

enVista services

## Fleet Services



### enVista works with these fleet systems:

- Routing and Scheduling
- Dispatch / GPS / Tracking
- Field Service / Proof of Delivery
- Telematics / Safety and Efficiency
- Truck and Trailer Management
- Yard and Dock Management

Developing and executing an effective fleet strategy can be complex. For private fleet operators and companies outsourcing fleet operations to dedicated carriers, there are many questions to answer:

- Which aspects of the overall pick-up and delivery service do my customers truly value?
- Which metrics are best suited to measure performance? Which ones are most important to the CFO and COO?
- How do I maximize my fleet utilization?
- Am I executing realistic opportunities for revenue (e.g., backhauls or 3PL services)?
- How do I manage in an era of qualified driver shortages? Could I improve driver Standard Operating Procedures or implement a driver pay-for-performance program?
- Which areas or zones should my private fleet serve? Which geographic areas should I outsource?
- Which dedicated or common carriers will provide the right service?
- How do I comply with changing Hours-of-Service and Electronic Logging Device rules?

enVista helps private fleet operators and companies outsourcing fleet operations evaluate and implement processes, systems and organizational structures to dramatically improve fleet performance. In addition, enVista's extensive experience reviewing dedicated

carrier pricing, combined with our contract negotiation expertise, enables us to offer a full set of fleet transportation services to maximize client savings and results.

### The Fleet Decision

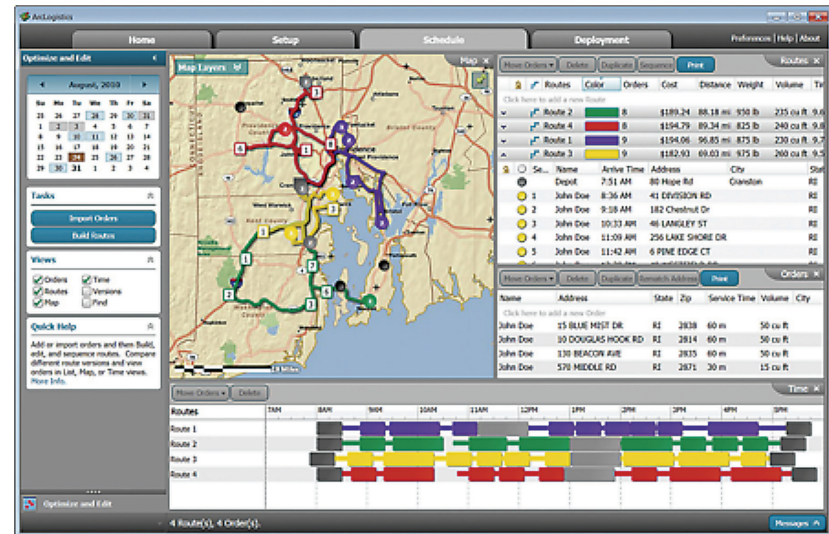
As part of an overall transportation program, a private or dedicated fleet enables greater control of assets and branding. This can ensure trucking resources are available in tight markets, customer pick-ups and deliveries meet quality standards, and additional revenue is generated through supplier and third-party backhauls.

However, managing a private fleet and drivers requires greater attention to internal performance, execution, and safety, including "earning" a reasonable return on assets. And managing dedicated contracts requires close coordination with outside carriers, as well as monitoring fleet performance metrics and continuously improving results. In addition, whether private or dedicated, managing fleet operations requires an investment in systems that may include routing and scheduling, dispatch and tracking, field service management, engine and safety telematics and asset management.

## Fleet Performance

Efficient fleet performance can reduce costs while maintaining or improving customer satisfaction. enVista helps clients establish, measure and monitor key performance indicators (KPIs) such as on-time, cube per load, cost per unit and customer satisfaction. As a member of the National Private Truck Council, enVista has access to key fleet benchmarking performance data from a large pool of private fleets. This data can be combined with our own database of anonymized client fleet data to help establish realistic target benchmarks for performance improvement.

To improve KPI results and savings, enVista helps clients map, analyze and improve fleet-related processes while reducing spend. We also help clients evaluate their fleet and transportation organization, helping design a structure both cost-effective and scalable. For example, what would be the impact of transitioning to a centralized or regionalized dispatch organization? In addition, we help clients research, benchmark and improve driver and maintenance strategies to ensure the fleet's performance is effective and efficient. Finally, we consider how your fleet performance impacts and is impacted by processes in place at other corporate departments. For example, the actions of warehousing / distribution, sales, customer service, purchasing, finance and accounting may all influence fleet operations.



**Fleet Routing and Territory Planning System**

## Fleet Planning

Fleet assets are expensive and must be carefully planned. Effective fleet and territory planning can require estimating the right numbers, capacities and home locations for up to hundreds of trucks, tractors and trailers. It can also include designing “right-size” pick-up and delivery territories or zones and determining the right number and locations of fleet domiciles or branches to cost-effectively serve demand. It also includes designing the best customer pick-up and delivery territories or zones around each fleet domicile (or branch, warehouse or cross-dock) and determining the right number of branches to cost-effectively serve demand.

