

Results+

Sustainable Journeys and Empowered Drivers

This major American insurance company has long been recognized for its forward-thinking approach to fleet management. Managing over 2,250 vehicles across the U.S. and Canada, the organization has made environmental responsibility a strategic priority. After successfully converting its entire fleet to hybrid vehicles, they are now preparing for the next phase: an industry leading transition to electric vehicles. This initiative reflects their dedication to aligning fleet strategy with broader corporate values.

Building the roadmap

The journey began in 2018, when they partnered with Wheels to develop a comprehensive roadmap to becoming carbon neutral. Leveraging historical data and predictive modeling along with mandated telematics for all vehicles, the team crafted a long-term strategy to guide vehicle selection, driver targeting, and policy alignment. Today, those projections are being validated by real-world metrics, giving the company the confidence and clarity needed to move forward with its EV rollout.

To ensure a smooth and strategic transition to electric vehicles, they partnered closely with Wheels to deploy a comprehensive suite of support tools. The process began with targeted driver surveys, to identify employees who are best suited for EV adoption. These insights are paired with fuel, telematics, and mileage analytics, enabling data-informed decisions about vehicle selection and deployment. Recognizing the importance of a seamless onboarding experience, they have also introduced updated policy guidance and welcome materials. The fleet leader is actively involved in every step, ensuring alignment across departments from FP&A to ESG compliance.

PROJECT SERVICES

Environmental & Social Responsibility, Driver Satisfaction

FLEET SIZE

2,250

VEHICLE TYPE

SUVs

INDUSTRY

Insurance

RESULTS

Strong

employee engagement with employees eager to adopt EVs

Advanced

data tools streamlined planning and decision-making

20 years

ahead of the Paris Climate Accords, will be carbon neutral by 2030

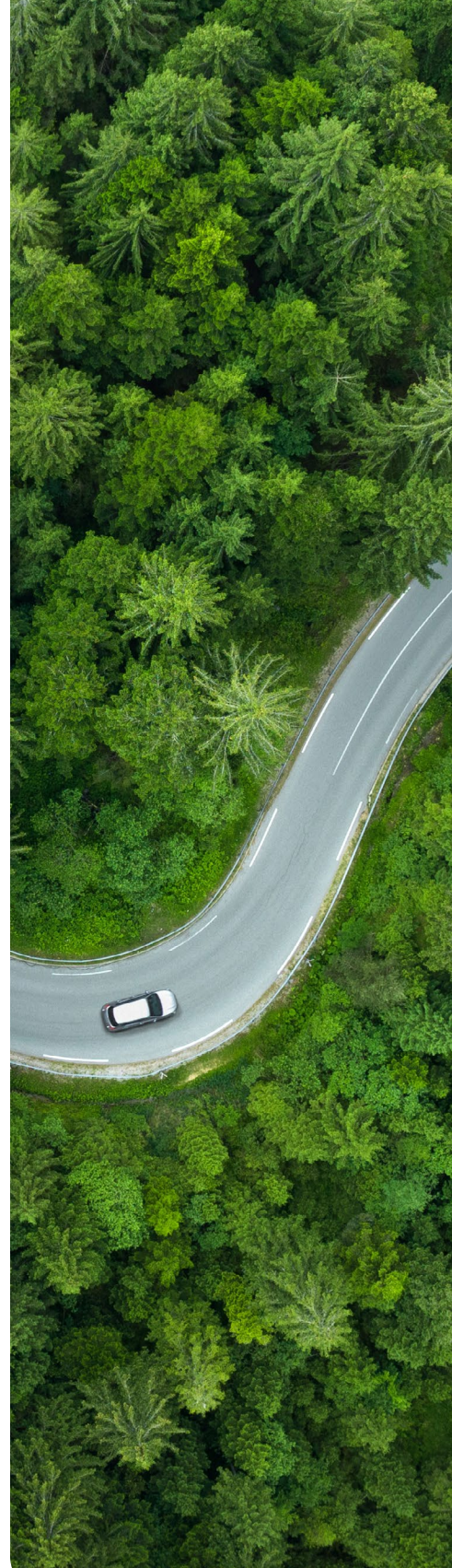
Environmentally, fuel use and maintenance costs are down, reducing total cost of ownership and improving the fleet's carbon footprint.

Driving change with smart tools

The initiative is already delivering results. Environmentally, fuel use and maintenance costs are down, reducing total cost of ownership and improving the fleet's carbon footprint. Operationally, the use of advanced data tools has streamlined planning and decision-making. Culturally, employee engagement is strong, with widespread support for sustainable vehicle options.

With infrastructure and planning already in place, the organization is well-positioned to complete its EV transition. Importantly, the organization remains fully prepared for implementation with policy frameworks already aligned across Legal, Risk, and key stakeholders and continues to see strong enthusiasm from employees eager to adopt EVs. The company's commitment to becoming carbon neutral by 2030 remains unchanged, positioning them as 20 years ahead of the Paris Climate Accords.

By combining innovation, data-driven planning, and a culture of sustainability, this client is setting a powerful example for the industry and reaffirming its role as a leader in responsible fleet management.



Together Let's Go Far.

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