

## 1. Become a Mobility SME to Prepare for the Coming Waves of Connectivity

Automotive Fleet magazine Executive Editor Chris Brown stressed the relevance of fleet managers developing a solid understanding of how their drivers and organization will be impacted by changing vehicle connectivity technology as it moves toward the status quo. He inferred that gaining an edge over competition by being first to market could come at a cost. Crafting a comprehensive strategy built upon a detailed understanding of how solutions relate to the specific needs of your fleet are of paramount importance.

## 2. Discover How to Differentiate Mobility Fact From Fiction

As methods of mobility become more prominent, so does the potential for misinformation. Dan Frank, president and CEO of Wheels, dispels the assumption: Mobility as a service is inherently cheaper than a company-provided vehicle.



“You read statistics that the average vehicle sits idle 95% of the time and that the opposite will be true with a shared vehicle, which will be used 95% of the time,” said Frank. “I don’t think that’s necessarily true. Company drivers, for the most part, drive much of their day, and are in their vehicle more like 25-30% of the time. ... In order to provide an efficient service, shared-vehicle businesses are going to have to scale these solutions to be able to accommodate the busiest time of the day, which is rush hour. So there’s going to be a lot of excess vehicles that are going to be idle much of the day outside of that peak time.”

## 3. Autonomous Vehicles Can Superpower Your Service Delivery Persona

From storage on wheels to a mobile office space, Rollins’ Senior Fleet Manager Alex May, examines achieving harmony between advanced technology, such as autonomous vehicles (AV), and the need to aid its employees in conducting their work. “A smaller vehicle could carry the technician to the customer’s location while the AV could deliver the chemical supplies and equipment or even resupply a technician without them having to return to the branch,” said May. “This would not only reduce the need of real estate required for our local offices and branches, but would also improve efficiency on the job and allow the technician to service more customers in a day.”

## 4. Strategically Map Your Fleet’s Mobility Matrix

“Is [your driver-provided vehicle] being maintained properly? Is it upholding your company image? Is it safe to drive?” Dan Belknap, director of product management at Wheels, posed these questions in an effort to prompt fleets to think holistically when planning a diverse mobility program. There may be a place for company-provided, driver-provided, shared AND ride-hailed options, yet understanding each consideration is crucial to achieving success.

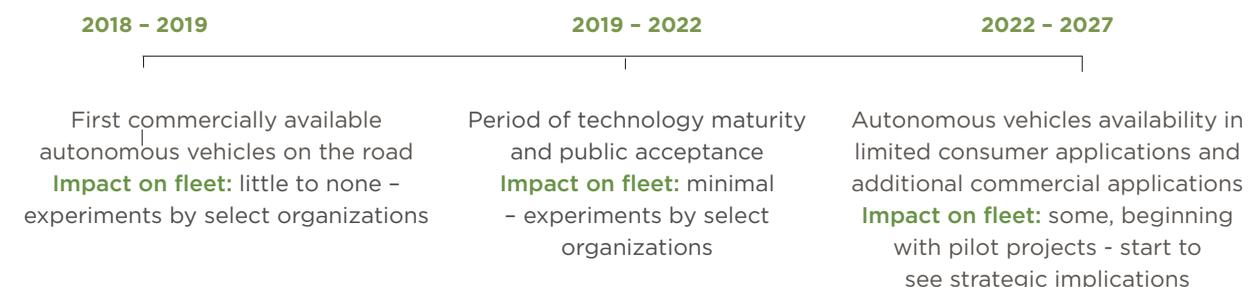


## 5. Widespread Autonomous Adoption Is Still Decades Away

Envisioning a future where autonomous vehicles command the road in a synchronous harmony is fun to ponder, yet mainstream adoption may be decades away. Wheels Chief Operating Officer Ahsan Rahim charts a decade long timeline for autonomous vehicles to impact fleet, with some pilot projects to launch around as late as 2027.

### AUTONOMY TIMELINE FOR CORPORATE FLEETS

While autonomous vehicle technology is here; practical use for corporate fleets is still years away



For additional insights, check out  
*The Wheels Mobility Guide.*

