

CASE STUDY: WOLSELEY SAVES £700,000

FUN FACTS



Challenge:
Improve knowledge of fleet costs and vehicle management.



Solution:
Digital fleet management



Result
£700'000



Fleet Size:
450 HGVs
200 LCVs



WOLSELEY

CHALLENGE

UK building and plumbing supplies specialist Wolseley was looking to improve its fleet of 650 vehicles. It faced two big logistic challenges:

- ⌚ How to understand costs when fleet data was inaccurate and out-of-date.
- ⌚ How to manage vehicles without reliable information on the fleet's structure – where it sits, its type and age.

Alan Newton, Head of Transport and Fleet Management at Wolseley, also recognise the need to change driver behaviour to reduce costs. This needed to be achieved by influence rather than enforcement.

SOLUTION

Alan partnered with Masternaut to implement a new digital fleet management solution that provided accurate data and cost transparency, which empowered Wolseley to:

- 👉 Negotiate savings with a new vehicle supplier
- ⌚ Identify and remove poor performing vehicles, such as those with high fuel consumption
- 👉 Identify higher costs associated with manual gearboxes resulting in a switch to automatics.

The digital solution includes a dashboard that allows fleet managers to monitor driver styles, focusing on speeding and braking.



Wolseley also implemented a new driver framework that tracks and records:



Accidents, which can lead to a driver assessment course



Speeding offences



Ongoing training, on average six courses a year for each driver



Traffic infringements

Alan said: "Driver behaviour is one of the biggest areas that has an influence on costs. For us, managing driver behaviour has had a big impact and it's less time consuming than you might think."

RESULTS



Save upto £800,000 in fuel in the past five years (£300,000 of this comes from using trackers to improve driver training)



Cut emissions



Reduce the number of accidents and associated costs



Contest claims more effectively using data



Forecast savings of £250,000 in 2020 thanks to its fleet-management innovations

