



Results+

**Fleet Performance Summit
2024 Client Success Story
Collection**



12th annual Results+ Fleet Performance Summit

Results+ Fleet Summit provides us a place to gather, to recognize and to reflect on what we've accomplished. As the largest gathering of corporate fleet professionals in the industry, the diversity of thought and experiences we have to share is a remarkable resource for all of us.

We work in such a dynamic industry; it is difficult for one person to stay on top of every aspect. There is always work to do and more to learn. This is what makes the Summit such a special event. It provides the opportunity for you to hear from and learn from what many different companies and fleet leaders are doing to succeed. We have a common goal to share which is helping businesses thrive.

Every year we recognize companies who have achieved successes in key fleet performance categories: Cost Optimization, Revenue Generation, Operational Efficiency, Environmental & Social Responsibility, Driver Satisfaction, Risk Mitigation, and Compliance. Each recognized company's story is available here, in this e-booklet, for you to reference. These stories highlight a spirit of ingenuity, strategic thinking, problem solving, and continuous improvement.

As we look ahead, we are excited about the possibilities that lie before us. We are immensely grateful for the opportunity to serve you. Your successes, whether featured here or not, are our greatest reward. Thank you for trusting and inspiring us to continually innovate and grow alongside you.

Together Let's Go Far.



CONTENTS

Amgen.....	1	JELD-WEN.....	11
Bank of America	2	Konecranes, Inc. USA	12
Bunzl Distribution USA LLC.	3	Lincare.....	13
ChemTreat	4	Mondelez Global LLC.....	14
Clear Channel Outdoor	5	Motion Industries, Inc.	15
ConocoPhillips	6	Siemens Corp	16
Diageo.....	7	TK Elevator Corp.....	17
Hollister	8	UAP Inc.	18
Indorama Ventures.....	9	The Wendy’s Company	19
ITG Brands, LLC	10		



Amgen Enhances Safety Culture and Performance

When you care, you do all you can. Biotechnology leader Amgen already had a program for fleet safety that included recognition through a Safe Driver award, driver-safety training programs and motor vehicle record checks.

Not stopping there, Amgen and Wheels wanted to continue to improve safety through enhanced driver performance monitoring, telematics devices in every vehicle delivered, and event-based/quarterly safety training. They also implemented mandatory ADAS (Advanced Driver Assistance Systems) training for all new vehicle assignments, including electric vehicles. A key component was the introduction of real-time driver communications, which informed drivers of changes in their risk profiles based on telematics and accident data. This helped identify safety opportunities for drivers and reinforce safe driving behaviors which reduced Amgen's already low accident rate even further and will continue to do so in the future.

These actions have yielded 9% improvement in the fleet's yearly crash rate and reduced the crashes per million miles toward the low end of the industry.

Through its strong partnership with Wheels, Amgen has not only improved fleet safety metrics but has also cultivated a safety focused culture, positioning itself to achieve its long-term safety goals.



Driving Toward Carbon Neutrality: Bank of America Cuts Five Million Tons of Emissions with EV Fleet

Carbon Neutrality with Electric Vehicles

Bank of America has prioritized sustainability over the years, consistently incorporating green initiatives into their operations. For over a decade, they have prioritized adding hybrid vehicles to their fleet, even when the financial payback was not immediately clear. Recently, the company has made a strategic decision to go even further in their green efforts, setting their sights on transitioning their executive fleet to mostly electric vehicles (EVs) and starting an EV pilot within their broader fleet as part of their overarching goal to achieve carbon neutrality by 2050.

Building a Comprehensive EV Roadmap

Bank of America partnered with Wheels to develop a detailed EV roadmap. This roadmap began with the addition of executive EVs in 2022, featuring premium vehicles such as Audi and Mercedes models. To ensure a successful rollout, the partnership focused on in-depth analytics, tracking daily driver miles, and identifying the best EVs for the fleet based on the locations of charging stations across the U.S. A driver survey helped narrow down the first wave of EV adoption, and in early 2024, Bank of America launched a pilot program with eight selected drivers. The drivers took an online training module that Wheels offered shortly before taking delivery of their EVs which helped prepare them. Throughout the process,

Wheels supported the installation of home charging stations and provided continuous guidance to ensure seamless integration.

Reduced Emissions, Increased Efficiency, and High Driver Satisfaction

The results of the EV initiative have been highly positive. Bank of America currently operates a fleet with hybrids and EVs, equating to over one-third of their vehicles using alternative powertrains. As a result, they have seen a 13% improvement in fuel economy and a reduction of over 5 million tons of greenhouse gases, even as the fleet has grown, and drivers are covering more miles than before. Driver satisfaction has been remarkably high, with EV drivers providing positive feedback on their experience. This initiative supports Bank of America's long-term goal of becoming carbon neutral by 2050, and the success of the EV pilot program paves the way for further fleet expansion in the coming years.



