



Results+

Responding to Driver Requests While Protecting the Bottom Line

Vehicle acquisition that promotes managerial goals

This international biopharmaceutical company is keenly aware of the fact that the company's fleet vehicles can be a powerful employee retention tool. That's why they make driver satisfaction a high priority and heed the results of its Wheels' driver surveys. So, when drivers make a specific request, the company looks at it closely.

Giving drivers the power of choice

Many of the company's drivers expressed a desire to have the option of choosing between a company-provided leased vehicle and their personal vehicle for which they would get reimbursed. Wheels helped analyze the best reimbursement options from their suite of solutions and determined the Wheels Fixed and Variable Rate ([FAVR](#)) reimbursement program

was the best fit. The program's guardrails provided the driver with a choice while protecting the company's interests. All miles are tracked. Payment is processed monthly through the company's payroll. Rates are carefully set with all factors in mind.

Satisfaction and savings

Wheels FAVR program added a new way to satisfy drivers. It was also a viable move for the company in several ways—it gave drivers the choice of non-mainstream vehicles that would not be economical to include on the selector, and helped the company optimize costs for their lowest-mileage drivers. Going forward, the client and Wheels stand ready to institute thresholds that will automatically move drivers to a leased vehicle if their mileage rises to a level where operating economies demand it, protecting the fleet's finances while continuing to give drivers all feasible options.

PROJECT SERVICES: Reimbursement

FLEET SIZE: 395

VEHICLE TYPE: SUV

INDUSTRY: Healthcare/Pharma

Savings/Improvements:

Expanded

driver vehicle choice

Better

mileage management