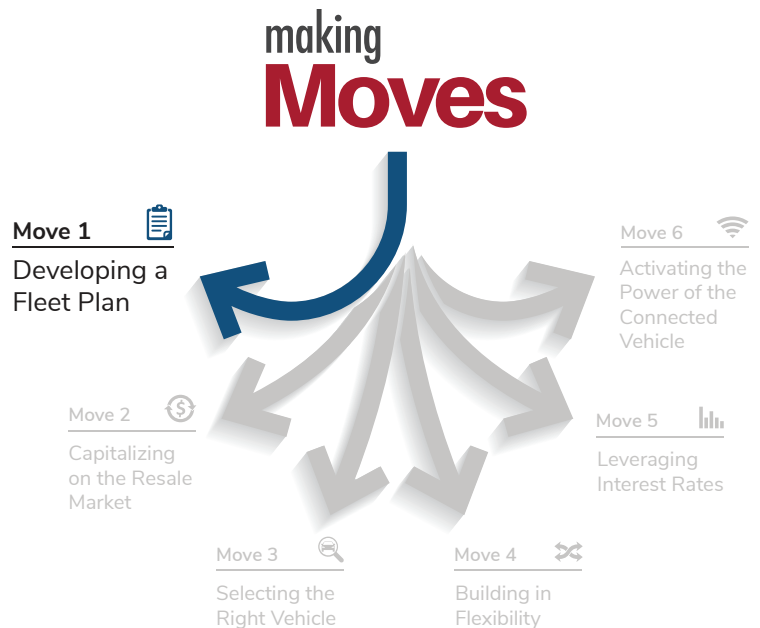


# Making Moves

## Developing a Fleet Plan



As you look towards next year and begin your fleet planning process, there are specific steps you should take to ensure you create a comprehensive and effective fleet plan. Start by asking yourself the questions below - they will help you develop your fleet plan to successfully achieve your imperatives (and reference the linked content to help guide you along the way).



01



### Evaluate – Understand Where You Are

- How did I do this year?
- What do I expect for next year?
- Are my changing needs being met?
- What kind of data do I have access to, and what fleet data is missing?
- **8 Signs Its Time to Re-Examine Your Lifecycle Strategy**

02



### Assess – Set High Level Imperatives

- What are my greatest areas of opportunity?
- What are my top imperatives for 2021?
- **Finding the Right Lease for Your Fleet**

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**866.653.2737** or **[leasecontact@merchantsfleet.com](mailto:leasecontact@merchantsfleet.com)**

# Making Moves

## Developing a Fleet Plan



03



### Plan – Get Tactical with Action Items

- What action steps do I need to take to achieve my top imperatives?
- Have I evaluated if new technologies need to be integrated into my fleet, such as EVs or CAVs?
- How can I improve on critical areas of focus this year? (fuel, maintenance, safety, seasonality, etc.)
- Why Businesses Need to Be Thinking of Connected & Automated Vehicles (CAV's)
- When to Use Factory Order v. Out-of-Stock Ordering

04



### Implement – Work with Internal & External Partners Toward Goals

- How do I find the right resources to reach my goals?
- Do I have the right lease structure in place?
- Do I need more flexibility in my fleet?
- Do I have excess vehicles I no longer need?
- Am I dealing with an aging fleet?
- Do I have the right fleet software and reporting in place?
- Do I have the right combination of services to meet my goals?
- How to Write an Effective RFP
- Safety Program Planning & Implementation E-Guide

05



### Quantify – Measure Results & Make Adjustments as Needed

- Do I have the right reports available to me?
- Do I have the right resources to make my report data actionable?
- Is my plan flexible enough to adjust to changing circumstances?
- 5 Ways to Drive Fleet Efficiency with Fleet Data

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