

Strategies for Managing Fleet Safety and Efficiency



Program Overview

- In early 2014, Gatepoint Research invited selected executives to participate in a survey themed *Strategies for Managing Fleet Safety and Efficiency*
- Candidates were invited via email and 100 executives participated.
- Job functions represented by survey participants included operations and field services with responsibility for fleet management and corporate safety.
- Management levels represented were predominantly senior decision makers: 12% held the title CxO; 27% were VPs; 62% were Directors.
- 74% work for firms in the Fortune 1000.

Observations and Conclusions

Many companies don't have the data needed to achieve their top fleet priorities:

- Survey participants said that their top priorities for fleet management are minimizing safety risks and cutting costs.
- While minimizing safety risks is a top priority, only half of respondents can rank individual drivers on safety scores (52%).
- Similarly, although cutting costs is a top priority, less than half of respondents have data on vehicle idle time (38%), and only two-thirds have access to miles driven per day (66%).
- While improving worker productivity is a high priority, less than a third have any visibility into technician start times (31%).

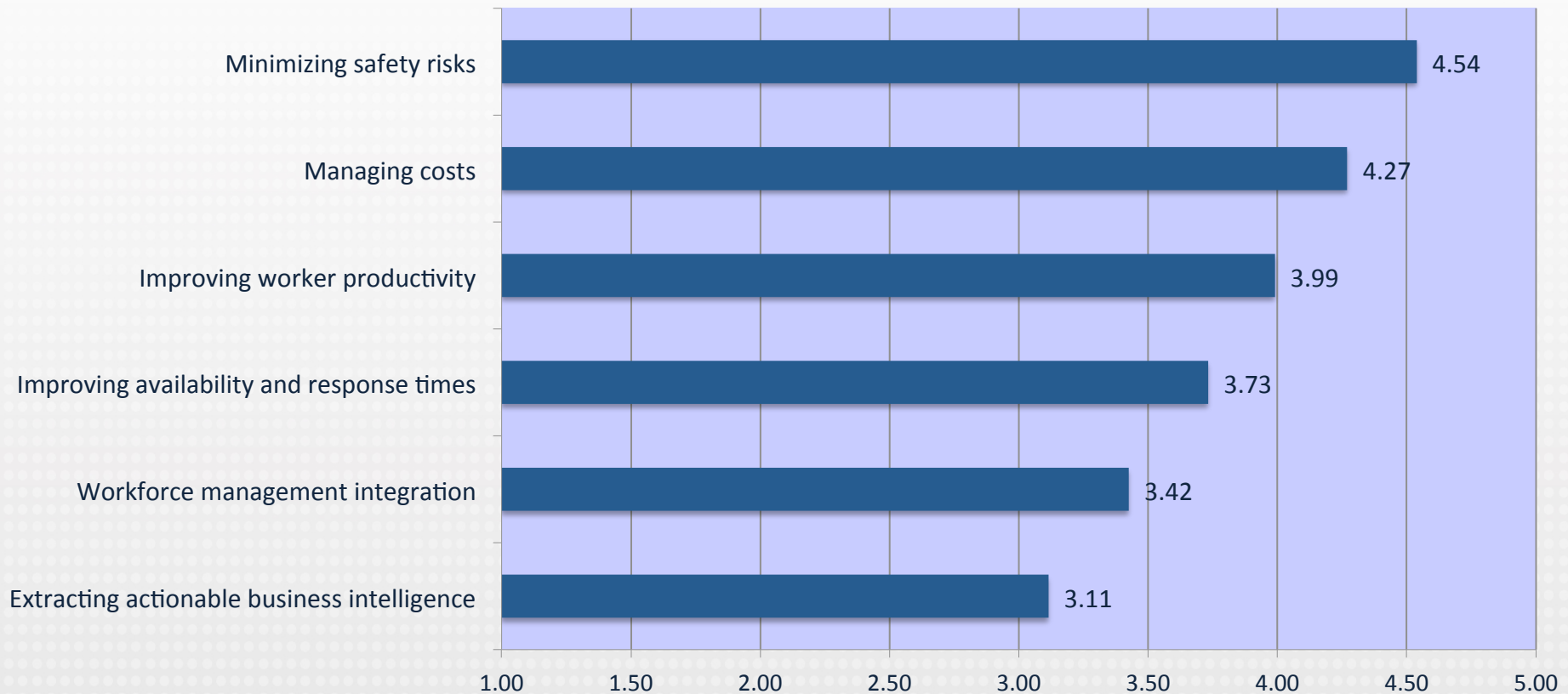
Observations and Conclusions

Companies are investing in multiple systems to manage their fleet, and find it challenging to benefit from the data.

- Safety and risk management are the top drivers of investment in fleet management (4.12 on a 5 point scale where 5 is great impact).
- Most companies surveyed rely on multiple methods for fleet management; 65% use employee log and expense reports; 48% use a GPS fleet management solution.
- In considering fleet management systems, ease of use (49%) and ROI (44%) are top concerns.

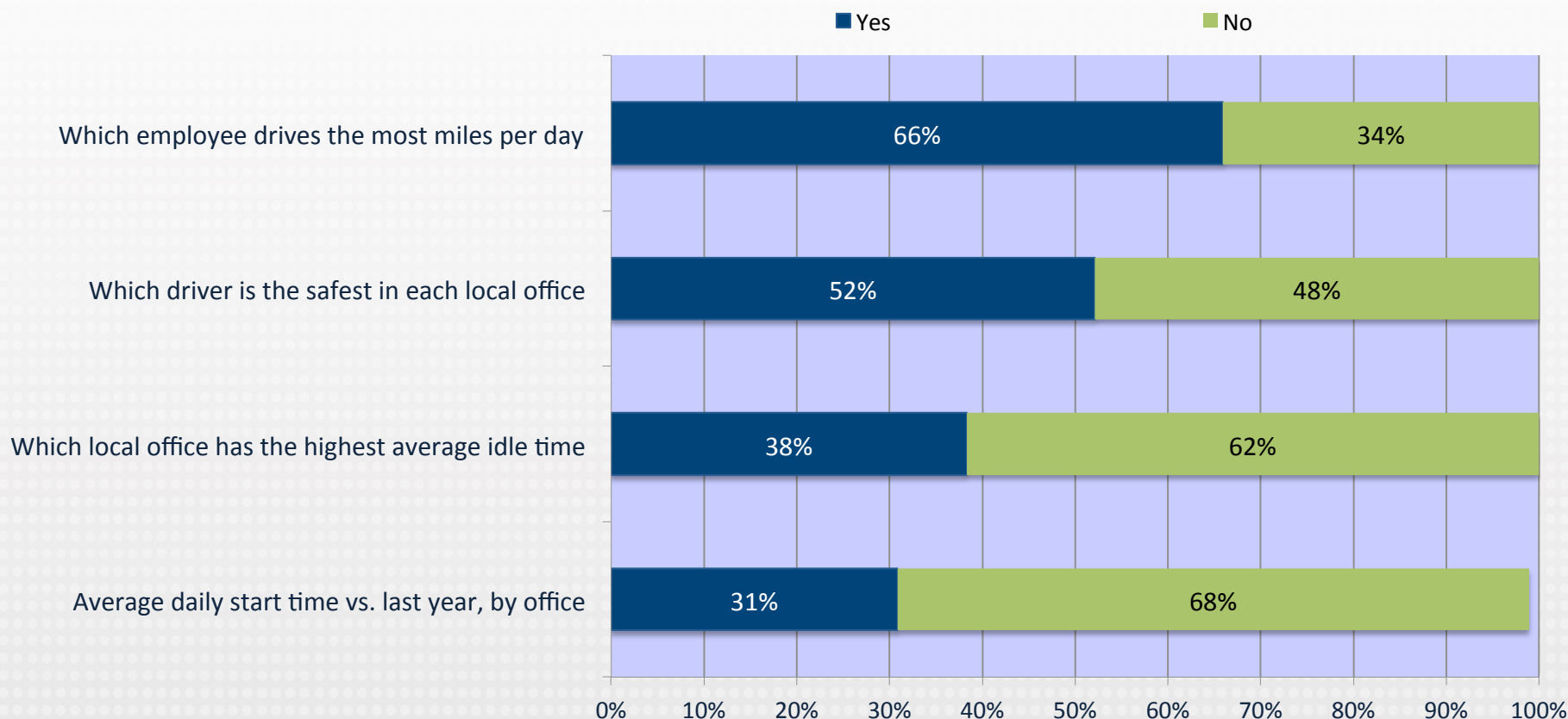
What are your priorities in improving the management of your fleet?

