



## High-Risk Driving in Nontraditional Fleet Reduced Nearly by Half

### FLEET PROFILE

Fleet Size **350**  
Industry **Industrial**

Vehicle Type **CUV, Sedan, Pickups**

### OPPORTUNITY

#### Insight Needed into Nontraditional Fleet

Industrial firm has over 1,000 employees who travel at least occasionally on business but who are not assigned a fleet vehicle. Yet a lack of a centralized database to manage non-company-vehicle drivers crippled efforts to ensure safety and assess risk.

### STRATEGY

#### Newly Identified Drivers Added to System & Routinely Monitored and Educated

The fleet office identified travelers through expense accounting, then notified them to register in Wheels DriverView™ and authorized Motor Vehicle Record checks on their driving. Once compiled, this expanded group was included in the Wheels FleetView™ database and is visible to the fleet office along with the drivers.

Drivers were made aware of their performance profile scores based on their risk factors, which could trigger training and follow up from the risk group. Feedback from the drivers enabled fine-tuning of the scoring system.

### RESULTS+

**HIGH-RISK Driver Rate**

**DOWN**  
**46%**

In just 12 months, the number of high-risk drivers plummeted by 46%. The pool of drivers rated “excellent” grew 5%. Most importantly, the accident rate is down 18%.

The industrial group and Wheels continue to expand the monitoring program to all company travelers. Meanwhile, they’ve proved that business travel, like every part of their business, runs better when it’s run precisely.