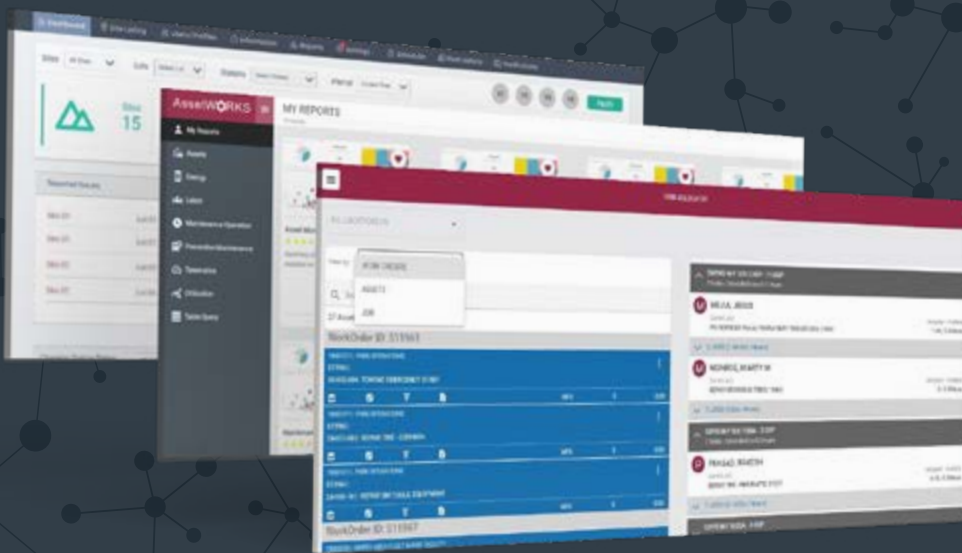# AssetWORKS

WHAT IS FLEET MANAGEMENT SOFTWARE?

WHAT IS FLEET MANAGEMENT SOFTWARE?

The future is sometimes scary, especially when it comes to running a business, so it is important to plan long-term. It is hard to plan when running a fleet organization since vehicle equipment assets, and the labor required to maintain them, is an ever-increasing expense.

→ *So how can you plan long-term when the costs of assets and labor are continuously fluctuating?*

The solution: To accurately plan for the future, fleet organizations need to incorporate fleet management software into their workplace.

Definition: A computer software that handles every aspect of running a modern fleet, including:
- Complete vehicle life cycle
  - Procurement
  - Maintenance history
  - Disposal
- Service requests & work orders
- Work management
- Shop scheduling
- Warranty & claims tracking
- And much more

Who Can Use Fleet Management Software? Fleet software is used across all industries: Government, Utilities, Private/Commercial, and Education

...anyone across a fleet organization can benefit from fleet software

Fleet Management Software Benefits
It does not matter what one's role is, anyone across a fleet organization can benefit from fleet software, including fleet managers, technicians, parts room managers, procurement managers, maintenance managers, and data analysts. With every role using fleet management software properly an organization will receive these benefits:

Save Money
The computer software helps you avoid unnecessary ownership costs with preventative maintenance scheduling, work orders, labor tracking, and parts and inventory tracking.

Keep Vehicles Longer
Having software that ensures you keep up with effective maintenance schedules and documentation will extend the useful life of your vehicles.

Understand Data
Fleet software will track vehicles' location and maintenance history with ease so you can complete accurate data analysis.

Improve Relationships
Fleet software will ensure fleet operations are running smoothly and will boost customer satisfaction.

Integrate Systems
Some fleet management software can be integrated into other systems: EV, Fuel, motor pool, GPS, and more.
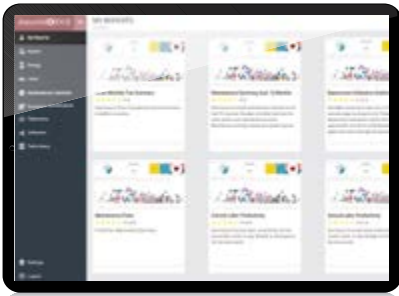
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HOW TO UTILIZE FLEET SOFTWARE DATA

By streamlining how data gets into the system you can improve the accuracy of data throughout your fleet organization. The data outputted by fleet management software can be used for a range of business tasks.

