

The State of Utah Division of Fleet Operations

Making improvements in four key areas



Case study: The State of Utah Division of Fleet Operations

The State of Utah Division of Fleet Operations ran an in-depth study of the impact of telematics.

The study involved approximately 25% of all the vehicles managed by Fleet Operations—1,296 installed units, in total, across several government agencies.

The pilot group included: the Departments of Administrative Services (DAS), Human Services (DHS), Corrections, Agriculture, Alcoholic Beverage Control (DABC), Technology Services (DTS), Transportation (UDOT), Heritage and Arts (DHA), and the Board of Education.

Several others installed a small number of units for testing purposes: the Navajo Trust, Public Safety, Commerce, and Utah Courts. Across the study, each agency employed different vehicles with different needs.



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Focus areas

Government agencies began installing telematics solutions in January 2017 and focused on four main areas, with the overall target of lowering the total cost of state-owned fleet vehicles and maximizing driver safety:

1 Fuel savings:

Both driver speeding and idling were reduced using a combination of in-cab, real-time driver coaching alerts and supervisor feedback.

2 Maintenance savings:

By proactively checking engine light alerts and low battery notifications, agencies avoided catastrophic failures by identifying when a vehicle needed repairs, increasing productivity and reducing unscheduled downtime.

3 Accident savings:

In-cab alerts for drivers were critical for increasing seatbelt usage, as well as for reducing speeding and dangerous driving, which are more likely to cause accidents.

4 Underutilization:

Agencies identified if they really needed certain vehicles, or whether they could be replaced with a cheaper or more energy-efficient solution.

Despite early logistical and implementation hurdles, where approvals, staff and driver training, and the local weather all played their part, the study produced impressive savings for the department.

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Results

Fuel savings

- \$11,540 monthly savings on fuel (\$10.60 per vehicle)
- \$138,460 annually
- 75,000 lb. reduction in carbon emissions

Maintenance savings

- Identifying battery and engine issues and monitoring driver behavior led to significant savings.
- A strategy to make sure that any engine lights that needed attention would be seen quickly meant a reduction in unscheduled downtime, catastrophic failures and roadside service callouts.
- A reduction in aggressive driving meant the vehicles stayed in better condition and suffered less wear and tear.
- Work order costs decreased by \$90,000 (\$7,500 monthly) compared to the previous year and \$75,000 compared to previous years, representing a 20% improvement since the previous year.



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Results

Accident savings

- Collision costs dropped by \$36,700 compared to historical trends, a 21% reduction.
- \$20,000 was saved in the year due to increased seatbelt usage (\$18 per vehicle).
- Savings from increased safety totaled \$56,760 during the year. (That's before taking into account the potential lives saved and injuries avoided through accidents. The consequences can be far more severe than money.)

Underutilization savings

- According to the state's current mileage standards, 340 vehicles—over 25%—in the four pilot agencies did not meet the minimum monthly mileage standard.
 - \$89,500 monthly savings resulting from eliminated depreciation expenses and fewer collisions (\$82 per vehicle per month) or \$1,074,400 annually.
 - In short, there are significant positive correlations between the installation of telematics solutions in agency vehicles and improvements in key focused cost-saving areas.
- The program is already paying for itself, and will likely only become more valuable as it gathers more data and becomes more established. With this in mind, Fleet Operations has recommended extending the pilot scheme by another 12 months.



Let's talk

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