Exceeding Sustainability Goals and Streamlining Asset Management for Bunzl

Tackling Fleet Sustainability and Asset Management Challenges

Bunzl's mission centers on being a value-added distributor, providing essential products and services that help businesses operate efficiently. They set a goal to meet ambitious sustainability targets by converting 18% of their fleet to hybrid or electric vehicles by 2024 and 70% by 2025. At the same time, Bunzl faced challenges in managing over 4,000 material handling assets, such as forklifts and floor scrubbers, using outdated, manual processes. These inefficiencies in asset tracking, along with sustainability pressures, highlighted the need for a centralized, streamlined solution.

Collaborative Solutions for Fleet and Equipment Optimization

Wheels partnered with Bunzl to drive their fleet sustainability goals by transitioning from Ford to Toyota as a primary hybrid vehicle supplier. Bunzl worked with Wheels to customize their vehicle selectors to feature hybrid options and to introduce an automated driver ordering system to reduce administrative workload. Wheels also provided reporting helping Bunzl track their progress of this initiative.

For Bunzl's material handling equipment, Wheels introduced a centralized digital platform, replacing error-prone spreadsheets. This system streamlined asset tracking, including maintenance

schedules, and enabled more effective decision-making using the 'Four Rs' strategy—Retain, Relocate, Remove, Replace—based on equipment performance and cost. The shift to digital lease documentation and e-signatures further enhanced efficiency, especially during the COVID-19 pandemic.

Surpassing Sustainability and Operational Efficiency Targets

As of October 2024, Bunzl surpassed its sustainability goal by 40%, with 24.9% of its fleet now hybrid. The fleet transition reduced annual gasoline consumption by 14,872 gallons and CO2 emissions by 148.5 tons. With 35 additional hybrids on order, Bunzl is well on its way to meeting its 2025 target of converting 70% of the fleet to hybrid or electric vehicles.

Bunzl's material handling operations have seen significant improvements. The consolidation of over 4,000 assets into a single digital system provided enhanced visibility and control, reducing the complexity of asset management. The digital platform also streamlined maintenance processes and centralized financing, enabling Bunzl to operate more efficiently across the US, Mexico, and Canada.



ChemTreat's Safety Transformation: Building a Zero-Incident Future

Strengthening Fleet Safety Through a Proactive Safety Culture

ChemTreat, a leading water treatment company, is focused on solving tough water treatment challenges across various industries with innovative and tailored approaches. ChemTreat emphasizes safety in both product development and field operations, highlighting the importance of protecting employees, customers, and the environment. However, with a growing fleet and increasing incidents, the company realized that there was an opportunity to significantly enhance driver safety and create a more robust fleet safety culture. ChemTreat sought to establish a proactive, risk-mitigation-focused safety program that would not only improve driver performance but also help them achieve their ultimate goal of zero accidents, incidents, injuries, and environmental releases.

Establishing a Comprehensive Safety Program

ChemTreat implemented a multifaceted safety program that included regular driver monitoring, safety training, and a strong emphasis on risk mitigation. With Wheels' support, they set up a monthly safety council comprising leadership from EHS (Environmental, Health, and Safety), sales, operations, HR, and legal departments. This council reviewed every incident and violation, ensuring that appropriate training and corrective actions were taken promptly.

The program introduced quarterly safety training, targeted accident

prevention modules, and a new "Drive for Zero" recognition program, which rewards drivers who demonstrate outstanding safety performance. ChemTreat also prioritized the integration of real-time reporting from Wheels which identifies high-risk drivers and assigns them the necessary training to mitigate risks before accidents occur.

Less Incidents, Lower Costs, and a Stronger Safety Culture

ChemTreat's commitment to safety has yielded remarkable results. In 2023, the company saw a 10% reduction in both total incidents and repair spending. An impressive 97% of their drivers are now categorized as risk level 3 or lower, and 89% of their drivers have no points on their records, reflecting the success of the monthly safety training and internal safety initiatives. Additionally, ChemTreat's "Drive for Zero" program has introduced a culture of safety across the organization, with employee recognition and rewards for safe driving practices. The ultimate goal is to achieve zero accidents, incidents, injuries, and environmental releases, and the company is well on its way to reaching that ultimate zero accident goal.



Clear Channel Reduces Speeding by 76% Risk with Real-Time Speeding Alerts

Managing Driver Behavior with a Targeted Approach

Clear Channel's mission is to help advertisers connect with their audiences through impactful outdoor advertising solutions. They operate a diverse fleet of vehicles to meet their operational needs. Despite having telematics in place, the company has struggled to effectively manage driver behavior, particularly speeding. With more than 2,300 incidents of drivers exceeding the speed limit by over 21 mph each month, Clear Channel recognized an opportunity to leverage their existing telematics system to enhance driver accountability and reduce risky behaviors. Their goal was to implement a more proactive and targeted approach to risk mitigation across their fleet with Wheels' assistance.

