

Case Study:

Element Fleet Management



Client Overview

Element Fleet Management is a premier global fleet management company that provides comprehensive solutions for commercial vehicle fleets. They are the largest publicly traded, pure-play automotive fleet manager in the world, providing a full range of fleet services and solutions to a growing base of loyal, world-class clients including corporations, governments, and not-for-profits, scattered across North America, Australia, and New Zealand.

With a focus on delivering value through innovative technology, strategic consultation, and excellent customer service, Element Fleet Management manages over one million vehicles worldwide. The company caters to various industries, offering services that include fleet financing, leasing, and maintenance management to optimize fleet operations and reduce costs.

Element Fleet Management has significantly enhanced its operational efficiency and cost savings through strategic use of the WEX fleet card program.

Challenges

Element Fleet Management faced several challenges that impeded their ability to deliver on the evolving fleet management service needs for their clients:

- **Rising expenses:** Times of economic downturn required companies to identify their operational inefficiencies and implement solutions to reduce costs.
- **Fraud monitoring:** Element recognized a need for greater fraud prevention and detection tools to enhance client security and service integrity.
- **Operational efficiency:** The complexity of tracking and managing fleet expenses and activities required a streamlined solution.
- **Demand for data:** The need for detailed data on fuel usage and driver behavior was a key component to enhancing Element's ability to meet the increasing demand for data-driven insights and recommendations for their global fleet clients.



How WEX helped

To address these challenges, Element Fleet Management integrated the WEX fleet card program into its operations. The WEX fleet card program offers real-time transaction tracking, fuel rebates, and spending controls, allowing Element to better offer their clients control over fleet expenses.

- 1. Fuel expense management:** WEX fleet cards allow clients to track fuel purchases in real-time, identifying unauthorized transactions and monitoring fuel consumption patterns. This feature ensures that drivers only purchase permissible items, avoiding misuse of company funds.
- 2. Fraud prevention:** WEX fleet cards use a closed-loop network that allows clients to monitor and prevent fraudulent activities in real-time. The integration of GPS tracking enables the company to trace every stop, analyze time spent with customers, and detect anomalies in fuel usage, enhancing fraud detection and prevention.
- 3. Cost savings and discounts:** The WEX fleet card program offers rebates of up to 3 cents per gallon and discounts on various services such as auto parts and hotel stays.
- 4. Operational efficiency:** Integrating WEX fleet cards into your operations simplifies reporting and provides actionable insights into spending behaviors. The WEX Clearview analytics tool uses Level III data to allow clients to identify cost-saving opportunities, reward compliant driver behavior, and troubleshoot red-flag activities effectively.

Level III data utilization

Level III reporting provided by WEX helps reduce and eliminate improper fleet card usage and streamline business operations and administration. Level III data allows fleet managers to:

- Control where, when, and how drivers use fleet cards
- More easily identify consumption patterns and perform vehicle life-cycle analyses
- Identify tax-exempt purchases for government and nonprofit fleets
- Reduce fleet card fraud and misuse
- Streamline fleet operations and reporting for government and commercial fleets



[Read the Whitepaper](#)

Results

The integration of the WEX fleet card program yielded significant benefits for Element Fleet Management and their clients through:

- 1. Reduced fuel costs:** By leveraging the fuel rebates and discounts, clients achieved notable reductions in overall fuel expenses.
- 2. Enhanced fraud detection:** The ability to monitor transactions in real-time and track driver behavior minimized fraudulent activities.
- 3. Improved operational efficiency:** Simplified expense reporting and actionable insights helped streamline processes, leading to better budget management and cost forecasting.
- 4. Driver compliance:** Tools for tracking and analyzing driver behavior encouraged safer and more cost-effective driving practices.



A 30+ year partnership

Element's partnership with WEX and the adoption of the WEX fleet card program proved to be a game-changer for the fleet management company. With WEX's support, Element achieved greater cost management, more comprehensive data insights, and an efficiently and effectively delivered product to their customers.



"Our relationship with WEX goes back to 1991. Over that time, we've had to continue to evolve our products and services and our relationship with WEX has continued to evolve... it's a key part of our products that we bring to market and how we serve our clients."



Darin Ficene

Vice President of Strategic Alliances at Element