Reporting & Analytics Tools
Using these tools in fleet software helps fleets through
- Out-of-the-box reports
- KPIs and dashboards
- Replacement analysis

Vehicle Location & Maintenance History
Total cost of ownership: the fleet software will look over the direct and indirect costs of a vehicle throughout its lifecycle.
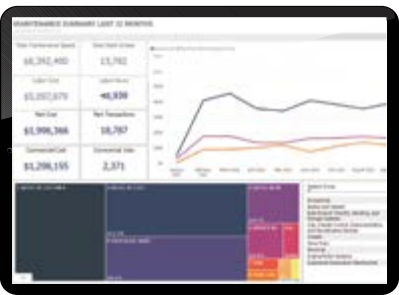
Fleets have reoccurring expenses software will track every day

Maintenance Schedules
Planned: Oil change, tire rotation, air filter, tire pressure, and more.

Unplanned: Inspection, adjustment, repair, removal, disassembly, cleaning, replacement of an engine, and more.

Long-term Projects
Having a layout of the cost of labor and inventory will come in handy when it comes to purchasing/procurement decisions. Having accurate cost and pricing on software will help with any price negotiations.

Day-to-Day Financials
Fleets have reoccurring expenses software will track every day: labor costs, fuel usage, etc., so managers can have an idea of their day-to-day finances for budgeting.

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HOW TO GET A RETURN ON INVESTMENT (ROI)

It is understandable to want to receive an ROI after spending a significant amount of money on fleet software. Saving money is one of the major benefits of utilizing fleet management software, so these are some ways you can expect that with an ROI.

Increased access to information

- Additional information helps managers make fact-backed decisions for their assets: when to replace, how to maintain, and what actions to take.
- Fleet management software offers an intuitive dashboard so managers can access extensive up-to-the-minute, and historical, reporting capabilities.

Enhanced parts & inventory management

- Identify and eliminate obsolete parts
- Track 'just-in-time' inventory
- Research appropriate parts needed for specific labor
- Manage inventory replenishment

Maximized warranty recovery

- Collect warranty claims
- Track equipment and vehicle bumper-to-bumper warranty and expiration dates

Fleet management software offers an intuitive dashboard so managers can access extensive up-to-the-minute, and historical, reporting capabilities

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WHAT TO LOOK FOR IN A VENDOR

Make sure your software vendor has a good reputation in the industry. Not only is a good track record important, but they should also offer the proper training and support to make sure you are receiving the most of your software. When looking through vendors keep these six requirements in mind:

1 **History**
Is the vendor a proven software provider in the fleet industry?

2 **Technical Support**
Does the vendor provide application support, database support, and reporting support? Having support is important, but it is also important for it to be 24/7.

3 **References**
Check-in with similar fleets using the software to understand their experience with the vendor of interest. This will help evaluate their implementation strategies and their customer support.

4 **Training**
Does the vendor provide extended training opportunities or use group meetings? Make sure the vendor provides training procedures so you can understand the ins and outs of the system. It is important to train to make sure you are getting all you can out of your software.

5 **Upgrades**
How are upgrades for the system handled? How often? Upgrades are important with any software since they may alleviate the risk of bugs, but upgrades are also important as innovation continues.

6 **Innovation**
How often does the vendor release products to solve industry challenges? Your software vendor needs to evolve with technology, so be sure to ask them about how often they upgrade.

Not only is a good track record important, but vendors should also offer the proper training and support to make sure you are receiving the most of your software

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KEEPING UP WITH MODERN TRENDS WITH FLEET MANAGEMENT SOFTWARE

Modernizing your fleet can help reduce operating costs, improve customer service, and mitigate missions. A quality fleet management software will make sure to continue developing with the world, and it is important new solutions can integrate with the fleet software. A few modern solutions that you may see available to integrate with fleet management software are electrification and charge management, business intelligence, and motor pool management.