Real-Time Speeding Alerts Encourages Accountability

Clear Channel took a more aggressive approach to managing driver behavior. Wheels supported their transition from monthly scorecards to real-time hourly notifications for market leaders. These notifications specifically flagged drivers who were exceeding the speed limit by over 21 mph, allowing leaders to immediately

address the issue with their drivers. This shift from passive monitoring to active engagement helped create a greater sense of accountability among drivers. Clear Channel also emphasized communication with drivers, ensuring they were aware that their driving behaviors were being closely monitored and acted upon.

Significant Reductions in Speeding Incidents and a Strengthened Safety Culture

The results of this initiative have been outstanding. Since the implementation of real-time speeding alerts in August 2023, Clear Channel has achieved a 76% reduction in speeding event - far surpassing their original goal of a 20% reduction by the end of the year. This turnaround has not only improved driver safety but has also contributed to a stronger safety culture across the organization. As a result, Clear Channel has become a vocal advocate for the program, praising Wheels' proactive approach to risk mitigation and giving a perfect 10 on the NPS survey. The company is now exploring additional ways to leverage telematics for other safety improvements, such as seatbelt use and harsh braking metrics.



ConocoPhillips Streamlines Fleet Operations with Automated Pool Vehicle Management

Streamlining Operations

ConocoPhillips focuses on exploring, developing, and producing crude oil and natural gas while prioritizing safety, environmental stewardship, and sustainable energy practices. They have sought ways to improve efficiency and manage their midland fleet operations site. With numerous visitors arriving from the Houston headquarters, the manual process for booking pool vehicles had become cumbersome and error prone. The company saw an opportunity to improve vehicle utilization, reduce operational inefficiencies, and enhance driver satisfaction by modernizing its vehicle reservation process.

Pool Checkout System for Efficient Fleet Management

ConocoPhillips teamed with Wheels to find a better solution introducing the Wheels Pool Checkout System to overhaul their fleet reservation process. This system enables online booking through the Wheels Mobile Assistant, allowing visitors to reserve vehicles in advance and avoid issues with availability or maintenance problems upon arrival. The Pool Checkout System

also provided the ConocoPhillips fleet team with full visibility into vehicle utilization, enabling more efficient fleet management and better allocation of resources. Additionally, diagnostic tools were integrated into the system to allow users to check the vehicle's condition prior to booking, ensuring each vehicle was in proper working order.

Efficient Fleet Operations and Enhanced Visitor Satisfaction

Since implementing the Pool Checkout System, ConocoPhillips has experienced immediate benefits. Fleet coordinators save on average one hour per reservation as do the drivers who enjoy a streamlined, self-service booking process. To date, over 500 successful pool vehicle bookings have been made, serving more than 100 visitors. Due to the program's success at the Midland site, ConocoPhillips expanded the system to four additional locations, enhancing fleet efficiency and operational readiness across their facilities. By partnering with Wheels, ConocoPhillips has optimized vehicle utilization, improved visitor satisfaction, and reduced the administrative burden on their fleet coordinators.



Diageo Boosts Driver Benefits with Fleet Reimbursement

Transitioning Drivers to a More Cost-Effective Fleet Program

Diageo's mission is to celebrate life, every day, everywhere, by being a global leader in alcoholic beverages with an outstanding collection of brands across spirits and beer. They focus on creating memorable experiences and fostering sustainability through initiatives like renewable energy and responsible drinking campaigns. As a global leader in beverage distribution, they needed a creative solution for drivers who no longer met the threshold for receiving a leased vehicle post-COVID. With changing driving patterns and the burden of a flat-rate reimbursement program, Diageo wanted a more efficient and financially sustainable solution that would benefit both the company and its drivers.

Implementing the FAVR Program for Standardized Fleet Management

Wheels partnered with Diageo to introduce the FAVR program (Fixed and Variable Rate), which helped standardize the company's vehicle policy and offers a cost-effective alternative to the previous flat-rate reimbursement. Drivers were guided to use a mid-sized luxury vehicle, and Wheels provided the tools to monitor mileage

and vehicle compliance through the Wheels mobile app. The non-taxable benefit in the FAVR program ensured drivers received more money while reducing administrative efforts.

Reduced Costs, Improved Driver Satisfaction, and Streamlined Administration

Since launching the program, Diageo's average monthly payments to drivers dropped to 9%, while maintaining higher take-home pay for drivers. This transition reduced the company's overall costs, and mobile app adoption has streamlined administrative processes. With plans to expand the program company-wide, Diageo is set to double participation by the year's end, ensuring long-term success.



