

# FLEET AND FUEL MANAGEMENT SYSTEMS

Find out which fleet and fuel management companies are most used by public sector fleets, how much they cost, and fleet manager satisfaction level with the systems purchased.

Nearly 90 percent of public fleet organizations reported using some form of fleet management system, ranging from those developed in-house to systems provided by major industry suppliers. While initial cost varies widely depending on fleet size and system chosen, the median amount paid was \$50,000, and more than 80 percent of users say they are satisfied with their software provider.

Twenty-three percent of fleet managers

reported they would consider replacing their system soon, and one fleet manager stated his reasoning for an upcoming switch from a smaller supplier to a larger one was automation and reduction in labor time with the new system. Other advantages cited by fleet managers were management aspects of their system, having considerable information readily available, and functionality. One complaint was about lack of support services.

Fuel management system use is also widespread in the public sector, with 83 percent of fleet professionals reporting their fleets do use some form of fuel management (including fuel cards and systems developed in-house). Median initial cost of the systems is \$40,000. Despite a trend toward acquisition of more alternative-fuel vehicles, only 39 percent of fleets stated their agencies use alternative fuels with their fuel management system.

## DO YOU USE A FLEET MANAGEMENT SYSTEM?

**YES 89%**

**NO 11%**

**\$50,000**

MEDIAN INITIAL COST OF A FLEET MANAGEMENT SYSTEM

\*Average cost: \$95,608. System price varies by supplier and features included.

