	California - 153160785	6.33	23.40	0.00	23.40
	California - 153160959	0.00	10.91	0.00	10.91
	State Total:	24.01	171.71	0.00	174.24
Notes:					
Minimal Rounding Errors may exist					
Florida					
	Florida - 153161827	1.59	29.94	0.00	27.74
	Florida - 153162189	0.71	10.43	0.00	10.70
	Florida - 153162895	3.27	20.46	0.00	22.45
	Florida - 153163703	3.01	31.95	0.00	34.18
	Florida - 153164067	3.42	21.66	0.00	22.22
	Florida - 153164107	1.83	14.73	0.00	14.52
	Florida - 153164227	1.39	27.06	0.00	23.53
	Florida - 153164269	0.81	18.58	12.57	29.53
	Florida - 153164331	0.00	0.00	0.00	0.00
	Florida - 153165291	2.57	14.34	0.00	14.34
	Florida - 153166045	1.18	17.31	0.00	17.68
	Florida - 153166073	0.50	32.16	0.00	32.59
	Florida - 153166263	2.31	36.39	0.00	36.67
	Florida - 153166467	1.31	28.39	0.00	28.39
	Florida - 153166513	4.12	36.67	0.00	36.85
	Florida - 153166541	0.85	80.41	0.00	80.06

Fuel tax rebates vary by state and different rebates are available for a range of scenarios, including both federal and state refunds.

Use our online calculator here:
www.telogis.com/benefits/your-roi/fuel-tax-calculator
to work out your expected savings.

five

Reducing vehicle downtime with condition-based maintenance

Typical savings:
$6 per month/vehicle

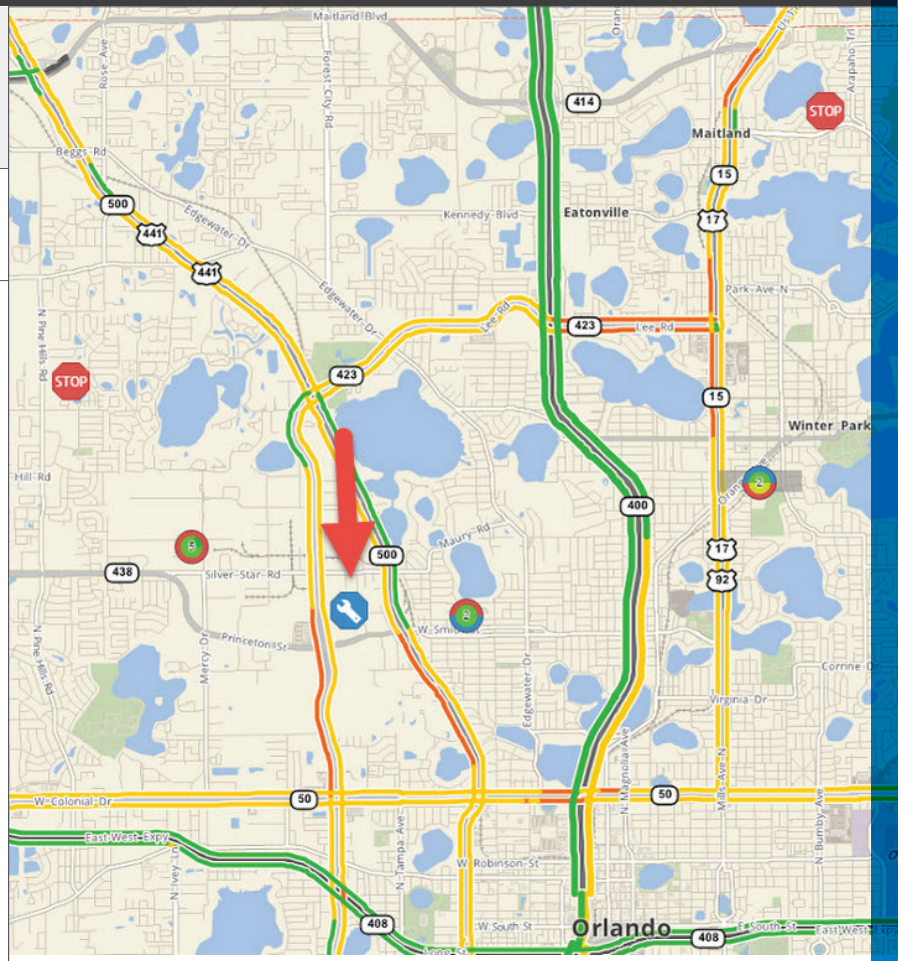
Improvement required to meet savings goal:
One less breakdown per year

Objective: Minimize breakdowns

Minimizing breakdowns is about heeding the time-tested advice of 'prevention is better than a cure'. The trouble is, most fleet managers only know there's a problem when a vehicle breaks down and by then it's often too late to avoid the cost and inconvenience.