Hollister’s Hybrid Fleet Strategy Reduces Carbon Footprint and Boosts Sustainability

Seamlessly Reducing Carbon Footprint

Hollister delivers high-quality medical products in areas like ostomy care, continence care, and critical care, striving to improve the overall quality of life for their users by offering reliable, innovative solutions. With vehicles across the U.S. and Canada, the company saw an opportunity to reduce its carbon footprint by transitioning to hybrid vehicles as part of their broader corporate responsibility goals. The challenge was to make this transition without compromising driver productivity or operational efficiency, especially in terms of vehicle range and availability.

Transitioning to Hybrid Vehicles

Hollister developed a sustainability strategy focused on transitioning their fleet to hybrid vehicles. Leveraging a strong partnership with Toyota, Hollister secured favorable allocations of fuel-efficient Toyota RAV4s and Camrys, which allowed them to maintain operational efficiency while working toward their sustainability goals. Working in tandem with Wheels, Hollister

carefully managed the transition process to ensure a smooth integration of hybrid vehicles into their fleet, expanding their reach through acquisitions like ABC Medical, whose fleet was also aligned with Hollister’s sustainability objectives.

Measurable Reductions in Carbon Footprint and a Path to Continued Sustainability

Currently, 29% of Hollister’s fleet consists of hybrid vehicles, and they are on track to reach 32% by the end of the year. This transition has resulted in a 2.5% year-over-year reduction in their carbon footprint, demonstrating the success of their sustainability efforts without compromising operational performance. Hollister’s long-term goal is to have 50% of their fleet made up of hybrid vehicles by 2028, depending on vehicle availability and allocation. As Hollister continues to grow through acquisitions, they are incorporating hybrid vehicles into their new fleets, furthering their mission of sustainability while maintaining driver productivity.



Optimizing Fleet Efficiency: Indorama's Success with Telematics

A Desire to Right Size

Indorama's is a leading sustainable chemical company, delivering high-quality products while prioritizing environmental and social responsibility through innovation and operational excellence. They operate a decentralized fleet at their Fort Neches location, a 3,000-acre facility in Texas. With a fleet primarily composed of pickup trucks and small SUVs used by various workers on multiple shifts, Indorama struggled with underutilization and fleet inefficiencies. The company recognized the opportunity to improve fleet utilization, reduce idle time, and optimize vehicle allocation while addressing challenges such as union involvement and rental vehicle expenses. Indorama needed a strategic solution to right-size their fleet and track vehicle usage more effectively to reduce costs and improve operational efficiency.

Leveraging Telematics to Track Utilization and Reduce Idle Time

Indorama partnered with Wheels to implement a telematics solution designed to optimize fleet usage and reduce idle time. The telematics system was installed on-site, allowing Indorama to track vehicle utilization, monitor driver behavior, and benchmark workflow. By analyzing the data, Wheels helped Indorama identify vehicles that were sitting idle for extended periods or being used inefficiently. This data-driven approach enabled the company to right-size its fleet and reduce its reliance on rental vehicles.

Telematics has also proven instrumental in enhancing the planning and scheduling of work at Indorama. By tracking how long jobs actually take, telematics data has provided valuable insights into both preventive and corrective maintenance job plans resulting in more accurate scheduling. Resources are properly allocated based on realistic job durations. As a result, Indorama has been able to improve the timing and effectiveness of maintenance activities, which has led to a reduction in vehicle downtime and improved overall technician productivity. Additionally, Indorama used geofencing technology to monitor vehicles within the plant, ensuring that workers stayed on-site and reduced unnecessary vehicle use.

Significant Fleet Optimization and Cost Reductions

Since implementing the telematics solution, Indorama has already seen measurable improvements in fleet utilization and cost savings. The company has reduced rental vehicle expenses by approximately \$10,000 per month and is on track to further optimize its fleet with additional telematics units. Indorama has also reduced idle time and improved maintenance scheduling, preventing engine failures and extending the life of its vehicles. With leadership fully engaged in the project, Indorama is poised to continue improving fleet operations, making significant strides toward cost efficiency and operational effectiveness.



How ITG Brands Achieved 90+% Fleet Compliance with Targeted Communication

A Scalable Solution to Improve Compliance

ITG Brands offers a diverse portfolio of tobacco products that cater to adult consumer preferences while upholding corporate responsibility and sustainability. The company operates in a challenging and highly regulated industry. With a fleet to support their entire sales force, ITG Brands faced the dual challenges of ensuring compliance and streamlining driver communications, especially during a period of rapid expansion. In 2021, ITG Brands had a 30% increase in fleet size as well as changes to their sales team. The company needed a scalable solution to onboard new drivers efficiently while maintaining compliance in key areas such as network utilization, recall completion, preventive maintenance, and mileage reporting. ITG Brands recognized the need for a robust communication strategy to keep drivers informed and compliant with fleet requirements.