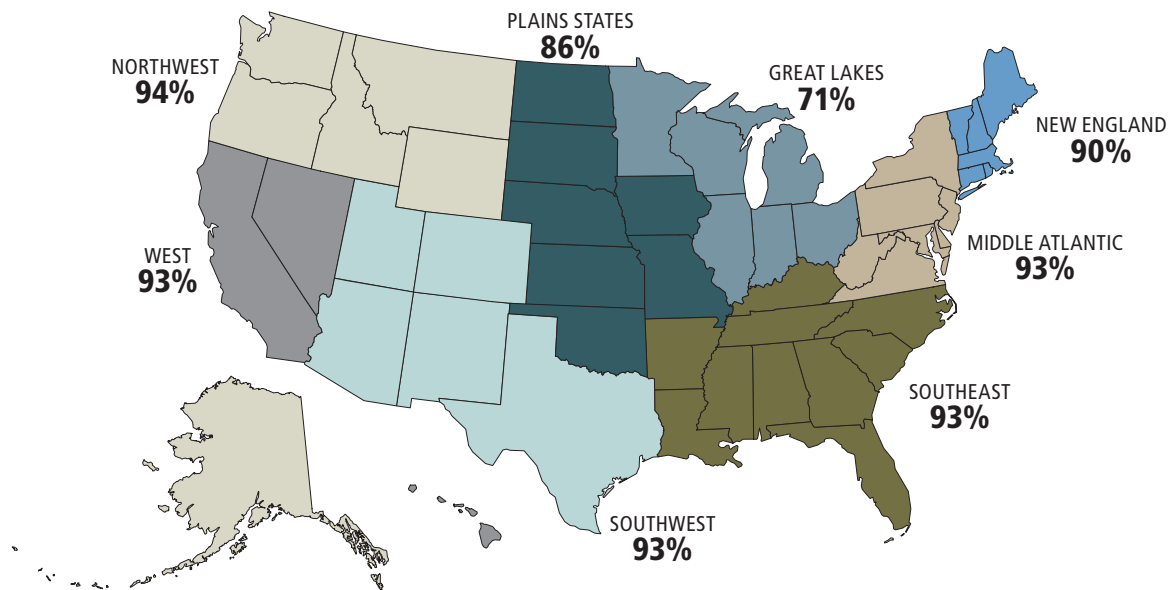


**8 YEARS**

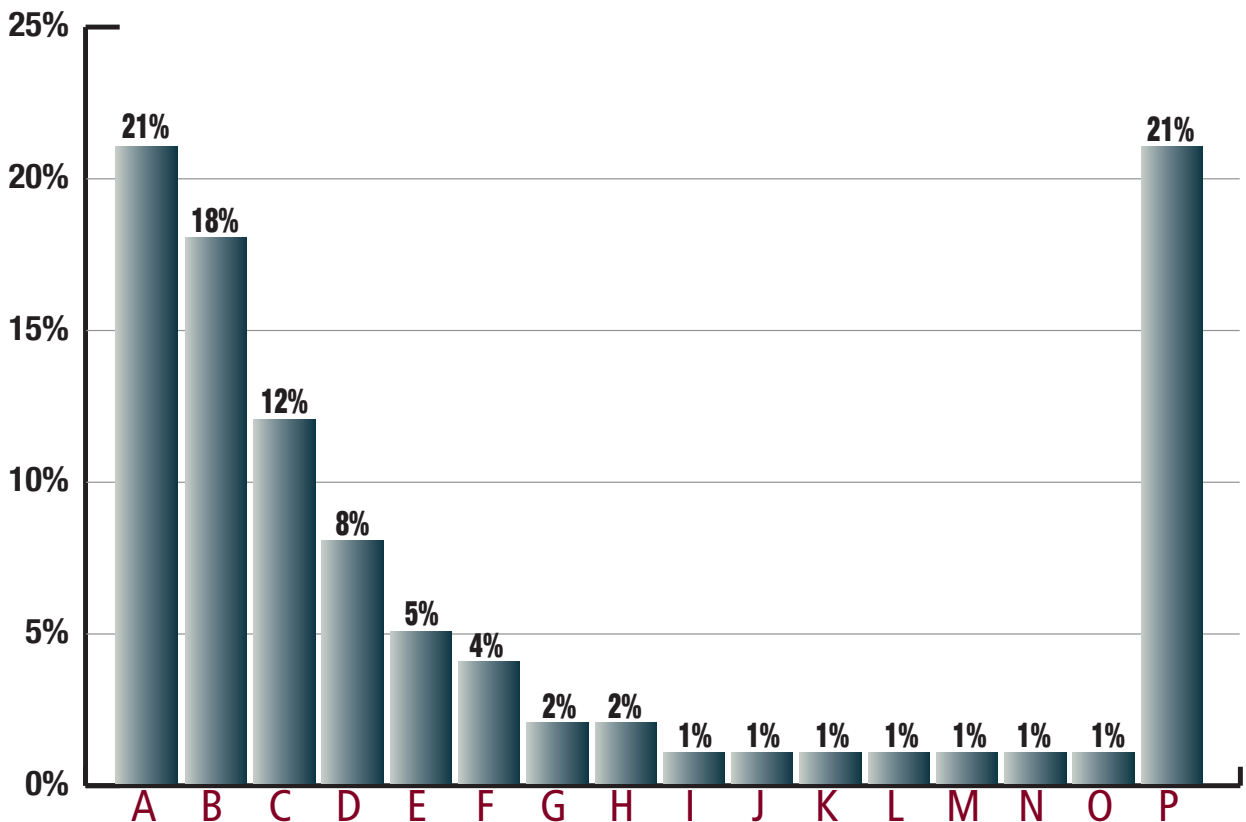
MEDIAN AGE OF ALL FLEET MANAGEMENT SYSTEMS USED BY GOVERNMENT FLEETS



## PERCENTAGE OF FLEET SYSTEM USE BY REGION



# FLEET SYSTEM USE BY COMPANY



A. Assetworks  
B. CCG Faster  
C. Developed in-house  
D. Ron Turley Associates  
E. CFAWinn  
F. Sungard HTE

G. Dossier Fleet Maintenance Software  
H. Collective Fleet  
I. Chevin FleetWave  
J. Fleetmate  
K. ManagerPlus

L. Maximo  
M. First Source  
N. Cartegraph  
O. Fleet Controller  
P. Other

Assetworks is the most common fleet systems used by government fleets, with 21 percent of the market share among fleets that do use a fleet management system.