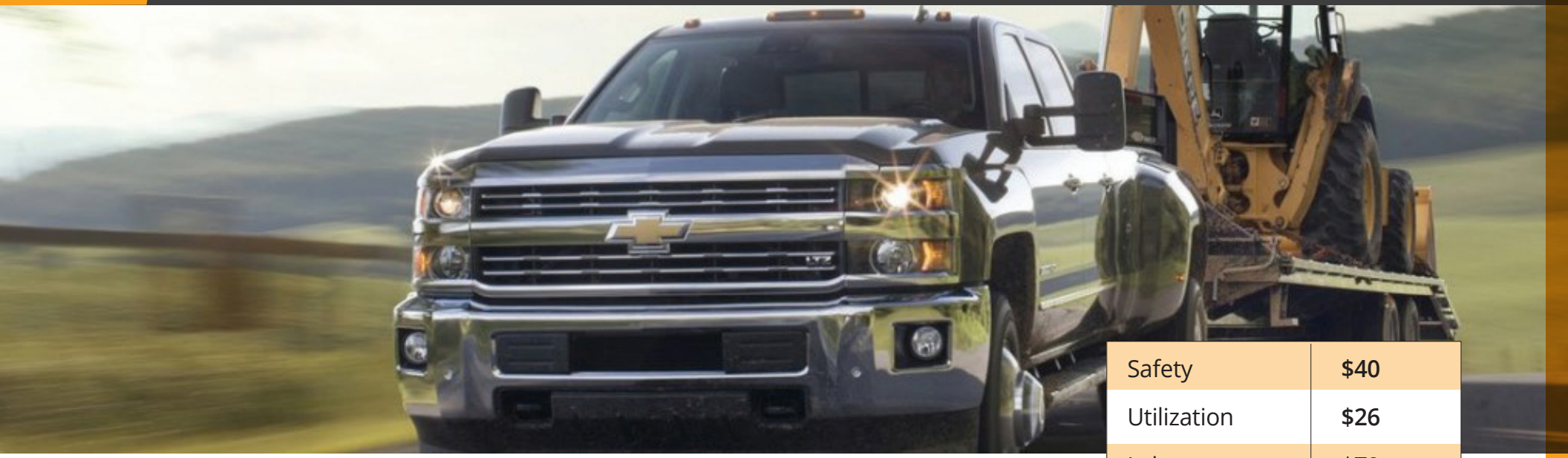
Telogis allows managers to be a lot more proactive about maintenance, using predictive indicators that come directly from the vehicle.

Users can not only set up reminder alerts for scheduled maintenance, but they can also create alerts based on specific diagnostic parameters, such as fuel temp, oil life remaining, diesel exhaust fluid level, and more. These can be viewed in real time using the Telogis web-based dashboard.



Maintenance alert

A solution that pays for itself



These five benefits alone add up to a total of $163 per month, per vehicle.

Add in Telogis' built-in OEM solutions for Ford, GM, Volvo, Mack, Hino, Isuzu and Manitowoc Cranes (instead of an aftermarket solution) saves around $150 in installation costs, as well as eliminating downtime.

Now add on expected fuel savings of **$76 per month, per vehicle** (or 15% based on the average fleet vehicle) and you're looking at saving about **$30,000 in the first year** for a fleet of 10 vehicles.

Safety	**$40**
Utilization	**$26**
Labor	**$79**
Profitability	**$12**
Maintenance	**$6**
Fuel	**$76**

$239 Savings
(per month, per vehicle)

These savings pay for the Telogis solution many times over, making the decision to switch to Telogis an easy one for businesses looking to stay competitive. To learn more, or have someone contact you to answer your questions or demonstrate the product, visit www.telogis.com.

Telogis provides a cloud-based connected intelligence platform for companies that require route optimization, real-time work order management, commercial navigation, fleet management and mobile integration services for their mobile workforces.

Telogis is dedicated to enhancing the value of its customers' businesses through intelligent integration of location technology, information and services. Telogis was established in 2001 and is headquartered in Aliso Viejo, Calif., with offices in Europe and Latin America as well as development centers in Austin, Texas; Toronto; and Christchurch, New Zealand. Telogis' products and services are used and distributed in more than 100 countries worldwide.

To learn more about Telogis, visit **www.telogis.com** or call toll free: **866-TELOGIS (866-835-6447).**

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