Wheels Inc

Client: Wheels, Inc., Des Plaines, IL
Industry: Fleet leasing

Wheels, Inc. is one of the largest fleet leasing companies in the country with 196,000 vehicles on the road and an employee base of 550. They handle every aspect of fleet management including vehicle acquisition, vehicle title and registration services, collision management, fuel management, driver reimbursement and vehicle remarketing. They manage the vehicle fleets of fortune 100 companies as well as law enforcement vehicles for entire states.

Challenge:
One of the most critical functions of fleet management is accurately tracking mileage for every vehicle. This manual process involves the driver submitting the information for fuel expense reimbursement or recording the mileage at the pump after fill-up. This mileage data is used to effectively manage the fleet. Vehicle maintenance schedules and replacement are highly dependent upon the accuracy of this data. If this data is not recorded correctly, Wheels, Inc. cannot effectively manage the fleet. After an extensive study, it was determined that 6% of all mileage information was erroneous.

Foresight Solution:
Foresight successfully delivered a comprehensive solution by merging 3 sources of data into a mileage repository database on a nightly basis. We then developed a 'smoothing algorithm' that examined the mileage and service intervals of every vehicle and compared the data to industry accepted standards. Missing data would be generated where possible. Any data that fell outside of the established parameters would be flagged for review. A windows application was developed to then allow fleet managers to correct erroneous data, thus making the algorithm even more effective. A reporting system was developed to provide fleet managers a more effective tool to track of their vehicles.

Benefits:
Fleet managers were better able to keep track of their vehicles and schedule maintenance and replacement in a more timely and accurate fashion. The Wheels, Inc. marketing department incorporated the benefits of the Mileage Repository system into their sales presentation to demonstrate how the company had solved an industry wide problem. They stated that the implementation of this solution had become instrumental in signing fleet management agreements with new clients.