



# Professional fleet management review with practical solutions

## Effective and efficient fleet management

Operating a fleet is a significant cost for many organisations, often only behind people and possibly facilities. While cost is one issue, it is also critical that the fleet supports the organisation's objectives. The Fleet must be operating to its full potential.

Effective and efficient Fleet Management requires a holistic and balanced approach, taking into account everything from strategy and management structures through to planning, procurement, operation, disposal and continuous improvement. The list goes on and every aspect has a critical role in the running of the fleet.

## Fleet management review

We use our Ten Aspects of Fleet Management model to assess and improve fleet operations. The model is based on years of practical fleet management experience and best practice asset management principles.

Each of the ten aspects considers in detail specific characteristics of effective and efficient Fleet Management. For example, the Governance and Management aspect is broken down into characteristics relating to structures, authorities and communication. Similarly, the Life Cycle Management aspect looks at characteristic such as procurement, maintenance, operating costs and disposal.

Each of the ten aspects is assessed and evaluated in detail and an overall capability score and associated commentary provided. This approach provides many benefits. Firstly the detail contained within the Ten Aspects of Fleet Management provides a comprehensive and quantifiable assessment of your fleet operation. Secondly, the process identifies opportunities for improvement that can be prioritised and implemented over time. Thirdly the score provides a reference point against which improvement is measured, and monitored, demonstrating to stakeholders, using a simple bar graph, a quantifiable and proactive approach to management and continuous improvement.

A structured and methodical review of current practices provides the opportunity to identify what is being done well – but more importantly what can be improved to increase profit or improve service delivery.

### Ten Aspects of Fleet Management

- 1 Strategic Alignment
- 2 Governance and Management
- 3 Policy and Process
- 4 Planning
- 5 Lifecycle Management
- 6 Safety, Environment and Risk
- 7 Information Management
- 8 Financial Management
- 9 Monitoring and Reporting
- 10 Continuous Improvement



# The industry proven fleet management consultancy

The ownership and operation of a fleet has a significant impact on the operation of a business. An effective well managed fleet supports business objectives. A fleet is often one of the most critical requirements of the organisation and one of the highest costs. Consider the following scenarios and how they might apply to your fleet operation:

## Scenario 1

### Optimum useful life

A fleet of 250 medium trucks has a replacement value of \$50m. The fleet is currently replaced at 8 years at an average cost of \$6.25m per annum. A Fleet Management Review identified optimum replacement cycles had not been assessed. A subsequent review of useful life demonstrated that the optimum replacement age was 11 years. Capital funding is reduced by \$1.7m per annum or 27%

## Scenario 2

### Improved utilisation

A fleet of 150 tool-of-trade passenger cars and light commercial vehicles had an annual operating cost of \$2.25m. A Fleet Management Review identified low utilisation of some vehicles and the opportunity to reduce the fleet by 10 vehicles. This leads to a recurrent saving of \$150,000 per annum and released capital of approximately \$250,000

## Scenario 3

Demand analysis identifies an increased requirement for transport in two years. The early identification of this need provides the opportunity to consider alternatives to purchasing additional resources and ultimately led to the establishment of contract arrangements to meet the increased demand.



## Fleet Consulting

Whether you operate a fleet of passenger cars, specialised vehicles, materials handling equipment, plant or trucks, we have extensive resources and experience in vehicle and plant management to assist you with your next project, improvement initiative, problem or review.

## Fleet Operations Support

We provide a flexible resource and on-call expertise to assist you manage your business. We can help you ensure compliance and enforcement obligations are met and that the financial and operational benefits of good fleet management are realised.

## Fleet Training and Coaching

We specialise in professional development training in the areas of; fleet management, management and transport and logistics. We can provide training materials for delivery by our experienced practitioners or materials for your own delivery.