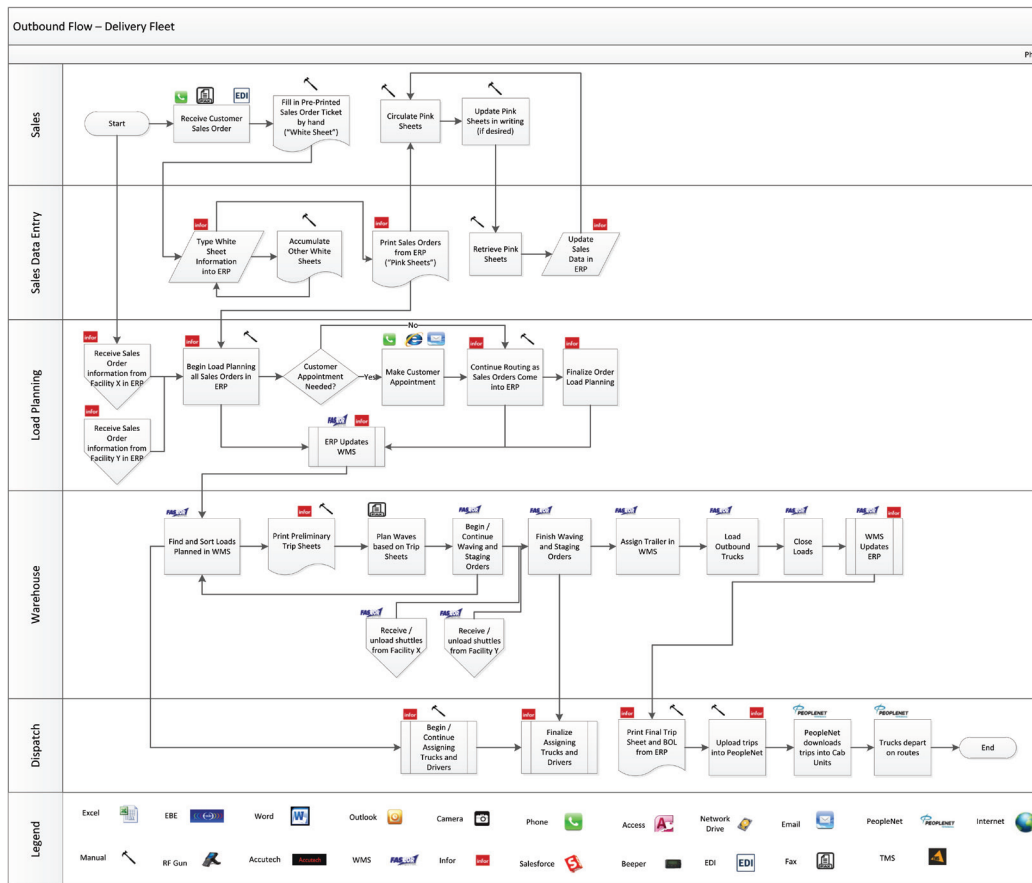
Often the number of fleet assets can be reduced based on more efficient route planning or better matching of truck sizes to actual load sizes.

To address fleet and territory planning, enVista uses several key tools. These include sophisticated fleet modeling software, comprehensive ROI and financial analysis, and our experience working with many other client fleets. Based on the results of each analysis, we work with clients to develop and prioritize recommendations that meet profitability expectations while considering financial, operational and organizational resource constraints.

**enVista brings experience optimizing fleets for:**

- Retail / Distribution
- Grocery / Food and Beverage
- Health Care / Pharmacy
- Spare Parts / Auto Parts
- Maintenance, Repair and Operations
- Furniture / Appliances
- Parcel / Small Package
- Just-in-Time / Expedited

**Contact us today to learn more.**



**Outbound Fleet Process Flow**

**Fleet Systems**

Fleet systems projects can show large ROI. For example, routing systems can decrease operating costs 10-20 percent while reducing required trucks needed by up to 15 percent. And telematics systems, when implemented and monitored well, can increase fleet fuel efficiency up to one or more miles per gallon by reducing engine idling, aggressive driving and out-of-route miles.

However, the number of systems vendors serving the fleet market has grown considerably in the last five years. While certain vendors may have strengths in areas such as routing and scheduling, they may have deficiencies in other areas, such as dispatch or field service. To choose the right fleet systems it is important to work with a partner that can identify, support and improve your key functional requirements.

As an independent consultant, enVista brings substantial experience helping clients evaluate, select and implement fleet systems. From basic GPS or cellular tracking to sophisticated fleet routing, dispatch, field service operations and telematics, we have comprehensive knowledge of systems providers to help you choose the best long-term partner to support your fleet operations. Once a system is selected, we work with the client and vendor to manage implementation and roll out the system across the fleet and other departments using our proprietary enAble™ methodology. Clients can be assured of an effective implementation that meets the ROI and strategic goals promised upon project approval.

**Real Results**

Working with enVista, companies realize significant cost savings through improved fleet and driver performance, fleet asset rationalization, better fleet strategy and network structure and effective contracting for dedicated fleet services. In addition, companies gain a stronger understanding of how their fleet performance impacts the overall transportation function, as well as the rest of their supply chain. So whether your fleet is private or dedicated, uses tractor-trailers or straight trucks, or makes over-the-road (OTR) or city deliveries, enVista has the tools and experience to help you make decisions that will optimize fleet performance.

**Please call your enVista representative today at 877-684-7700.**