\*Other denotes companies with less than 1 percent of the market share.

## FLEET MANAGEMENT SYSTEM USE BY AGENCY TYPE

CITIES

99%

COUNTIES

87%

Nearly all cities reported using some form of fleet management system. State, federal, educational, and utility fleets reported a lower usage rate, 71 percent combined.



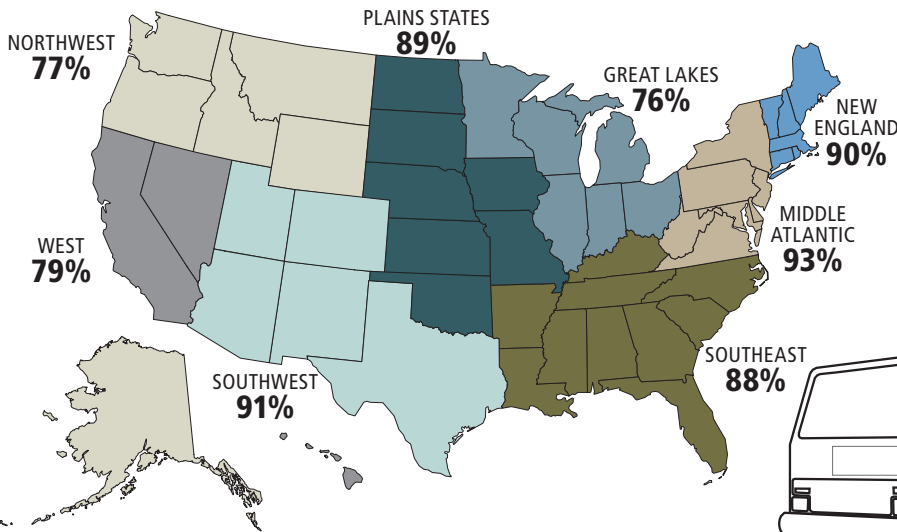
	% YES	% NO
Would you recommend this fleet system to another agency?	74%	26%
Will you be considering a fleet system replacement soon?	23%	77%
Are you satisfied with the service from your fleet system provider?	82%	18%

