Unlocking the Power of Data for Fleets

Improve the efficiency and sustainability of corporate fleets while controlling costs, with the smart data of Shell Fleet Management Services – provided in partnership with OviDrive, for global fleet systems, services and consultancy.
SHELL FLEET MANAGEMENT SERVICES: YOUR ONE-STOP SOLUTION FOR GLOBAL FLEET MANAGEMENT

For corporate fleets looking to set the pace, agility and adaptability will be key to overcoming today’s competing industry demands:

INDUSTRY TRANSFORMATION

The average global passenger fleet size fell by 10% in 2021, while flexible working means employers should begin exploring alternative mobility solutions. Additionally, with some businesses having to lease fleets across multiple countries, and inflation placing a spotlight on total cost of ownership (TCO), it’s more important than ever to have an integrated mobility strategy that can protect operational success across borders.

DECARBONISATION DEMANDS

Sustainability and emissions targets are a top strategic priority for most fleet managers, with green initiatives accelerating sustainability targets in the global corporate fleet industry. Equally, consumer preference for sustainable services is growing, with electric vehicle (EV) sales leading the charge, as electric car registrations increased by 41% in 2020. As a result, 90% of European corporate fleet managers anticipated a sizeable increase in the EV share of their fleets by the end of 2021 – up from 75% in 2019.

DISCONNECTED DATA AND RISING COSTS

Data will play a pivotal role in helping fleets to address these challenges, but only if it is used effectively. Fleets managers have to use data to approach challenges but often do so independently rather than as a sum of all parts. Integrating data can be hugely valuable, firstly by reducing the manual effort required, and secondly by the visibility it allows into fleet operations, potentially contributing to a lower TCO. This is welcome news given that 68% of all European fleets require annual savings, the average sitting at 7.8%.

In light of the challenging route ahead, Shell Fleet Solutions has partnered with OviDrive to provide customers with SHELL FLEET MANAGEMENT SERVICES. Combining a global fleet system, outsourcing services and expert-led consultancy, the service can be tailored to the unique challenges of your corporate fleet – from savings to sustainability, strategy to employee experience. By connecting vendors, assets and drivers, while building on the power of data and expert knowledge, SHELL FLEET MANAGEMENT SERVICES provides the visibility and intelligence needed to help corporate fleets improve decision making and advance strategy.

Managing a global fleet can be complex, since each fleet has its own individual challenges and business objectives to meet. Fleet management tools can help make this easier, but without effective integration, fleet managers are left with a wealth of disconnected data sets with little meaning and less impact.

**SHELL FLEET MANAGEMENT SERVICES (SFMS)** combines cloud technology with the expertise and knowledge of specialised mobility consultants, to provide fleet managers with greater visibility and insight into their operations. And because it is an entirely modular solution, it can be used to address isolated issues, or cater for a range of fleet and mobility requirements.

**SCOPING**
We’ll work with you to understand your fleet’s challenges and identify business targets. SFMS can help in four key areas:

- **Transparency** – helping to collate and consolidate your fleet data, with comprehensive reporting and graphical representation of your KPIs.
- **Cost Control** – improved visibility of your TCO can help generate savings, by streamlining vendors, managing spending and simplifying financial reporting.
- **Sustainability** – data-led decision making can make your energy transition smoother. Meanwhile, our sustainability reporting features offer insights into CO₂ and scope 1, 2 and 3 emissions data, helping you plan for fleet electrification and corporate car sharing.
- **Expertise** – our team of dedicated consultants have experience in fleet management, leasing and OEM logistics, offering support with everything from supply chain assessments to EV transition and day-to-day operational issues.

**YOUR PROPOSAL**
We will work with you to develop and implement a strategy that leverages the solutions best suited to your needs – along with digital tools to assist you throughout the full lifecycle of your corporate fleet.

**ADVANCE EFFICIENCY**
Finally, we will follow up and take action. Because, by enlisting expert support and data-driven solutions to help with operational tasks, you can spend more time focusing on your fleet and mobility strategy, improving driver satisfaction and driving sustainable growth for your business.

Learn more about SHELL FLEET MANAGEMENT SERVICES here.
ENHANCED TRANSPARENCY OF YOUR FLEET DATA

Through integration and consolidation, SHELL FLEET MANAGEMENT SERVICES brings greater visibility to the data flowing across your fleet. Coupled with smart analytics, this transparency can aid decision making and help operators drive fleet strategy with confidence.

Collecting, centralising and interpreting your fleet’s data through a single system helps avoid unnecessary administrative tasks, leaving you with what’s really needed – clear insights and actionable reports. This enhanced visibility into your global fleet data gives you a near-real-time overview of your operations, while flexible reporting on key metrics can help provide you with:

- **Greater control** over fleet performance so you can streamline operations
- **Increased savings** thanks to clearer insights into your TCO
- **Sustainability guidance** on how to avoid, reduce and offset emissions

**DATA-LED REPORTING INSIGHTS**

**Total cost of ownership**
When it comes to cost control, your data should be driving your decisions. Our insights help you learn how to lower TCO and stay cost-effective when dealing with leasing fees, fuel spend, insurance or tax.