Electrification and Charge Management
Fleet software helps improve the accuracy of your capital planning with complete electricity costs data-segmented by asset class and internal departments

Save time and money by accurately accounting for electric charging sessions (public and private)

Improve accuracy in calculating vehicle total cost of ownership (EV and gas/diesel)

Provide multiple reports generating options to analyze overall energy consumption

Business Intelligence (BI)
BI takes fleet data and analyzes how it affects operation and profit, so managers can increase revenue while decreasing operational costs.

BI can be used on multiple aspects: asset utilization, vehicle tracking, dispatch, vehicle maintenance, improving driver safety, controlling costs, and being compliant with regulations.

Motor Pool Management
Fleet software helps manage a motor pool by being programmed to automatically decide who can remove each key. When the key is removed, who and when the key was removed will be reported. Having this automatically notated saves an organization money by not needing additional staff.

The motor pool also offers 24/7 access to a reservation system so customers can make reservations online. When the reservation is booked an automatic confirmation email will be generated. These real-time reports will make for accurate billing based on the real-time data.

> BI takes fleet data and analyzes how it affects operation and profit, so managers can increase revenue while decreasing operational costs.

HOW TO KNOW IF YOUR FLEET ORGANIZATION IS READY FOR FLEET SOFTWARE

If you are unsure if your fleet is ready for fleet management software, ask yourself these four questions:

1. Are you looking to save money?

   YES   **NO**

2. Do you need to get the most out of your vehicles and assets?

   YES   **NO**

3. Do you want to better understand your fleet data?

   YES   **NO**

4. Could you improve your customer relations?

   YES   **NO**

If you answered yes to these questions, then you are ready. **The next question is, what vendor should you select?**

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WHY ASSETWORKS

AssetWorks FleetFocus is the #1 fleet management software. Any vendor can say they are the best, so use the vendor checklist listed above to find out if and why AssetWorks FleetFocus is the #1 fleet management software for your unique fleet needs.

History

AssetWorks has an over **40-year proven track record** and has more than 575 customers that span from public and private industries.

1981
Bar coading introduced, creating paperless workshops

1990
The first integrated fuel system

2005
Real-time dashboards with drill-through functionality introduced

2011
EAM solution expanded to include linear and spatial integrations

2012
Capital Asset Management & Planning initiative (CAM)

2015
Full line of SmartApps introduced for iOS & Android

2021
FuelFocusEV Launched

2022
Asset Analytics Platform Launched

OVER 575 CUSTOMERS

40+ YEARS

Technical Support
AssetWorks offers **24/7 support** for your all products and have a dedicated team waiting for whatever needs your team may have.

References
Currently, **over 575 customers** utilize AssetWorks' fleet and fuel management solutions. FleetFocus clients span a range of industries including federal, state, county, and city governments; utilities; airlines; universities; school districts; trucking companies; and various other private industrial enterprises.

Training
AssetWorks offers various training and educational opportunities for their customers:

Webinars and Training Resources
We have online webinars and other training resources on a wide range of topics.

Business Process Assessments
Our staff will meet with your team, either at your location or virtually, to create a customized plan to improve operations.

AssetWorks Academy
The Academy is our annual users conference, bringing together hundreds of fleet customers from around North America and the United Kingdom for four days of hands-on training and networking.

Customized Training Options
We offer a wide variety of training sessions to help customers become fleet management experts.

Upgrades
AssetWorks will **handle the upgrade for you** and you'll begin to benefit from having access to all the latest features and improvements.

Innovation
FleetFocus **manages a wide variety of functions**, including asset management, service request management, work order management, technician work management, inventory management, reporting and analytics, and fuel and charge management.

To learn more about AssetWorks FleetFocus, schedule a custom software demonstration today at assetworks.com/fleet.

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