



Your Dealership Title Fleet Management Program

NAME
TITLE
PHONE
EMAIL



Total Fleet Management

Vehicles

- Acquisition
- Finance/TRAC
- Remarketing
- Assignments
- Cycling

Fuel

- Tracking
- Payment
- Assurance

Maintenance

- Preventative Maintenance
- Unplanned Repairs
- Payments
- Tracking
- Warranty

Telematics

- GPS Tracking
- Vehicle & Driver Behavior
- Vehicle Health
- Reports/Analysis

These are the 4 main components of Fleet Management. The solutions you have to offer may vary, but the purpose remains the same. “My program makes your job easy and your company more profitable.”



Company Name

CURRENT SITUATION

Fleet

Current Fleet Size

Avg. Vehicle Model Year

Avg New Vehicle Price

Avg. Current Mileage

Current Cycle (Years)

Avg. Annual Miles

Confirm that their information from the fleet list was added to their fleet analysis. Show them the annual average mileage, fleet age, and unit size.

Age	Year	Make	Model	Total Miles
			VD	5,619
			500	89,912
			0/2500...	247,586
			VD	29,113
			C15 ...	58,078
			VD	36,630
			5 2WD	93,800
			5 Cab...	89,182
			C15 ...	4,314
			C15 ...	52,448
			5 2WD	96,826
			5 2WD	86,725

Replacement Schedule

Y1 : Proposed (6)

Y2 : Proposed (0)

Y3 : Proposed (3)

Y4 : Proposed (1)

Y5 : Proposed (3)

<input type="checkbox"/>	Age	Vehicle Total Miles	Vehicle Annual Mileage	Year 1	Year 2	Year 3	Year 4	Year 5
<input type="checkbox"/>	1	5,619	5,619	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	4	89,912	22,478	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	17							<input checked="" type="checkbox"/>
<input type="checkbox"/>	1							<input checked="" type="checkbox"/>
<input type="checkbox"/>	5							<input type="checkbox"/>
<input type="checkbox"/>	4							<input type="checkbox"/>
<input type="checkbox"/>	9							<input type="checkbox"/>
<input type="checkbox"/>	8							<input type="checkbox"/>
<input type="checkbox"/>	5	4,314	863	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	5	52,448	10,490	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	14	96,826	6,916	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	15	86,725	5,782	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Show the replacement plan, confirming it is based on the **SWEET SPOT**.

Funding/New Vehicle

Year	Make	Model	New Vehicle Year	New Vehicle Make	New Vehicle Model
2024	Chevrolet	Silverado 2WD	2024	Chevrolet	Silverado 4WD
2020	Ram	Promaster 2500	2024	Chevrolet	Express 2500
2007	GMC	Savana 1500/2500...	2024	Chevrolet	Express 2500

Show the replacement units and funding info you added to the analysis. Point to one or two that have the customer's attention.

Maintenance Analysis

Vehicle Total Miles	Vehicle Annual Mileage	Current Cost Per Mile	Current Year Total Cost	1st Year Cost Per Mile	1st Year Total Cost
5,619	5,619	\$ 0.04	\$ 224.76	\$ 0.04	\$ 224.76
					\$ 899.12
					\$ 582.56
					\$ 1,164.52
					\$ 580.78
					\$ 366.30
96,826	6,916	\$ 0.05	\$ 345.81	\$ 0.04	
86,725	5,782	\$ 0.05	\$ 289.08	\$ 0.04	

Spotlight their current annualized maintenance spend and cost per mile, reminding them of the cost-per-mile calculations.

MAINTENANCE COST	
Total Annualized Spend	\$ 7,480.31
Per Vehicle Spend	\$ 623.36
Vehicle Spend/Month	\$ 51.95
Avg. Cost per Mile Per Vehicle Spend	\$ 0.05

Fuel Analysis

Age	Model	Vehicle Annual Mileage	Average Fuel Price	Vehicle Total Mileage	Original Fuel Economy	Cycling Fuel Economy
1	Silverado 2WD	5,619	\$ 3.23	5,619	18	17
4					15	14
17					15	15
1					18	17
5					17	17
4					17	17
9						
8						
5						
5						
14						
15	Silverado C15 2WD	5,782	\$ 3.23	86,725		

Spotlight their current annualized fuel spend, reminding them of the fuel economy degradation calculations.

FUEL COST	
Avg. MPG	13.25
Avg. Annual Miles	11,514
Number of Vehicles	12
Avg. Cost per Gallon	\$ 3.23
Total Fuel Spend	\$ 35,843.21
Annual Spend/Vehicle	\$ 2,986.93
Monthly Spend/Vehicle	\$ 248.91

- Begin by confirming the funding option you have put in.
- Walk through the Current line- Confirming the numbers you've already covered.

FLEET		MAINTENANCE COST		FUEL COST		CYCLING COMPARISONS	
Current Fleet Size	12	Total Annualized Spend	\$ 7,480.31	Avg. MPG	13.25	Proposed Cycle (Years)	5
Avg. Vehicle Model Year	7	Per Vehicle Spend	\$ 623.36	Avg. Annual Miles	11,514	Monthly Lease Cost Average	\$ 1,360.30
Avg New Vehicle Price	\$ 54,332.33	Vehicle Spend/Month	\$ 51.95	Number of Vehicles	12	Average Year 1 MPG	15.63
Avg. Current Mileage	74,186	Avg. Cost per Mile Per Vehicle Spend	\$ 0.05	Avg. Cost per Gallon	\$ 3.23	Y1 Fuel Spend/Vehicle	\$ 2,294.66
Current Cycle (Years)	17			Total Fuel Spend	\$ 35,843.21	Year 1 Monthly Maintenance	\$ 39.91
Avg. Annual Miles	11,514			Annual Spend/Vehicle	\$ 2,986.93	Year 1 Average Cost Per Mile	\$ 0.04
				Monthly Spend/Vehicle	\$ 248.91		

