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Considerations When Determining a Lifecycle Strategy

If you are reexamining how you handle lifecycle management, here are key components to consider.

01 Leverage Data and Expertise

- Data sources include telematics, fuel cards, maintenance records, and industry averages & standards
- Leverage outside expertise to gain insights

04 Remember Remarketing

- Consider depreciation and remarketing potential
- Utilize fleet consultants to access the latest resale market data

02 Consider the Right Vehicles for the Job

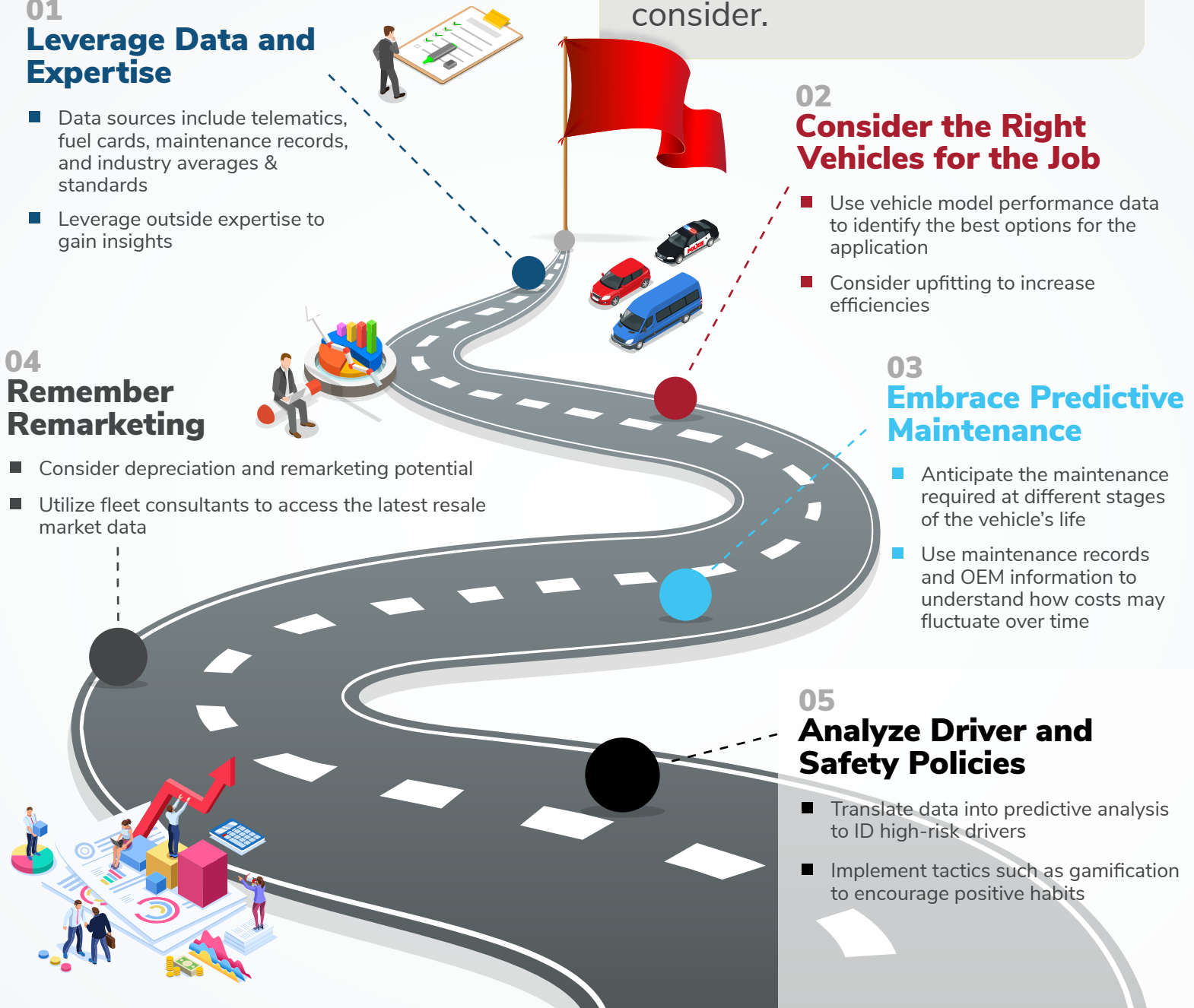
- Use vehicle model performance data to identify the best options for the application
- Consider upfitting to increase efficiencies

03 Embrace Predictive Maintenance

- Anticipate the maintenance required at different stages of the vehicle's life
- Use maintenance records and OEM information to understand how costs may fluctuate over time

05 Analyze Driver and Safety Policies

- Translate data into predictive analysis to ID high-risk drivers
- Implement tactics such as gamification to encourage positive habits



If you need assistance in developing your fleet's lifecycle strategy, reach out to Merchants Fleet at 866.653.2737 or leasecontact@merchantsfleet.com.