



Results+

Speeding the Acquisition Process Through Intelligent Streamlining and Relationship Building

Vehicle procurement that turns on a dime

When this international security services, monitoring, consulting and investigation group reaches a contract agreement with a new client, it's difficult to give advance notice of the vehicles it will require. So, it's essential to have an acquisition strategy that's flexible, timely and efficient.

Removing every obstacle to efficiency

The client and Wheels focused on optimizing all the individual elements of an efficient [fleet vehicle acquisition](#) process. Dedicated buyers were trained in the company's specific fleet vehicle applications and needs. Protocols were put in place around search and location communication to the fleet, enabling timely changes to vehicle models and specs. Future inventory was accounted for and secured to cut down on delivery lead time. Relationships were cultivated with

dealers. The objective at every point was to enable the quick, decisive action needed for timely fleet vehicle acquisition.

Successfully resisting the tide

The company and Wheels had challenged themselves to reduce the average delivery cycle to 14 days. Even in normal times, that goal would be ambitious. In the pandemic-induced supply chain crisis, it proved impossible. Yet what the company and Wheels did achieve was nonetheless remarkable: At a time when many motorists couldn't obtain a vehicle at all, the team held down its delivery time to essentially no increase (16 days pre-pandemic, 17 since). The company continued to successfully secure the vehicles needed to meet its obligations to clients—and positioned itself for even greater efficiency going forward.

PROJECT SERVICES: [Vehicle Acquisitions & Upfitting](#)

FLEET SIZE: 3,067

VEHICLE TYPE: SUV, Light-Duty Service Vehicles, Sedan

INDUSTRY: Business Services

Savings/Improvements:

Streamlined

vehicle acquisition process

Maintained

tight delivery times through supply chain challenges