A Targeted Communication Strategy Featuring the Wheels Mobile App

ITG Brands implemented a structured communication strategy centered around the Wheels Mobile Assistant app. The app, deployed to all company-provided phones, allowed drivers to

easily manage key fleet tasks, such as mileage reporting and maintenance tracking. The communication strategy involved multi-level messaging, beginning with management and cascading down to drivers through emails, webcasts, and targeted outreach. A well-defined “communications protocol” ensured that all updates, program enhancements, and compliance reminders were clear, concise, and included detailed instructions for using the app.

Achieving Unparalleled Compliance and Driver Engagement

Through its strategic communication approach, ITG Brands consistently achieves 90+% compliance across key fleet management areas. The Wheels Mobile Assistant app maintained a driver utilization rate of 92% with mileage reporting at 97% and maintenance compliance at 95%. Thanks to the targeted messaging and clear communication protocol, ITG Brands’ success in fostering driver compliance has become a best practice within the fleet management space, particularly in industries with fast-paced, high-regulation environments.



Jeld-Wen Saves Over \$350K While Boosting Efficiency and Cutting Delivery Time

Overhauling Fleet Strategy to Reduce Costs and Improve Efficiency

Jeld-Wen creates high-quality, reliable, and energy-efficient doors and windows that enhance the beauty and functionality of homes and buildings. They focus on innovation, sustainability, and craftsmanship to provide solutions that improve the comfort and performance of living spaces. They faced significant challenges with their fleet operations. The company had outdated vehicles, high rental costs, and an inefficient upfitting process that led to operational inefficiencies and increased expenses. Jeld-Wen formally appointed a fleet manager in 2020 providing an opportunity to partner with Wheels to overhaul their fleet strategy and drive meaningful improvements in cost savings, vehicle reliability, and operational efficiency.

Streamlining Fleet Operations with a Centralized Approach

Wheels helped Jeld-Wen develop a streamlined fleet management process - the strategy included transitioning from multiple OEMs to a single manufacturer to maximize incentives and reduce lead times. Further collaboration included establishing a standardized upfitting process with modular and lightweight glass racks that could be

installed by a second-stage upfitter. This change eliminated the need for technicians to be involved in the installation process, allowing fully upfit vans to be delivered directly to work sites. Furthermore, vehicle deliveries were centralized through a courtesy dealership, reducing logistical challenges, and improving the efficiency of vehicle deployment.

Significant Cost Savings and Operational Improvements

Jeld-Wen's fleet transformation resulted in substantial cost savings and operational enhancements. The new upfitting process saves four to six months in order to delivery time frame. It also saves 16-man hours per delivery by eliminating post-delivery upfitting appointments. Rental expenses reduced from \$250,000 to \$76,000 annually, while repair costs decreased by \$108,000. The new upfitting process saved \$75,000 in 2023, with additional savings expected as modular glass racks are reused across vehicles. By cycling vehicles more efficiently and maintaining a consistent fleet replacement cycle, Jeld-Wen is also poised to achieve higher resale values in the coming years, further strengthening the financial and operational benefits of their optimized fleet management.



Konecranes Tackles Emissions, Reduces Incidents and Cuts Costs with Telematics

A Solution Required to Enhance Fleet Safety and Sustainability

Konecranes provides innovative lifting and material handling solutions that improve safety and productivity for industries worldwide. They are committed to sustainability, operational excellence, and delivering high-quality services to support customers in safely moving what matters most. They have made safety and sustainability key pillars of its fleet management strategy. Konecranes needed to address challenges related to managing driver behavior – such as speeding, harsh braking, and excessive idling – which was impacting both fuel consumption and safety. In addition, the company aimed to align its fleet operations with broader sustainability goals, particularly the reduction of CO₂ emissions. Konecranes recognized the opportunity to improve fleet safety and operational efficiency while making significant strides toward its sustainability targets by leveraging a comprehensive telematics solution.

Telematics for Real-Time Driver Behavior Monitoring

Wheels' Telematics Team worked closely with Konecranes and Geotab to implement a fleet-wide telematics system, designed to monitor and improve driver behavior in real time. The solution

included over 40 customized dashboards, providing detailed data on critical metrics such as speeding, harsh acceleration, and idle time. Konecranes' eight regional safety managers utilized the data to coach drivers and reduce risky behaviors. Additionally, the telematics system uses vin specific data allowing Konecranes to benchmark fleet performance against industry standards. Konecranes leadership, including the CEO, actively review weekly reports on fleet performance reinforcing the organization-wide commitment to safety and sustainability.

