



Results+

Multiple Wheels Programs Used to Increase Administrative Task Efficiency

A clear goal

One of the world's top 20 pharmaceutical companies works with a sense of purpose. Its fleet leader brought that same clarity of approach to the company's fleet of cars and trucks. The goal: Perform every administrative task with maximum efficiency so the fleet office could prioritize and execute higher-level strategic objectives.

A team effort

The company set the bar high, seeking a 50% reduction in fleet tasks executed in-house. Collaboration was key to reaching this benchmark. Vehicle Inventory Management (VIM) was taken over by Wheels' specialists. A Commercial Motor Vehicle (CMV) program was implemented to improve compliance. The sale of end-of-service vehicles is being optimized through a switch to [Wheels Remarketing](#) including the implementation of Wheels' employee purchase program, WheelsDirect™. A dedicated selector for executives' vehicles will relieve

the administrative burden and improve cost by minimizing the need for executive out-of-stock vehicles.

Enhancements to the account structure and batch data feeds to improve vehicle reporting and reduce administrative tasks. More consistent fleet driver education has been instituted through newsletters and window clings.

A resounding success

The steps listed above were just a few in a sweeping series of moves designed to streamline processes and free the fleet office from time-consuming administrative tasks. The company is gaining all that and more, including \$2 million in estimated annual savings from the decision to leverage Wheels Remarketing, all while focusing on strategic goals such as improvements in sustainability. By basing its many fleet decisions on a single, clear philosophical goal, the company's fleet office is helping to extend its legacy of success.

PROJECT SERVICES: [Remarketing](#), CMV Compliance, Fleet Administration

FLEET SIZE: 3,159

VEHICLE TYPE: Sedan, SUV, Light-Duty Truck, Medium-Duty Truck

INDUSTRY: Pharma

Savings/Improvements:

\$2M

in annual savings