



FleetPulse® Sample Customer Cost/Benefit Analysis

Fleet Size: 650 Vehicles

Total Annual Savings: **\$1,611,296**

This sample cost/benefit analysis illustrates how annual cost savings, productivity enhancements and fleet utilization can be increased using the FleetPulse Wireless Fleet Management System. The numbers below are based on assumptions regarding fleet and business parameters. These characteristics may differ from your particular fleet situation. To obtain a free, customized cost/benefit analysis for your organization, please contact us at info@netistix.com or **613-599-5443**.

COST SAVINGS ACHIEVED WITH FLEETPULSE®	SAVINGS/YEAR (\$)
<p>Fuel Savings from Reduced Idling</p> <p>30 minutes of discretionary idling can be reduced from an 8-hour driving day. <i>Additional benefits:</i> Longer engine life, fewer oil changes and better fuel economy.</p> <p><i>Assumptions:</i> 3.8L (or 1 Gallon) of fuel is typically consumed per hour for an idling light to medium duty vehicle. This rate is affected by many factors such as environment, vehicle options running, etc.</p>	<p>\$288,990</p>
<p>Fuel Savings from Improved Driving Behavior and Vehicle Fitness</p> <p>Reducing speeding occurrences, aggressive braking and acceleration while improving overall vehicle fitness lowers fuel costs. <i>Additional benefits:</i> Less wear on brakes, tires, engine and transmission, and improved public image and driver safety.</p> <p><i>Assumptions:</i> 4% average savings in fuel. Calculations assume 10L/100Km (23 MPG), 100Km/day (60 miles), 90¢/L (\$3/gallon).</p>	<p>\$60,840</p>
<p>Reduced Fuel Cost with Less Fuel Theft</p> <p>Automatic and accurate tracking of vehicle fuel consumption coupled with billing record monitoring reduces abuse of fuel theft or slippage.</p> <p><i>Assumptions:</i> Calculation assumes a 3% reduction in fuel through decreased theft and 10L/100Km, 100Km/day, 90¢/L.</p>	<p>\$45,630</p>
<p>Fuel Usage Credit for PTO Usage</p> <p>Some governments give credit for fuel consumption while operating a vehicle-powered PTO. Convenient tracking of these events allow easy and timely applications.</p> <p><i>Assumptions:</i> Credit of 14.7¢/litre (55¢/gallon) was used. Idle fuel rate of 3.8 litres/hour (1 gallon/hr). 20 hours/week with PTO engaged.</p>	<p>\$348,566</p>
<p>Reduced Number of Road Accidents</p>	<p>Lowered accident-related costs by significant %</p>

<p>Accurate vehicle and driver data in conjunction with driver training programs can result in a substantial reduction of road accidents. <i>Additional benefits:</i> Reduced insurance premiums and driver costs, decreased delays associated with transferring from one vehicle to another, reduced equipment repair costs and improved customer service.</p>	
<p>Better Understanding of Total Cost of Ownership</p> <p>With accurate vehicle information, more intelligent decisions regarding disposal and utilization across the fleet can be made. <i>Additional benefits:</i> Longer fleet life, better customer service and budget planning and peace of mind from a more reliable fleet.</p>	<p>Optimized total cost of ownership</p>
<p>Reduced Green House Gas (GHG) and Other Air Pollutants</p> <p>Reducing unnecessary idling and other detrimental driving behaviors will also reduce air pollutants such as CO2. Each litre (or gallon) of fuel consumed produces 2.4 kg (or 20 lbs) of CO2. Many commercial and government organizations have Clean Air programs that are difficult to monitor. FleetPulse allows easy monitoring of reduced idling by vehicle or driver.</p>	<p>Reduced kilotons of green house gas (GHG)</p>
<p>Increased Vehicle Utilization and Availability</p> <p>Accurate fleet maintenance helps eliminate unnecessary down time, resulting in improved vehicle availability and usage. This helps to right size the fleet and reduce the total number of vehicles.</p> <p><i>Assumptions:</i> Calculation assumes an increase of 1% in equipment availability. This translates into seven additional vehicles available for new business or a reduction of capital and operating costs for seven vehicles within the fleet.</p>	<p>\$39,000</p>
<p>Accurate Warranty Tracking</p> <p>Combining accurate mileage and engine hour reporting with remote diagnostics allows for more accurate warranty tracking. Accurate warranty tracking reduces unnecessary purchases.</p> <p><i>Assumptions:</i> Calculation assumes one slip is caused by bad vehicle data each year. Annual savings/vehicle: \$50/year.</p>	<p>\$3,250</p>

PRODUCTIVITY IMPROVEMENTS WITH FLEETPULSE®	SAVINGS PER YEAR
<p>Driver Productivity Improvements</p> <p>Improved route planning with GPS and reduced unauthorized usage contribute to improved driver productivity per week. <i>Additional benefits:</i> Improved customer service and public image.</p> <p>Assumptions: Assume one additional hour per week of driver productivity. This can also be viewed as one hour less of overtime per week per driver. Hourly rate is \$20.</p>	<p>\$676,000</p>
<p>Automatic Data Collection Reduces Direct Labor</p> <p>Direct labor savings are achieved when automatic vehicle data collection (i.e. odometer, engine and fuel readings) replace manual collection, verification and correction.</p> <p>Assumptions: Assumed time it takes to manually collect data per vehicle: 4 minutes and manually enter data per vehicle: 1 minute. An error collection rate (monthly) of 4% and a wage of \$22 is also assumed.</p>	<p>\$14,969</p>
<p>Reduction of Emergency Roadside Repairs and Related Expenses</p> <p>Accurate fleet maintenance and diagnostic information helps to eliminate expensive corrective maintenance or emergency repairs. Your fleet will perform better and more reliably with less roadside breakdowns.</p> <p>Assumptions: Calculations assume breakdown incidents are reduced by 10%. Average cost of a corrective repair: \$1400. Repair savings include reduction in equipment time, parts, and labour as well as expenses such as replacement drivers and towing charges.</p>	<p>\$60,051</p>
<p>Increased Equipment Availability, Reduced Over Time (O/T)</p> <p>With automatic data capture, you can accurately schedule your fleet maintenance with error-free information. This eliminates late or early maintenance (as well as related over time) on a vehicle caused by erroneous maintenance data, and increases equipment availability.</p> <p>Assumptions: Calculation assumes the customer saves one maintenance appointment per year, per vehicle and one over time hour per year, per vehicle. Cost of one maintenance appointment: \$113, cost of one O/T hour: \$75.</p>	<p>\$74,000</p>
<p>Flexible Purchase Alternatives</p> <p>Adaptable to upfront capital and ongoing monthly operational centric budgets.</p> <p>Assumptions: Outright purchase, financed options or 'Pay as you Go' (\$\$/vehicle/month) alternatives give flexible choices.</p>	

Annual Savings per Vehicle:

Annual Savings per Fleet (based on 650 vehicles):

\$2,479

\$1,611,296