Significant Safety and Sustainability Gains Across the Fleet

Konecranes' telematics-driven fleet management program has delivered exceptional results in both safety and sustainability. The company saw a 2.24% reduction in incident rates, with no high-risk drivers and only a few medium-risk drivers remaining. Idle time has reduced by 4%, and CO₂ emissions per vehicle decreased by 39.6%, equivalent to planting 79,000 trees. Over the past five years, Konecranes has saved \$980,000 annually, resulting in a total of \$5 million in fuel savings. These achievements have been instrumental in helping Konecranes meet its strategic safety and sustainability goals.



Lincare Saves \$4.6M with Data-Driven Rightsizing

An Opportunity to Right Size a Decentralized Fleet

Lincare's mission is to provide high-quality respiratory care and other services to improve the health and well-being of patients in their homes. They focus on offering personalized, efficient, and compassionate care to enhance the quality of life for those with chronic respiratory conditions and other medical needs. Their cargo vans deliver oxygen tanks and other medical devices to patients and hospitals across the US. Due to the decentralized nature of their business, fleet operations were managed independently at local branches, which often resulted in underutilized and surplus vehicles that went unnoticed. Lincare recognized the opportunity to right-size its fleet, eliminate surplus vehicles, and improve overall efficiency. However, the decentralized structure posed challenges in identifying and addressing underutilized vehicles across the business, requiring significant manual effort and coordination.

Leveraging Data and Telematics for Comprehensive Fleet Utilization

To optimize its fleet, Lincare embarked on a fleet utilization project, with Wheels providing essential support through data analysis, reporting, and historical vehicle ordering insights. The

fleet coordinator at Lincare led a nationwide outreach to branch managers, identifying inactive or sparingly used vehicles. Odometer readings from telematics identified vehicles with low mileage, allowing Lincare to focus on areas of underutilization. They identified 70 units that had not been disposed of, despite replacement vehicles already being ordered, and another 67 surplus vehicles that were no longer in active use. This ongoing project aims to continually reduce the overall fleet size while optimizing vehicle utilization across the business.

Significant Cost Savings and Streamlined Operations

To date, Lincare has successfully reduced its vehicle count by approximately 8%. This reduction has resulted in significant cost savings for the company, including approximately \$1.4 million in disposal credits and an additional \$3.2 million in savings from reduced fleet costs. The overall savings are expected to grow further. By streamlining fleet management and collaborating closely with Wheels, Lincare has optimized its fleet operations, realizing substantial financial benefits and improved operational efficiencies.



Mondelez Set to Achieve 83% in Diversity Spend in 2024

An Opportunity to Enhance Supplier Diversity

Mondelez, a global leader in the snack industry known for iconic brands such as Oreo, Ritz Crackers, and Wheat Thins. Mondelez set a goal to align its procurement process with its corporate social responsibility goals, placing a strong emphasis on enhancing supplier diversity. In 2023, Mondelez entered a competitive RFP process, where one of the key deciding factors was each provider's ability to meet their diversity spend goals. Mondelez recognized the opportunity for a more impactful strategy to create real benefits for minority, women, disability and veteran owned businesses as well as small businesses which extends beyond mere compliance.

Making a Meaningful Supplier Diversity Impact

Mondelez's fleet manager and economic inclusion leaders worked with Wheels to develop a Tier 2 reporting strategy, ensuring that actual procurement spend went directly to diverse vendors.

This approach was designed to have a tangible impact within the supplier community, enhancing Mondelez's corporate reputation and social responsibility. Through ongoing reporting and diligent vendor tracking, Wheels demonstrated its ability to channel an estimated 83% of Mondelez's fleet procurement spend through diverse suppliers, reinforcing Mondelez's commitment to economic inclusion and supplier diversity.

Achieving Significant Diversity Spend and Leading Corporate Responsibility

As of Q3 2024, Mondelez achieved 86% in diversity spend. With Q4 orders remaining, 95% of which were ordered through minority-owned dealerships, their total diversity spend will still be trending to the goal of 83%. In partnership with Wheels, Mondelez not only met its supplier diversity goals but also positioned itself as a leader in corporate responsibility, driving real change through its fleet procurement strategy.



Motion Industries Saves \$200K with Right-Sizing Strategy

A Need to Restructure and Realign Fleet Makeup and Strategy

Motion Industries is a leading distributor of industrial parts and services, helping customers improve their operational efficiency and productivity. As a subsidiary of Genuine Parts Company (GPC), they operate a fleet used for industrial parts distribution. Due to recent internal restructuring at GPC, Motion's fleet management team was tasked with aligning fleet operations with GPC's policies, a process that presented both cultural and operational challenges. With a fleet consisting of oversized and underutilized vehicles, Motion Industries recognized the opportunity to right-size their fleet, reduce costs, and improve efficiency while aligning with GPC's broader organizational policies. Motion and GPC also worked together to centralize fleet under Wheels and eliminate legacy FMCs from acquisitions and previous relationships.

