



## Results+

# Streamlining Providers for Comprehensive, Single-Source Support

### Two programs, two providers—one too many

Like many businesses, this leading family-owned food distributor saw its fleet evolve over time. Once a mostly leased fleet, it underwent a long-term shift as all new hires were reimbursed to drive their own vehicles instead.

Eventually the company saw its lease fleet shrink to just 347 vehicles, compared to 800 drivers under reimbursement. The added efficiency of unifying the fleet programs under one provider became inarguable.

### The perfect vehicle for unification

Although Wheels had managed the leased fleet while another provider oversaw the reimbursed vehicles, the company recognized that the Wheels Fixed and Variable Rate ([FAVR](#)) reimbursement program was an ideal fit for its needs.

Wheels and the client formulated a transition plan. Wheels created customized training materials, including Q&A videos, for both groups of drivers, and held onboarding meetings with the client's team along the way.

### Smooth, speedy, supported

The plan to unify the fleet was executed with precision and professionalism. Together, the company and Wheels transitioned over 1,100 drivers—98% of its fleet—in just four months. And now, all remaining drivers have been transitioned.

Every one of them will now enjoy Wheels' award-winning Driver Service Center support and a state-of-the-art mobile app, Wheels Mobile Assistant, while the company gains program efficiency, control, and visibility through one provider. For the client, this all adds up to operational success.

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**PROJECT SERVICES:** Reimbursement

**FLEET SIZE:** 1,527

**VEHICLE TYPE:** Full-Size Cargo Van, SUV, Light-Duty Truck, Sedan, Passenger Bus

**INDUSTRY:** Food and Beverage

### Savings/Improvements:

# 1,100

Drivers transitioned in  
**4 months**

# All fleet

vehicles now under  
Wheels' FAVR