

# FLEET COST & CARE

## COMPREHENSIVE FLEET MANAGEMENT SOFTWARE WITH PROVEN ROI

### GOAL

Increase labor productivity of all staff members and optimize workflow throughout an entire operation.

The NexGen and Atom systems reduce the amount of time team members spend performing duplicate data entry, filling out paperwork, searching for parts inventory, finding customer or job site information and more. The time spent on these tasks is reduced by utilizing a centralized fleet management system for all employee operations. Time saved is ideally spent on billable tasks that increase your overall revenue or tasks that minimize unit downtime (i.e. preventative maintenance).

### Formula and Calculations

Calculated as a percentage of time saved each day, for every employee, per year for an average-sized heavy equipment rental operation.







### Explanation and Assumptions

Assumes a 10% average time savings per employee with an average team member working 40 hours per week and 52 weeks per year (some team members will work more than 40 hours per week, others may work less; also assumes that Saturdays and over-time work compensate for days closed during the year).

Assumes average hourly cost per employee job type (see chart).

Assumes average number of employees by job type in an operation (see chart).

Assumes average investment a customer would make in the first year of a full system implementation for 40 Atom licenses, 10 NexGen licenses, training and expenses = \$85,000.

Employee Type	# of Employees Staffed by type	Average Hourly Cost	Total Spent per Year on Salary	Value of 10% Increase in Efficiency
Clerical 	2	\$20	\$83,280	\$8,320
Dispatch 	4	\$40	\$332,800	\$33,280
Manager 	4	\$50	\$416,000	\$41,600
Sales 	5	\$40	\$416,000	\$41,600
Mechanics 	5	\$70	\$728,000	\$72,800
Operator/Oiler 	30	\$70	\$4,368,000	\$436,800
<b>Net Benefit</b>	<b>50</b>	<b>n/a</b>	<b>\$6,340,080</b>	<b>\$634,008</b>

### Total ROI for Process Optimization

If you spend \$85,000 in the first year of system implementation, including training for a staff of 50 employees, and you increase productivity by about 10% per employee, your total year one ROI is valued at \$634,008 in increased staff efficiency.