

# FLEET ADVANTAGE SURVEY SHOWS VAST COMMUNICATION CHALLENGES BETWEEN ORGANIZATIONS' FLEET OPERATIONS AND FINANCE DEPARTMENTS



The survey was presented to fleet operations executives and their responses represent their opinions of their finance departments and obstacles within their organizations

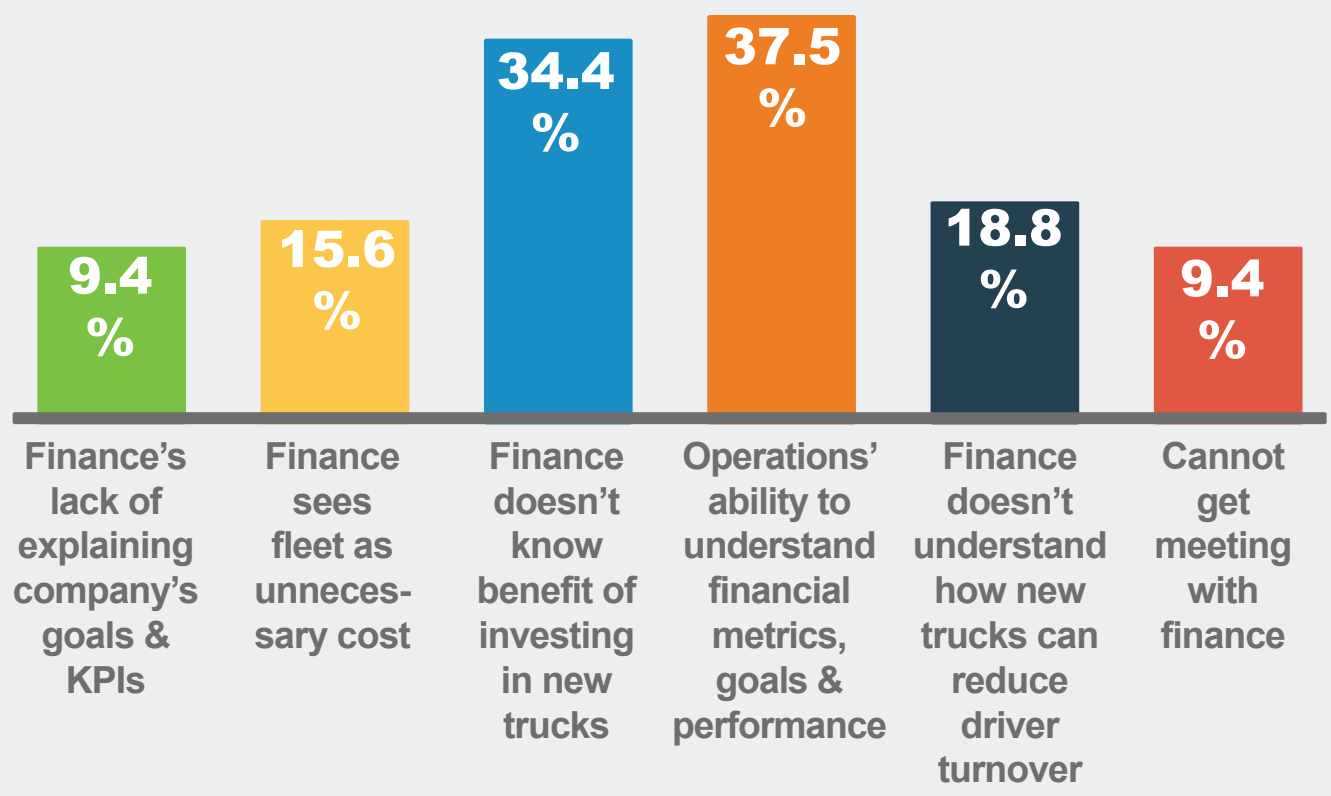
## SURVEY RESPONDENT'S ROLES WITHIN FLEET OPERATIONS



