



## Healthcare Giant Has Smooth Merger With Strategic Partner Wheels

### FLEET PROFILE

Fleet Size **3,000**  
Industry **Healthcare**

Vehicle Type **Sedan, SUV**

### OPPORTUNITY

#### A major acquisition spurred the need for fleet cohesion

A multinational pharmaceutical and biotech provider made history with its multi-billion acquisition of a fellow biotech company.

The challenge ahead: Merge both fleets under common policies, practices and accounting — all while containing costs and maintaining driver satisfaction.

### STRATEGY

#### Strategic thinking set the path for success

Even when separate entities, both fleets were managed by Wheels. This allowed Wheels to conduct a detailed study that provided a vision for the merged fleet. A single billing and EDI project plan created one harmonized invoice file that followed the fleet office's methodology. Wheels' technologies saved further hours on fleet office tasks such as fielding driver inquiries.

Custom communications were deployed to all drivers. Additionally, promotion of the Wheels Mobile Assistant app kept drivers informed and productive. It also helped guide them toward in-network vendors, controlling costs and ensuring compliance with critical tasks.

### RESULTS+

#### Fleet harmony achieved

By July 2020, the fleet merger was complete. This company and its new subsidiary now enjoy **harmony among its vehicle selector, fleet policy, billing and data infrastructures, and more.**

Most importantly, the fleet office is now free to focus on its core competencies, while the administration by Wheels is keeping registration and maintenance support as strong as ever for drivers.