Fleet Mix											
Fiscal Year	Fleet Size	Annual Needs	Purchased/ Financed	Cycling Payment	Cash Outlay	Current Payment	Maintenance	Fuel	Fleet Spend	Vehicle Equity	Savings
Current	12	3	3	\$ 0	\$ 162,996.99	\$ 0	\$ 7,480.31	\$ 35,843.21	\$ 206,320.51	\$ 0	\$ 0
Year1	12	6	6	\$ 97,941.60	\$ 0	\$ 0	\$ 5,747.75	\$ 28,771.00	\$ 132,460.35	\$ 0	\$ 73,860.16
Year2	12	0	6	\$ 97,941.60	\$ 0	\$ 0	\$ 6,038.88	\$ 29,737.61	\$ 133,718.09	\$ 0	\$ 72,602.42
Year3	12	3	9	\$ 146,912.40	\$ 0	\$ 0	\$ 5,909.40	\$ 29,429.29	\$ 182,251.09	\$ 0	\$ 24,069.42
Year4	12	1	10	\$ 163,236.00	\$ 0	\$ 0	\$ 7,207.12	\$ 29,907.61	\$ 200,350.73	\$ 0	\$ 5,969.78
Year5	12	3	12	\$ 195,883.20	\$ 0	\$ 0	\$ 5,526.69	\$ 28,871.84	\$ 230,281.73	\$ 34,898.60	\$ 10,937.38

Total Savings: \$ 187,439.16

- Next, show Year 1's strategy and highlight the lowered Cycling Payment, Maintenance, and Fuel.
- Ask the customer why the Maintenance and Fuel cost would be lower in Year 1.
- Walk through the following years and highlight the total savings. Ask how that would impact their company.

CURRENT		EXPORT	
Fleet			
Current Fleet Size	17	Total Fuel Spend	\$ 35,843.21
Avg. Vehicle Mo		Annual Spend/Vehicle	\$ 2,986.93
Avg New Vehicle		Monthly Spend/Vehicle	\$ 248.91
Avg. Current Mil		Year 1 Monthly Maintenance	\$ 39.91
Current Cycle (Years)	17	Year 1 Average Cost Per Mile	\$ 0.04
Avg. Annual Miles	11,514		

Fleet Mix											SAVE
Fiscal Year	Fleet Size	Annual Needs	Purchased/ Financed	Cycling Payment	Cash Outlay	Current Payment	Maintenance	Fuel	Fleet Spend	Vehicle Equity	Savings
Current	12	3	3	\$ 0	\$ 162,996.99	\$ 0	\$ 7,480.31	\$ 35,843.21	\$ 206,320.51	\$ 0	\$ 0
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Total Savings: \$ 187,439.16

- Ask if they have seen enough to make a decision today. If not, what would they need from you?
- Typically, the next step is to set up a meeting to review a 12-18-month plan.
- Point out the need to set up a software demonstration for Maintenance Management/Fuel and Telematics to help them monitor and maintain their fleet.

CURRENT

Fleet

Current Fleet Size
Avg. Vehicle Model
Avg. New Vehicle
Avg. Current Mile
Current Cycle (Year)
Avg. Annual Mile

EXPORT

60.30
94.66
91

SAVE

Fleet Mix

Fiscal Year	Fleet Size	Annual Needs	Purchased/ Financed	Cycling Payment	Cash Outlay	Current Payment	Maintenance	Fuel	Fleet Spend	Vehicle Equity	Savings
Current	12	3	3	\$ 0	\$ 162,996.99	\$ 0	\$ 7,480.31	\$ 35,843.24	\$ 206,320.51	\$ 0	\$ 0
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Year5	12	3	12	\$ 195,883.20	\$ 0	\$ 0	\$ 5,526.69	\$ 28,871.84	\$ 230,281.73	\$ 34,898.60	\$ 10,937.38

Total Savings: \$ 187,439.16

Available Services:



MAINTENANCE &
REPAIR MANAGEMENT



EMERGENCY
ROADSIDE



RENTAL
PROGRAM



FUEL
CARDS



ACCIDENT
MANAGEMENT



TOLL + VIOLATION
MANAGEMENT



GPS, TELEMATICS,
E-LOGS



REGISTRATION &
RENEWAL



PERSONAL MILEAGE
REPORTING



MOTOR VEHICLE
RECORD CHECKS

Closing on Fleet Services

- What we see most customers do at this point is:
 - Provide us the fleet list so we can perform our complimentary analysis
 - Enroll qualifying vehicles in the free 2-month OVI trial
 - Complete the financial review (non-reporting LOC app) to get the GMF Fleet Solutions portal activated
- Now that you've seen how our program makes managing your fleet easier and reducing downtime, do you have any reservations in moving forward with onboarding your fleet?
- Our enrollment process is designed to make it a smooth transition for your team- how soon can we meet to complete the necessary forms to enable your account?

Closing on Fleet Services

- Now that you've seen how our program makes managing your fleet easier and reduces downtime, do you have any reservations in moving forward with onboarding your fleet?
- You have seen our fuel card, maintenance management program, and telematics platform- is there anything you wouldn't like included in your program?
- The implementation process is seamless and won't disrupt your current operations. Our next step is to complete the account enrollment forms. Then, we will setup the onboarding call to activate your services.
- When would be a good time to schedule the onboarding session for your team?

ONE
NEXUS

THANK YOU