(Rate 1-5, 1=low priority, 5=high priority)



Top priorities for fleet management are safety and cost.

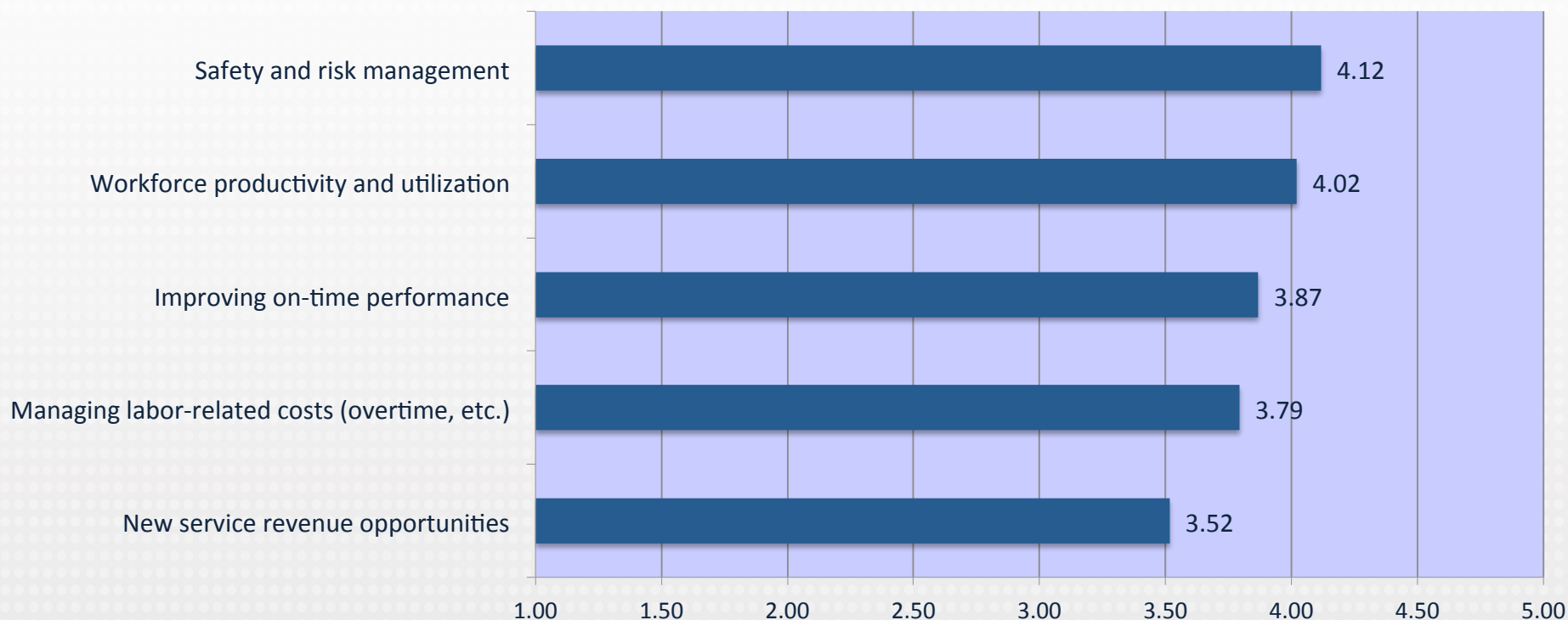
For your company's fleet operations do you currently have visibility into the following?