# DO YOU USE A FUEL MANAGEMENT SYSTEM?

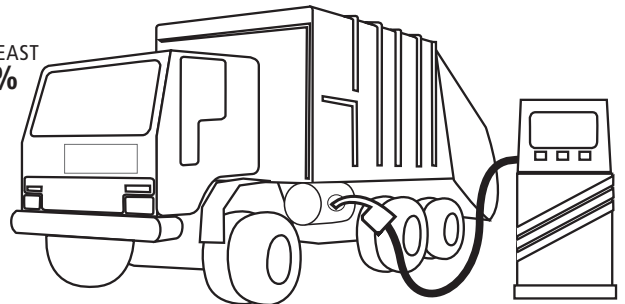
**YES 83%**  
**NO 17%**



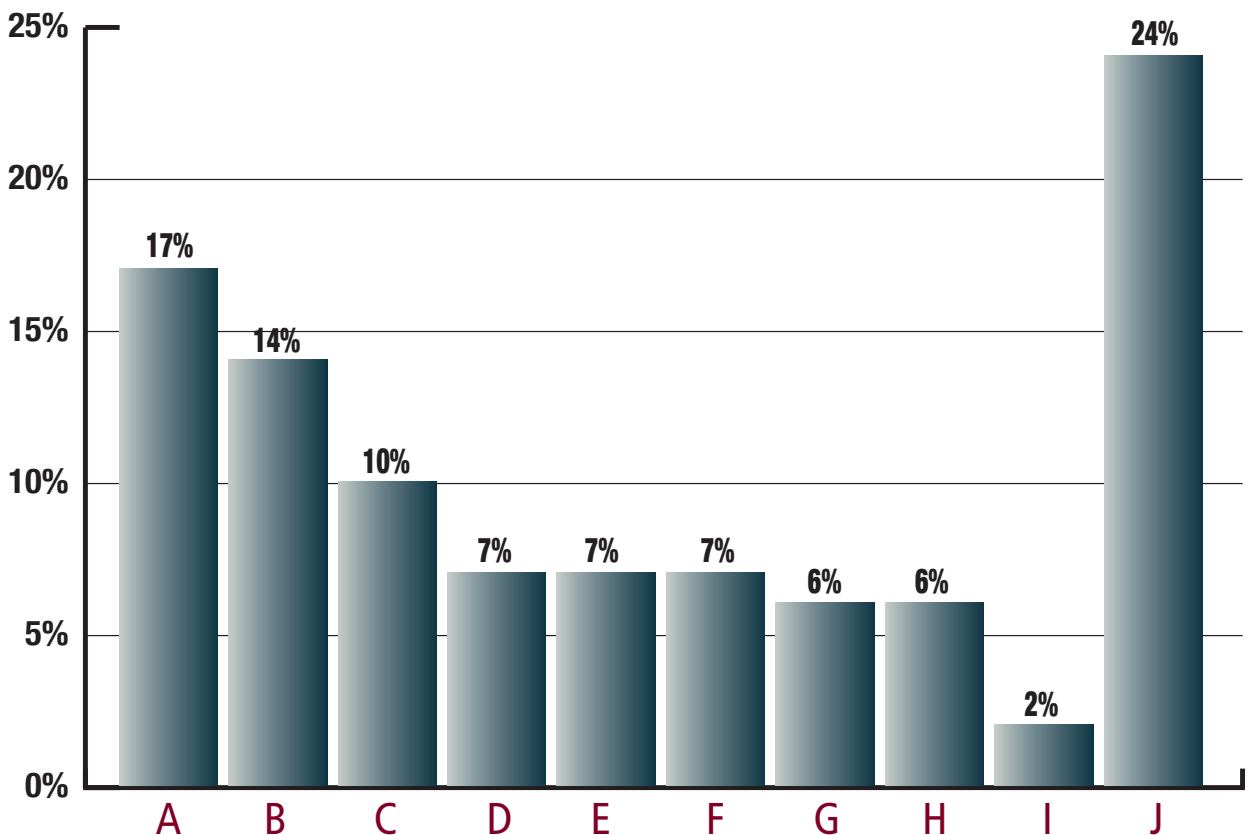
## PERCENTAGE OF FUEL SYSTEM USE BY REGION



**8 YEARS**  
MEDIAN AGE OF FUEL  
MANAGEMENT SYSTEMS  
USED BY GOVERNMENT  
FLEETS



## FUEL SYSTEM USE BY COMPANY



- A. Gasboy
- B. Petro Vend
- C. FuelMaster
- D. Developed in-house
- E. Assetworks FuelFocus
- F. Trak
- G. E.J. Ward
- H. FuelForce
- I. Orpak USA
- J. Other

Gasboy is reported to be the most common fuel management system used (17 percent) by public sector fleets.  
\*Other denotes companies with less than 1 percent of the market share and fuel cards.

	% YES	% NO
Would you recommend this fuel system to another agency?	76%	24%
Will you be considering a fuel system replacement soon?	23%	77%
Are you satisfied with the service from your fuel system provider?	80%	20%
Does your fuel system integrate with your fleet management software?	74%	26%
Does your agency require accurate meter entry for a fuel transaction?	86%	14%
Does your agency use alternative fuels with this system?	39%	61%

**\$37,500**  
MEDIAN INITIAL COST OF  
A FUEL MANAGEMENT  
SYSTEM

\*Average cost \$105,577. System price varies by supplier and features included.

#### FUEL MANAGEMENT SYSTEM USE BY AGENCY TYPE

CITIES **87%**

COUNTIES **80%**

Cities reported a slightly higher percentage of fuel management system use than counties. State, federal, educational, and utility fleets reported a lower usage percentage, 79 percent combined.

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#### Key Management



#### Trip Logging



#### Cost Accounting



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