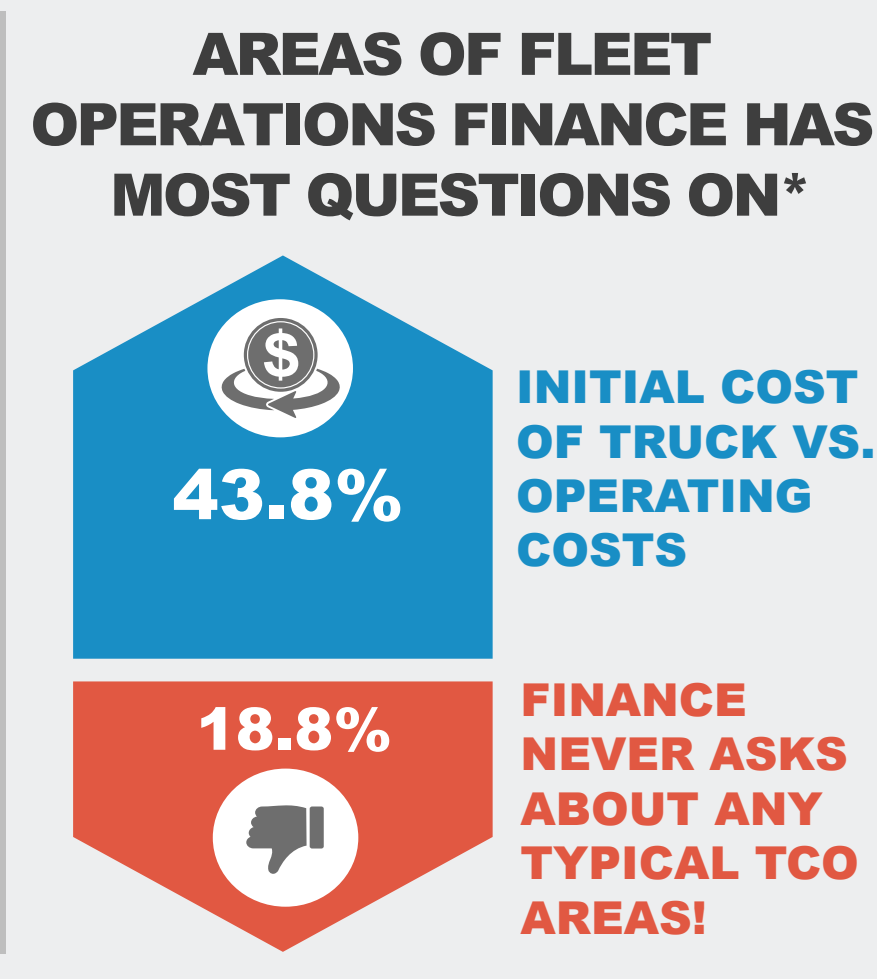
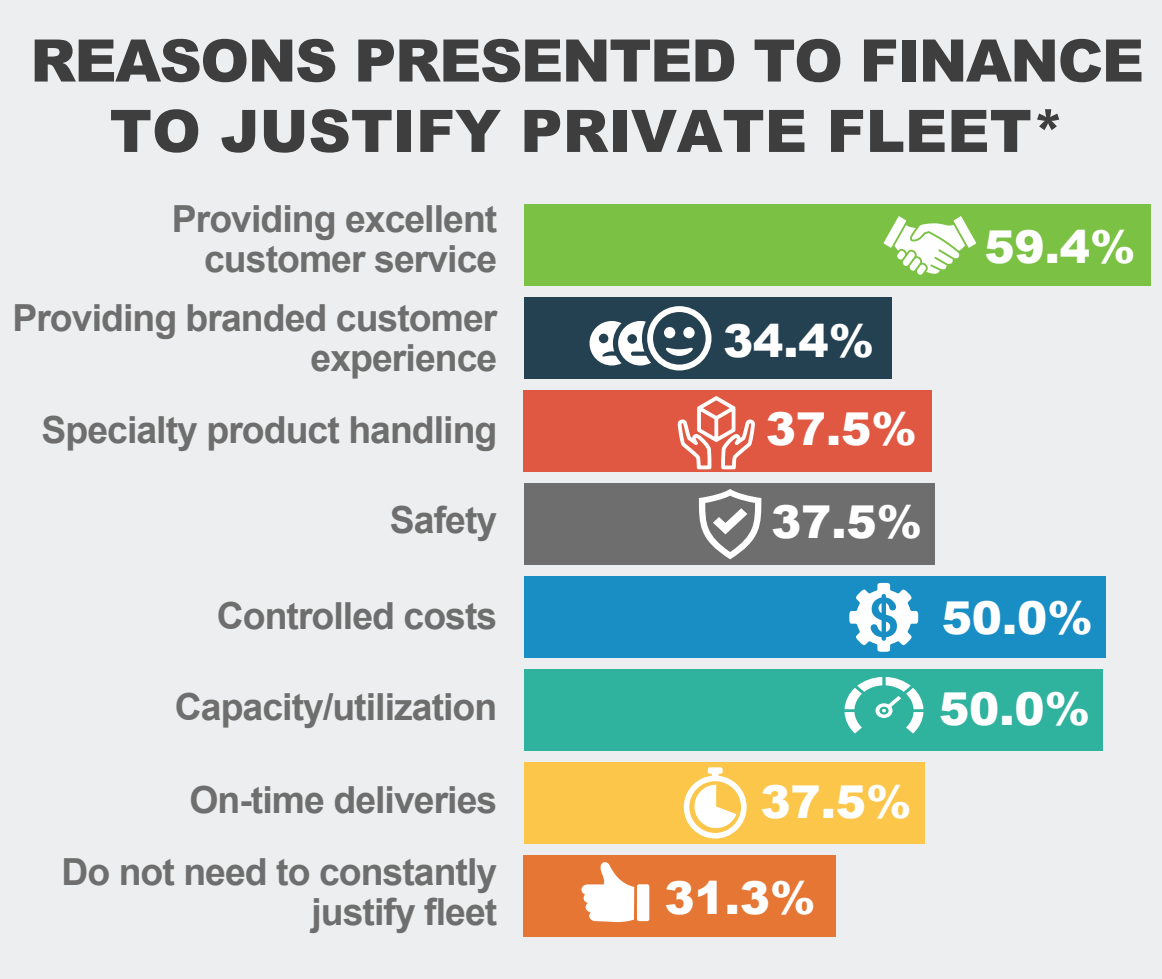
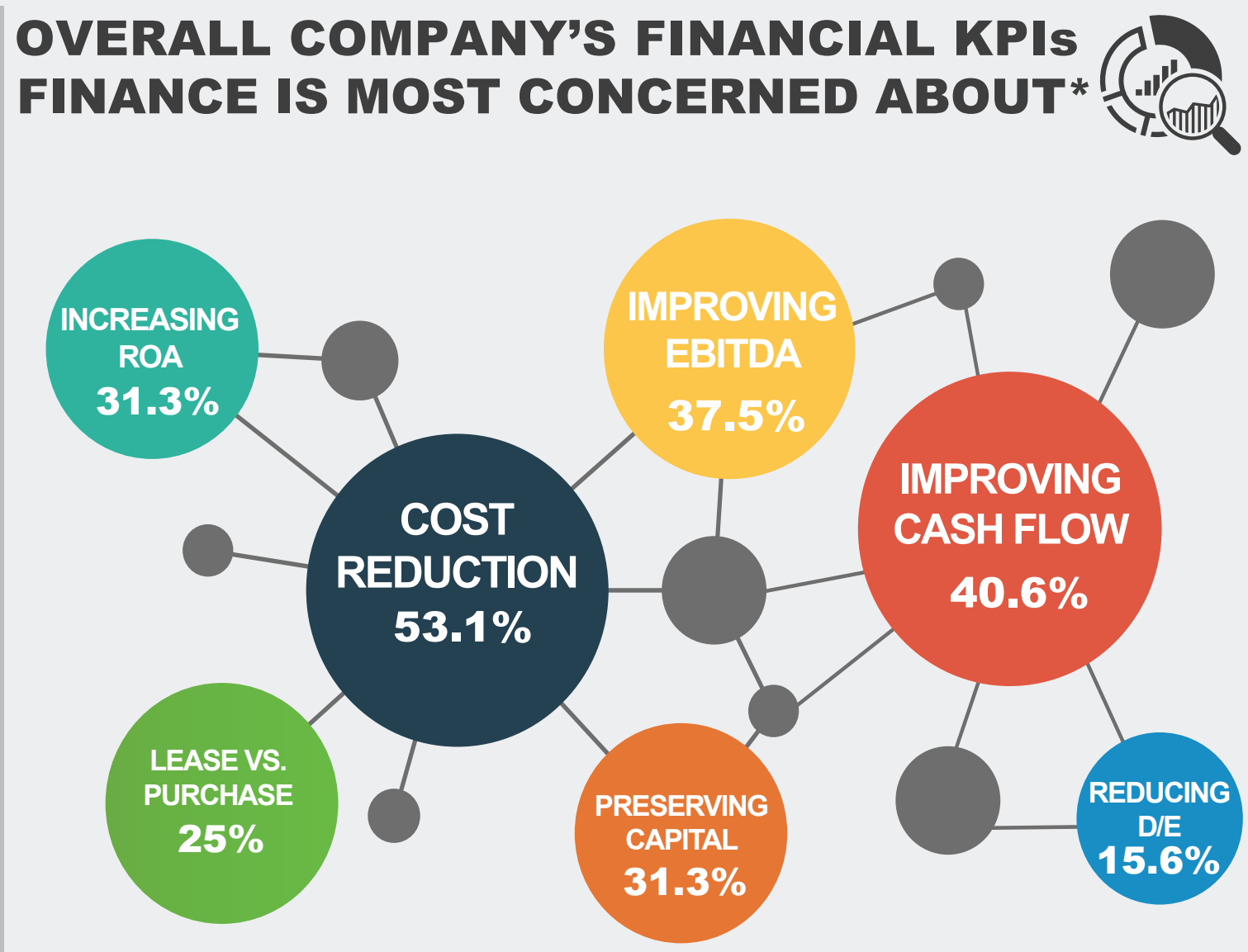
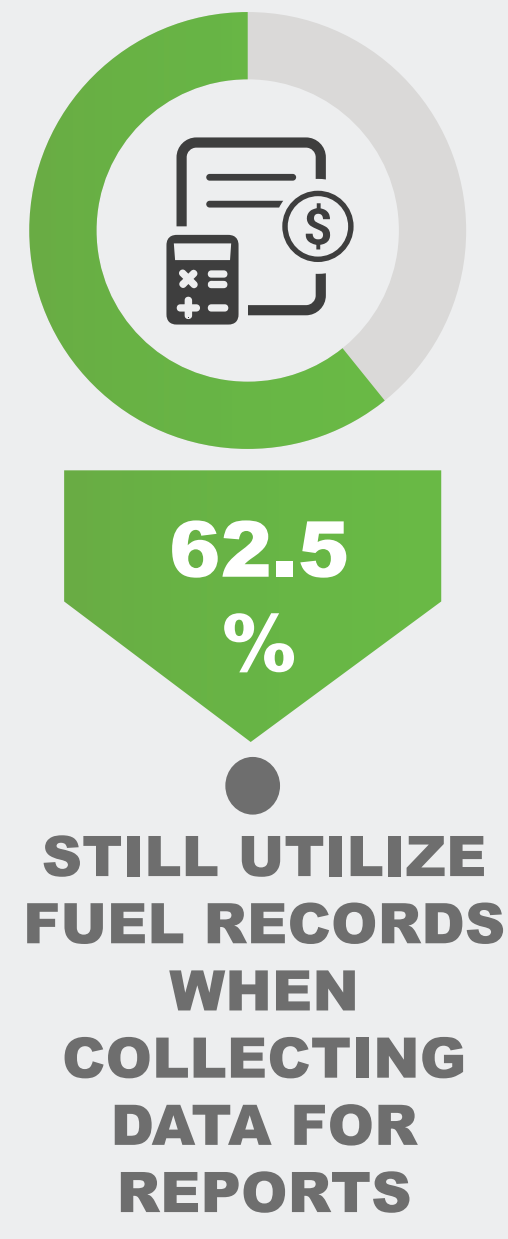
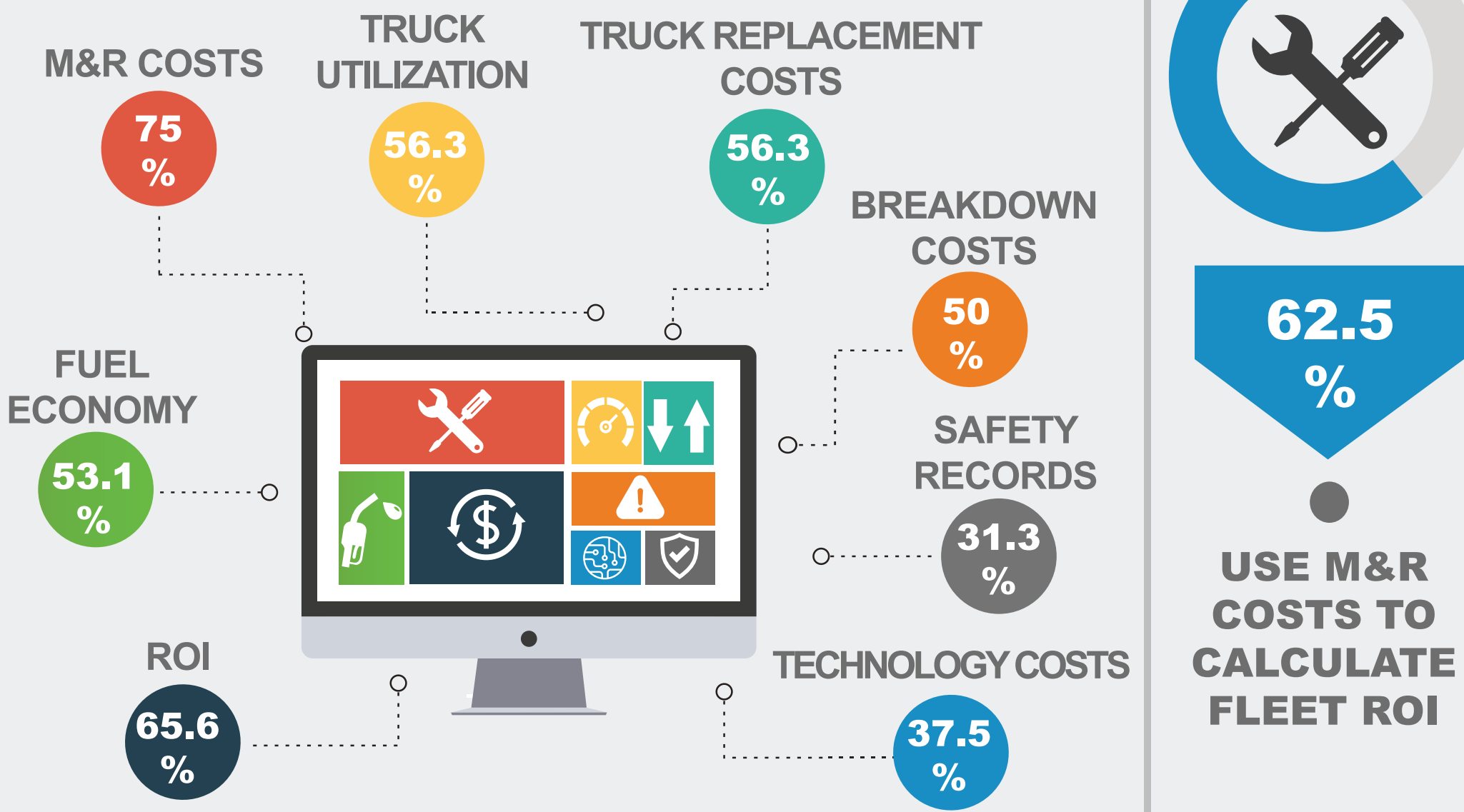
## OBSTACLES WHEN TRYING TO COMMUNICATE NEEDS FOR OPERATING A FLEET WITH FINANCE\*



**31.3%**  
FINANCE DOESN'T UNDERSTAND VARIOUS FLEET OPERATING COSTS



## DATA/REPORTS PERTINENT TO SHOW FINANCE TO GAIN ACCESS TO CAP EX FOR NEW TRUCKS\*



\*Respondents selected all that applied in each question

LEADING INNOVATOR IN TRUCK ASSET MANAGEMENT, FLEET LEASING AND FLEET TECHNOLOGY