IMPLEMENTING NEW STRATEGIES TO OPTIMIZE BUSINESS TRAVEL

A FORTUNE 500® HEALTHCARE COMPANY SAVES ALMOST $100,000

LARGE HEALTHCARE PRODUCTS COMPANY

Size
19,000 employees worldwide

Location
Headquarters in New York

Service
• Mileage tracking application
• Payment services

Customer Challenges
• Required a way to accurately track mileage for mobile workers
• Needed a system for IRS-compliance and accountability with accurate mileage logs

Customer Story
This customer partnered with Motus to improve mileage accuracy, gather analytics associated with its business vehicle program, and gain deeper insights into business travel to enhance field sales activity and improve sales metrics. After implementing the mileage tracking application, the customer reached all its desired goals. Plus, company leadership achieved peace-of-mind knowing that mobile workers were creating IRS-compliant mileage logs.

Customer Result
• Reduced overall mileage by 18% - this resulted in $96,000 in annual savings
• Met field sales accountability and improved sales metrics - this was done through an analytics solution that provided insights into mobile workers' drive time vs. time spent face-to-face with customers

About Motus

For companies with mobile workers that drive more than 5,000 business miles per year, Motus is the premier vehicle management and reimbursement platform. Through its sophisticated configuration engine that incorporates real-time data across hundreds of variables, Motus drives significant reductions in cost, ensures compliance, and reimburses employees exactly what they deserve. For more information about the company, please visit www.motus.com or connect with us on Twitter, Facebook, or LinkedIn.