

Refocus Your Fleet:

Insights from Fellow Fleet Operators



Refocus Your Fleet:

Prepare for the year ahead with insights from fellow fleet operators.

With various priorities and countless available solutions, it can be difficult to decide what you should focus on to manage your fleet more efficiently. To cut through some of the noise, we conducted research with over 2,500 fleet operators in 2021 and rounded up the top priorities of fleet operators across the board, along with insights from progressive fleet operators. Armed with this information, you'll be able to refocus your fleet and prepare for the year ahead.

Top Priorities Among Fleet Operators Today

Our data shows us that these are the top priorities of fleet operators across the US:

- Keeping the fleet well maintained
- Reducing vehicle cost per mile
- Reducing vehicle service and parts cost
- Upgrading and improving safety features
- Minimizing breakdowns and maximizing uptime

“Any downtime affects our bottom line.”

— Fleet Operator

Did you know?

More than **one in ten fleets** are increasing their fleet technology investment today compared to before Covid-19.*

How are Progressive Fleet Operators Preparing for the Future?

Progressive fleet operators are keeping an eye out for breakthrough technologies that can advance their operations, as well as preparing for an electric and autonomous future. With findings from our 2021 fleet segmentation research, we've identified current priorities, long-term priorities, and the most widely used software among progressive fleet operators today, which you will find below.

Current investment priorities

Here's what progressive fleet operators are prioritizing right now:

- Modernizing their fleet through product upgrades and after-market features
- Keeping their fleet well-maintained
- Reducing fleet vehicle service and parts costs
- Planning fleet replacement vehicles
- Upgrading and improving safety features throughout their fleet

Long-term priorities

Here's what progressive fleet operators are prioritizing for the future:

- Modernizing the fleet through product upgrades and after-market features
- Integrating alternative and new fuel technologies
- Increasing the integration and use of telematics and e-management solutions
- Using data to be smarter and more predictive regarding vehicle maintenance needs
- Maximizing fleet utilization

Most widely used software

Here's the most common types of software fleet operators are using to aid fleet management:

- Inventory and fleet management software
- Maintenance and vehicle diagnostic software
- Asset and trailer tracking (telematics) software
- Fuel management software
- Field service management software

“Now the competition is very strong. The need to constantly upgrade to new products is in line with the needs of today.”

— Progressive Fleet Operator

When asked about their attitude towards the service and maintenance of their fleets, many progressive fleet operators noted their use of a very strict preventative maintenance program as well as ensuring that their vehicles are utilized religiously from cradle to grave.*

Improve Your Fleet Operations

Understanding the fleet operations strategy among other fleet operators is an important step in assessing your processes and taking steps to prepare for the future. Whether or not you decide to follow in the footsteps of your peers, now is a good time to understand how others are managing their fleets and construct a concrete strategy for the future.

Ready to see how Cox Automotive Mobility can help you improve your fleet operations? Learn more and request a demo at [CAMFleetOperations.com](https://www.CAMFleetOperations.com)



*Sources: 2021 Cox Automotive Fleet Segmentation Study, 2021 Escalent 2021 Fleet Technology Index COVID-19 Study