

## Wheels Selection Modeler™ helps fleet make optimal vehicle selection decisions in significantly less time than before.

<b>+ Fleet size/type:</b>	3400 Vehicles
<b>+Vehicle Type:</b>	Sedans
<b>+ Industry:</b>	Pharmaceutical Manufacturer

### The Challenge

Vehicle selection is one of the most important decisions for any fleet – impacting more than 73% of a fleet's total spend. But cost is not the only factor. A company must make decisions on vehicle attributes such as safety rating, cargo space, and more, in order to offer the right business tool that will deliver results.

Therefore, the ability to obtain customized, up-to-date information is important when developing a vehicle selector. This process involves obtaining information from a variety of sources, such as manufacturer pricing, incentive programs, contract pricing, residual values and fuel economy. As a result, getting complete and accurate information can be challenging, time-consuming and complex.

For example, one Wheels client was spending over a month making their annual vehicle selection decisions. Collecting and reviewing total costs, safety ratings, and fuel economy information on over 60 different vehicles involved a lot of waiting and adjusting until an accurate assessment could be made on each vehicle.

During this complex decision-making process, vehicle pricing often changed and additional

vehicle option requirements were mandated resulting in constant re-work. Another challenge was that the client was not able to automatically view a customized lifecycle analysis, which includes the client's full contract pricing, manufacturer incentives, and replacement timing. This manual process made the client feel they may be missing key information that would help make optimal vehicle selection decisions.

**Wheels Selection Modeler™** is the newest addition to Wheels comprehensive suite of Decision Tools. The tool instantly aggregates vehicle and pricing data, offers customizable and extensive search functionality, and helps make precise and calculated vehicle selection decisions.

### Wheels Solution

Teaming up with their Account Management team and using Wheels Selection Modeler, this particular client was able to create robust lifecycle analyses using client-specific contract pricing, manufacturer incentives and even its current replacement schedule. Selection Modeler incorporated this specific information, so it was easy to create numerous "what if" scenarios.

Because the Wheels Selection Modeler™ database holds over 6,500 vehicle models in all possible configurations referenced directly from the

auto manufacturer's catalogs – including vehicle packages, options, technical specifications, and more – the client was able to compare total cost of ownership (TCO) across dozens of models in minutes, and then instantly download the results to a spreadsheet.

## The Results

Using this new technology, the client was able to reduce the time spent running the selection analysis – from weeks to minutes. Even when changes had to be made based on corporate mandates, the re-run quotes could be generated instantly.

The ability to compare vehicles so quickly allowed this client to do a fast side-by-side comparison of multiple vehicles and easily dismiss vehicles that did not comply with their fleet policy and business objectives. The results allowed the client to make accurate, more informed decisions regarding their vehicle selections in less time than before.

### About Wheels, Inc.

Wheels, Inc. ([www.wheels.com](http://www.wheels.com)), which pioneered the concept of auto leasing in 1939, provides a full range of specialized services to help organizations manage their vehicle fleets. Wheels manages more than 300,000 vehicles. Its holding company, Frank Consolidated Enterprises, near \$2 billion currently ranks as the largest privately held fleet management company and one of the largest private companies in North America. For additional information, please contact [info@wheels.com](mailto:info@wheels.com).