Over a third of respondents lack key data on their fleet in each of the categories mentioned. Only half of respondents (52%) could identify their safest drivers.

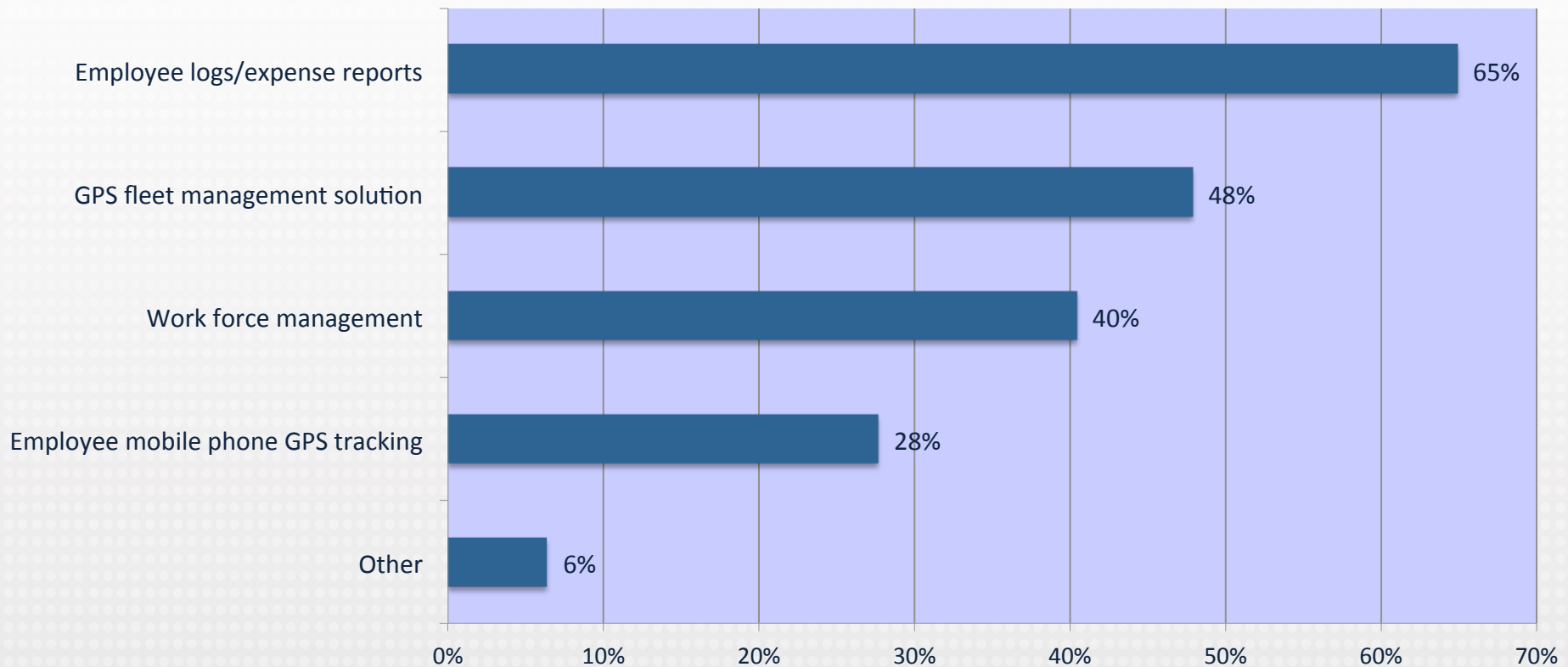
How do the following factors impact investment in fleet management?

