



# **100 QUESTIONS A FLEET CONSULTANT MIGHT ASK TO OPTIMIZE YOUR FLEET**



If a fleet consultant walked into your operation today, what would they ask? This guide compiles 100 expert-level questions that consultants use to uncover inefficiencies, reduce risk, and design optimized fleet strategies.

These questions are grouped by focus area and are designed to:

- Spark internal assessment
- Prepare you for professional consultation
- Guide better conversations with fleet software providers

Use them as a self-diagnostic tool — or bring them to your next leadership meeting.

## Section 1: Fleet Inventory & Utilization

1. How many total vehicles are in your fleet?

2. What percentage of your vehicles are active daily?

3. What is the average age of your fleet?

4. How do you track vehicle utilization?

5. Do you have underused vehicles?

6. Are there seasonal fluctuations in asset usage?

7. What is your vehicle replacement cycle?

8. Are you leasing or owning more assets?

9. Do you track asset depreciation?

10. Can you identify your top-performing vehicles?

## Section 2: Maintenance & Repairs

1. What is your current preventive maintenance schedule?

2. How often do unplanned breakdowns occur?

3. Are maintenance records centralized and digitized?

4. What is your average maintenance cost per vehicle?

5. Do you outsource repairs or have in-house mechanics?

6. How long does it take to complete a work order?

7. Are there repeat issues with certain vehicle types?

8. How do you prioritize service requests?

9. Are maintenance alerts automated?

10. Do you analyze maintenance trends across the fleet?

## Section 3: Fuel Management

1. How do you monitor fuel usage?

2. What are your total monthly fuel costs?

3. Are fuel transactions tracked per vehicle/driver?

4. How much fuel is lost to idling?

5. Do you use fuel cards or telematics data?

6. Are there consistent fuel efficiency benchmarks?

7. Are certain routes or drivers less efficient?

8. Do you track fuel theft or fraud?

9. Are you considering alternative fuels or EVs?

10. What is your fuel cost per mile per vehicle?

## Section 4: Driver Performance

1. Do you track driver behavior (e.g., speeding, braking)?

2. Are safety scores assigned to drivers?

3. How often are drivers trained or retrained?

4. Are accident trends tracked by driver?

5. What is your annual driver turnover rate?

6. Are there incentives for good driving behavior?

7. Are drivers involved in route planning?

8. How are complaints or violations handled?

9. Are driver hours monitored and DOT-compliant?

10. Do drivers inspect vehicles pre- and post-trip?

## Section 5: Routing and Dispatch

1. Do you use route optimization tools?

2. How are routes currently assigned?

3. Is dispatching manual or automated?

4. Are you tracking on-time delivery rates?

5. How do you respond to last-minute route changes?

6. Are you minimizing empty or deadhead miles?

7. Do you have real-time visibility into vehicle locations?

8. Is route performance reviewed post-delivery?

9. How are delays communicated to customers?

10. Do you use geofencing or route deviation alerts?

## Section 6: Compliance and Safety

1. Are all vehicles DOT-compliant?

2. Do you conduct regular safety audits?

3. Are incident reports logged digitally?

4. Are ELDs installed and compliant?

5. How do you handle CSA score management?

6. Are drivers briefed on compliance changes?

7. How are regulatory violations tracked and addressed?

8. Are inspections digitized or paper-based?

9. Are license, insurance, and permits tracked proactively?

10. Are safety procedures standardized across the fleet?

## Section 7: Financials and Cost Control

1. What is your total fleet operating cost?

2. How do you calculate cost per mile?

3. Do you know your cost per route or per customer?

4. Are vehicle expenses broken down by category?

5. Do you track ROI on vehicle replacement decisions?

6. How much is spent annually on fines or violations?

7. Are budgeting and forecasting integrated with fleet data?

8. Are you charged back internally by department or client?

9. Are fuel and maintenance costs rising year-over-year?

10. Do you benchmark costs against industry standards?

## Section 8: Technology and Telematics

1. What technology is currently deployed in your fleet?

2. Are GPS and telematics integrated across vehicles?

3. Is your software unified or siloed?

4. Can drivers use mobile apps for inspections or logs?

5. How is software adoption across your team?

6. Do you use real-time alerts and reporting?

7. Are API integrations available for your other systems?

8. Is your tech helping reduce paperwork and admin time?

9. Can managers customize dashboards or reports?

10. Are you capturing all data that your hardware allows?

## Section 9: Sustainability and Innovation

1. Are you tracking emissions or sustainability KPIs?

2. Are EVs or hybrids part of your transition plan?

3. Do customers expect green fleet initiatives?

4. Are you pursuing grants or incentives for EVs?

5. Are routes optimized for emissions reduction?

6. Is sustainability part of your vendor selection criteria?

7. Are fuel economy improvements being measured?

8. Are idle reduction and route efficiency part of training?

9. Do you have sustainability goals for 2025+?

10. How do you report on ESG performance?

## Section 10: Strategic Planning and Growth

1. What are your fleet growth goals?

2. Are you expanding into new regions or services?

3. Are you forecasting fleet size based on business growth?

4. Do you have a 3-year asset acquisition plan?

5. Are operational bottlenecks limiting growth?

6. Is data used in strategic decision-making?

7. Are you prepared for market shifts or fuel volatility?

8. How will technology play a role in your future operations?

9. Are you investing in workforce development?

10. What does a fully optimized fleet look like for your organization?

This question set isn't just about preparing for a consultant — it's about thinking like one. Every one of these 100 questions reveals a lever for better performance, tighter cost control, or higher service quality. Start with 10. Tackle them weekly. Revisit quarterly. Need to talk to a fleet expert? Schedule time with the AssetWorks team to learn our industry-proven best practices for optimizing your fleet operations at [assetworks.com/fleet](https://assetworks.com/fleet).