Streamlining the Fleet with Smaller Vehicles and a Centralized Ordering Process

Motion Industries' fleet manager worked closely with Wheels to revamp their fleet strategy, starting with a focus on reducing the number of unnecessarily large trucks, such as the F-250 and

F-350 models, and transitioning to smaller, more cost-effective vehicles like the F-150 and SUVs. They set a goal of replacing 100 vehicles per year, leading to savings of approximately \$10,000 per vehicle in capital costs. Additionally, Wheels helped optimize vehicle resale strategies, enabling the company to net an additional \$1,200 per vehicle by remarketing them at the right time. To further streamline operations, Wheels and Motion Industries implemented a centralized ordering system that prevented unnecessary large vehicle purchases, ensured compliance with fleet policies, and allowed the company to capture factory incentives and rebates previously retained by GPC.

Significant Cost Savings and Enhanced Operational Efficiency

Motion Industries achieved over \$200,000 in fleet cost savings in the first year alone by right sizing their fleet, reducing vehicle size, and improving resale strategies. By implementing a centralized ordering system, Motion Industries avoided unnecessary expenditures and achieved long-term cost savings. Through strategic collaboration with Wheels, Motion Industries was also able to align operations with GPC's policies and foster a more unified company culture.



Siemens US Makes Impressive Progress Towards 2030 Fully Electric Goal

Going Fully Electric by 2030

Siemens is a global technology company specializing in electrification, automation, and digitalization for various industries, including manufacturing, energy, healthcare, and infrastructure. Siemens US consists of two main fleets: Siemens Healthineers (incl. Varian) and Siemens Industry. Drivers of company vehicles support the Siemens business as industrial service technicians, field engineers, sales professionals, and business development managers. While each fleet has its own unique roadmap, Siemens has standardized the sustainability program where possible while ensuring ultimate success for individual business needs. The company has been on an aggressive sustainability journey, aiming to align with their overall environmental goal to achieve net-zero carbon emissions by 2030. Each year, Siemens increases momentum, making forward-thinking strategic and operational shifts to electrify its fleet.

Phased Fleet Electrification with Comprehensive Driver Support

With a phased approach to fleet electrification, Siemens US, with Wheels in a supporting role, utilized a diverse array of OEMs, expanding the range of available EV product offerings. Siemens US also partnered closely with OEMs to upfit EV SUVs for service applications. An important part of the strategy was to provide drivers with home chargers, covering both the installation and

ongoing home charging costs. Drivers enjoy the flexibility to choose between a company-provided EV or a reimbursement program (FAVR). Siemens US took a forward-thinking step by incorporating EVs into its driver reimbursement program, a unique move in the fleet management industry. Their Sustainable Reimbursement Program includes tiered incentives based on engine type, home chargers, and reimbursed installation costs, promoting an eco-friendlier fleet.

Significant Progress Toward 2030 Goal

Siemens US has made tremendous progress in achieving its fleet sustainability objectives. Over the past year, the percentage of sustainable vehicles in Siemens US fleet increased from 34% to 61%, resulting in a significant reduction in CO₂ emissions. In Siemens US 2023 fiscal year, they ordered 180 electric vehicles (17% of new vehicle orders), and in 2024, that number jumped to 1172 (46% of new vehicle orders). Once delivered, over 70% of their fleet will consist of sustainable vehicles, positioning them as a leader in fleet electrification. By 2030, the company aims to achieve zero tailpipe emissions across their fleet, marking a major milestone in their corporate sustainability journey. Wheels continues to partner with Siemens US to help meet these aggressive goals and ensure continued leadership in sustainability.



TK Elevator: Achieving 97% Renewal Rate Through Proactive Fleet Management

Increasing Driver Compliance to Reduce Costs and Downtime

TK Elevator leads the elevator and escalator industry by providing advanced technologies and excellent customer service, ensuring the smooth and efficient movement of people in urban environments. They operate a centralized fleet managed across 140 branches. Due to its structure, renewal notices for vehicle registrations were sent to branch managers instead of drivers, leading to low driver accountability. This process resulted in a low non-adjusted renewal rate, causing expired registrations, fees, and grounded vehicles reducing fleet productivity. TK Elevator needed a strategy to increase driver compliance and streamline its renewal process to minimize downtime and enhance operational efficiency.