(Rate 1-5, 1=Little or no impact, 5=Great impact)



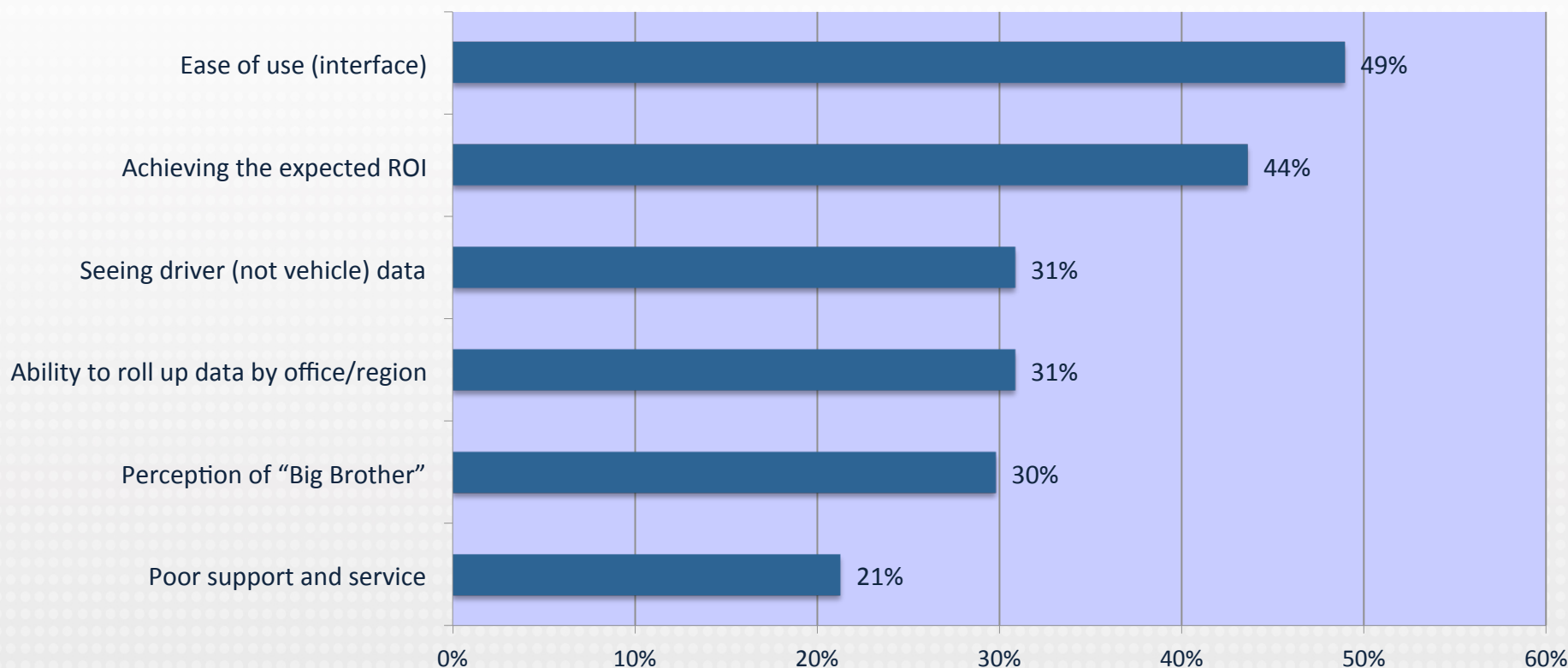
Safety and risk management are the top drivers of investment in fleet management (4.12 on a 5 point scale where 5 is great impact).

What tools do you current rely on for fleet management?



