



# Results+

## Employing Telematics to Tackle Emissions, Reduce Incidents and Cut Costs

### A Solution Required to Enhance Fleet Safety and Sustainability

This Wheels' client 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.

The client 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 CO<sub>2</sub> emissions. They recognized the opportunity to improve fleet safety and operational efficiency while making significant strides toward their sustainability targets by leveraging a comprehensive telematics solution.

### Telematics for Real-Time Driver Behavior Monitoring

Wheels' Telematics Team worked closely with the client 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. The organization's eight regional safety managers utilized the data to coach drivers and reduce risky behaviors. Additionally, the telematics system uses vin specific data allowing the client to benchmark fleet performance against industry standards. Their leadership, including the CEO, actively reviews weekly reports on fleet performance reinforcing the organization-wide commitment to safety and sustainability.

### Significant Safety and Sustainability Gains Across the Fleet

The company's telematics-driven fleet management program has delivered exceptional results in both safety and sustainability. They 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 CO<sub>2</sub> emissions per vehicle decreased by 39.6%, equivalent to planting 79,000 trees. Over the past five years, they have saved \$980,000 annually, resulting in a total of \$5 million in fuel savings. These achievements have been instrumental in helping this client meet its strategic safety and sustainability goals.

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**PROJECT SERVICES:** Fleet management; acquisition; standardized upfit; OOS

**FLEET SIZE:** 775

**VEHICLE TYPE:** Service vans; warehouse vehicles

**INDUSTRY:** Building Materials

### Savings/Improvements:

# 39.6%

reduction in CO<sub>2</sub> emissions, **saving \$5MM in fuel costs** over five years

# 4-6 month

cut in delivery times and improved operational efficiency