**Sustainability**
Smarter data can mean smarter driving, and ultimately, a more sustainable business. Our insights can inform measures to improve fleet utilisation, lower fuel consumption and reduce CO₂ emissions.

**Fleet spend management**
From contracts to forecasts, our data tools give you clarity over outgoings, helping you to keep track of invoices, budgets, forecasting, costs and contract data, all in one place.

**Payroll**
Your people are what makes your business. Gain greater visibility into your payroll reporting, driver data and cash allowances, and keep driver satisfaction high as a result.
With 46% of fleet managers finding their spreadsheet setup too time-consuming, and 37% saying it leaves room for mistakes, integrating data using an effective fleet management tool can improve your ability to:

- **Control fleet spend** by automatically allocating transactions and capturing hidden costs
- **Gain visibility over TCO** with a complete view of the expenses linked to your fleet
- **Make data-driven decisions** that can help futureproof your operations
- **Achieve borderless solutions** by streamlining your data and insights

Powered by a robust spend-management engine that scrutinises transactions, SHELL FLEET MANAGEMENT SERVICES collates and interprets this data through a single system, providing insights into fleet spending and simplifying your financial reporting.

**FINANCIAL REPORTING FEATURES**

- **Fleet and mobility spend management**
  For a busy fleet, finances can quickly become complicated. Navigate this complexity with our powerful spend-management engine, which offers in-depth analysis into your fleet’s invoices, duplicate charges, and unallocated costs.

- **Total cost of ownership**
  With costs and inflation rates rising, retaining low TCO is critical as it spans everything from tax and fuel to maintenance and insurance. Streamline your fees with our data-management tools that help you monitor spending and identify areas for cost reduction.

- **Budgeting**
  See beyond short-term costs and set your fleet up for long-term success, with insights that keep mobility and vendor budgets in check, and forecasts on track.

- **Accounting**
  Our expert recommendations can help simplify financial reporting across your entire fleet, so you can take the hassle out of payroll reporting, invoices, and PO management.

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Corporate fleets need to move towards net zero, but it can be tricky to map out a route without the data required to support decision making. Through a robust set of sustainability reporting features, SHELL FLEET MANAGEMENT SERVICES can help you navigate your business’ energy transition, whether you’re looking to:

- Plot your electrification timeline using fleet data, cost calculation and utilisation reporting
- Manage a mixed fleet including internal combustion engine, hybrid and fully electric vehicles
- Optimise your current fleet operations through smart data and expert-led strategic counsel
- Meet your emission targets in the interim by breaking down your Scope 1, 2 or 3 emissions

A STRONGER SUSTAINABILITY STRATEGY

SUSTAINABILITY REPORTING

**CO₂-related data**
Bring sustainability goals closer in reach, by capturing utilisation data, fuel and charging transactions, car mileage and related CO₂ emissions, all in one single system.

**Electrification**
As electrification continues to shape the future of the industry, our sustainability reporting provides insights into employee movement, cost calculation and utilisation, to help you identify opportunities for electrification.

**GHG accounting**
Understanding the differences between Scope 1, 2 and 3 emissions needn’t be difficult. With science-based targets in place, our consultants can assist with your business’ emissions accounting.

**Mobility**
As mobility trends and the needs of your business evolve, keep track of your budgets and transactions and help your employees to help the business, by offering sustainable alternatives to a company car – from corporate car sharing to pool car management.
Implementing global fleet initiatives can be challenging and time consuming, often resulting in extended timelines or disruption, unless you have the right mobility experts at hand to provide practical advice along the way.

Having worked in the industry for more than 60 years, Shell Fleet Solutions has curated a dedicated team of fleet experts with decades of experience across fleet management, leasing, and OEM logistics. Now, in partnership with OviDrive, the SHELL FLEET MANAGEMENT SERVICES team of dedicated experts can:

- **Help you better understand your business** by deep diving into your business requirements and identifying long-term ambitions
- **Provide expert recommendations** for dealing with operational issues, so you can free up time to focus on fleet strategy
- **Support your strategy planning** by bringing all fleet-related data together in one place, giving you near-real-time reporting and expert consultancy, while removing resource-intensive processes
- **Help you prepare for the future** by providing continued support on: change and project management; EV transition and powertrain strategy; or telematics and risk management.
How Shell Fleet Management Services provides a starting point in building a tailored roadmap for fleet decarbonisation.

Shell Fleet Management Services for consultancy and to integrate all your activities under one platform.

Shell Telematics will reduce costs and emissions. Use insights to inform fleet transition to EV.

Shell Recharge, DC/AC posts and Shell Energy to meet all your EV mobility and depot needs.

Shell Energy Hubs at office/depot/home to support community EV charging.

Shell TapUp to save time, money and emissions, while stopping onsite fuel tanks.

Improve efficiency and reduce CO₂ emissions with Shell Fuels.

Reinvest savings to offset emissions with Carbon Compensation Schemes.

Your employees & customers helped to net-zero by Shell at-home offers, loyalty incentives and joint offers.
Shell Fleet Solutions can help make your fleet management more transparent, more cost effective, and more efficient, by taking the complexity out of managing your corporate fleet. That way, you can plan ahead with greater confidence and steer well clear of any obstacles along the way.

Get in touch to find out how we can transform your fleet operations.