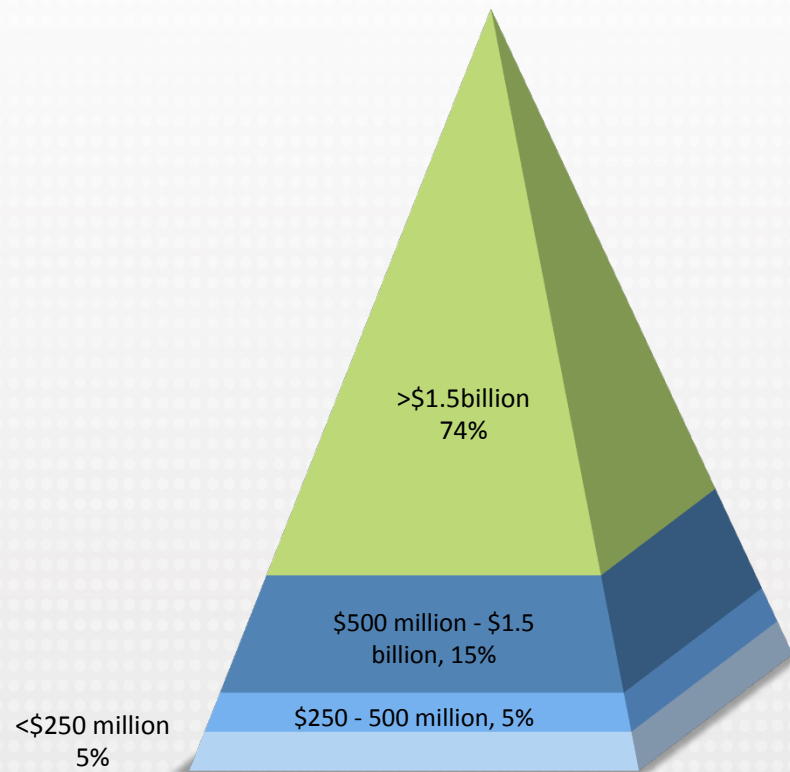
Most companies surveyed rely on multiple methods for fleet management; 65% use employee log and expense reports; 48% use a GPS fleet management solution.

What concerns do you have regarding fleet management systems you are currently using or would consider using in the future?



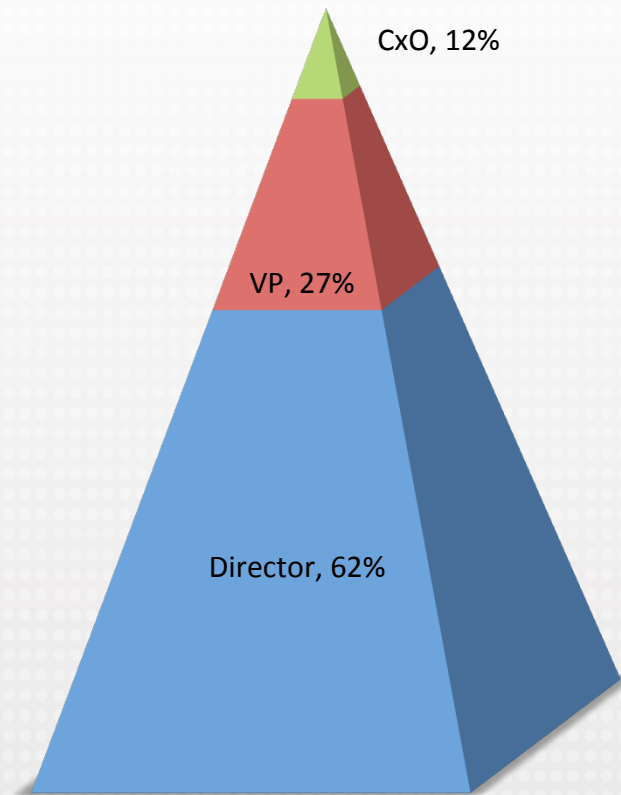
In considering fleet management systems, ease of use and ROI are top concerns.

Profile of Responders: Revenue



*Survey responders represent companies with a wide variety of revenues.
74% are in the Fortune 1000.*

Profile of Responders: Job Level



Responders are senior operations and field services decision makers.



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