Implementing Direct Driver Notifications and Streamlined Reporting

TK Elevator's dedicated fleet manager revamped their compliance process with support from Wheels. The solution involved routing all vehicle renewal notices directly to drivers, shifting accountability away from branch managers. To further support this change, Wheels helped implement a monthly L&T (License & Title) report that was

shared with fleet contacts at each branch to flag missing data, state change issues, and expired units. The fleet manager worked closely with branch managers to track driver responses and follow up when needed. A VIN report was also used as a final check to ensure all renewals were completed on time.

Significant Improvement in Compliance and Fleet Productivity

The new approach yielded impressive results. By December 2023, the non-adjusted renewal rate increased significantly, and by July 2024, it reached 97%, ensuring more vehicles stayed on the road without incurring unnecessary fees. This improvement led to greater fleet productivity and cost savings. Through proactive partnership and data-driven fleet management, Wheels helped TK Elevator streamline its operations and achieve best-in-class fleet compliance.



UAP Centralizes and Right Sizes Fleet

Fleet for Centralizing Fleet Management to Improve Visibility, Efficiency and Uniformity

UAP Inc. is a Canadian distributor of automotive and heavy vehicle replacement parts, serving repair shops and industrial sectors. They offer a wide range of products and services, including maintenance, repair, and operations (MRO) solutions. They faced significant challenges with its decentralized fleet management model. Individual managers were responsible for controlling their own vehicles, resulting in a lack of visibility and operational inefficiencies across the organization. With vehicles spread across various locations, UAP's fleet manager recognized the opportunity to bring uniformity and centralization to UAP's fleet. Additionally, UAP had hundreds of unused vehicles accumulating repair costs, which further underscored the need for a more cohesive and optimized fleet management strategy.

Centralizing Fleet Operations and Implementing Vehicle Optimization

Wheels and UAP established a plan to meet their fleet optimization goals. The first step involved onboarding vehicles into a centralized fleet management system and implementing a unified database for reporting. This allowed for better tracking, optimization,

and reallocation of vehicles across various locations. As part of the optimization effort, Wheels helped UAP remove over 15% of underutilized vehicles, many of which were sold at auction to avoid costly repairs. Another key element of the strategy was equipping UAP's fleet with the appropriate upfits, including lift gates and other necessary modifications to meet specific business needs. Looking ahead, UAP has implemented telematics and plans to achieve 100% implementation across all units. In addition, they plan on launching MVR and Safety Training for their drivers.

Significant Fleet Savings and Improved Operational Performance

Through this collaborative effort, UAP successfully right sized its fleet, significantly improving operational efficiency. By removing unused vehicles and optimizing fleet operations, UAP has saved on repair costs and maximized asset utilization. The implementation of centralized reporting and telematics has also positioned UAP for continued growth and enhanced fleet performance. Wheels' partnership with UAP has resulted in a streamlined, cost-effective fleet that aligns with the company's long-term objectives, ensuring that UAP is well-prepared for future operational demands.



Wendy's Cuts Costs and Boosts Satisfaction with New Mobility Program

A Complete Reevaluation of Fleet Strategy

Wendy's, a leading fast-food chain, faced challenges in managing the costs and complexity of its fleet. With an aging fleet and growing expenses related to vehicle maintenance and fuel cost, Wendy's sought a solution that would streamline expenses while maintaining employee satisfaction and mobility. Wendy's Fleet and Health & Safety Sr. Manager recognized the opportunity to optimize fleet costs and provide employees with greater flexibility in mobility. However, the challenge was to implement a solution that would align with Wendy's financial goals and fit the company's culture. Wendy's leadership was on board with making a change, but the solution needed to meet their financial targets without compromising employee satisfaction.

Developing a Customized Reimbursement Program for Greater Flexibility

Wheels partnered closely with Wendy's to develop a customized mobility solution known as the "Choice Program". By analyzing Wendy's fleet data including cap costs, miles driven, and fixed/variable costs, Wheels recommended a reimbursement-based model. This tiered enrollment program, which combined elements of fleet leasing and reimbursement, allowed Wendy's employees

to select the most appropriate mobility option for their needs. Launched in June 2024, the program helped create a more predictable budget for Wendy's fleet team and mitigated financial risks associated with total cost of fleet vehicle ownership.

Significant Financial Savings and High Employee Satisfaction

Wendy's experienced notable financial benefits from the new reimbursement program. Cost reduction is achieved through a combination of direct program savings and cost avoidance. Furthermore, employee feedback has been overwhelmingly positive, with great satisfaction reported among participants. Wheels' customized solution has not only optimized Wendy's fleet costs but also strengthened the company's employee mobility offerings, setting a new standard for fleet management in the quick-service restaurant industry.



Results+

**Fleet Performance Summit
2024 Client Success Story
Collection**