



Results+

Wheels' Client Centralizes and Right Sizes Fleet

Centralizing Fleet Management to Improve Visibility, Efficiency and Uniformity

As a Canadian distributor of automotive and heavy vehicle replacement parts, this client serves 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, the company's fleet manager recognized the opportunity to bring uniformity and centralization to the fleet. Additionally, this client 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

Partnering with Wheels, the client 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 the client 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 the organization's fleet with the appropriate upfits, including lift gates and other necessary modifications to meet specific business needs. Looking ahead, the client 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, the client successfully right sized its fleet, significantly improving operational efficiency. By removing unused vehicles and optimizing fleet operations, this client has saved on repair costs and maximized asset utilization. The implementation of centralized reporting and telematics has also positioned them for continued growth and enhanced fleet performance. Wheels' partnership with the client has resulted in a streamlined, cost-effective fleet that aligns with the company's long-term objectives, ensuring that they are well-prepared for future operational demands.

PROJECT SERVICES: Fleet Management; Reporting; Fleet Right-sizing

FLEET SIZE: 2,256

VEHICLE TYPE: LD Vans, LD Pickup Trucks, SUVs

INDUSTRY: Automotive Parts

Savings/Improvements:

23%

Fleet Reduction by eliminating underutilized assets

\$50,000+

Savings in reduced maintenance spend