Strategic Consulting Services

By the numbers

$334 million — the savings we’ve realized for customers since 2006

50% — the projected decrease in CO₂ emissions for a customer seeking improved environmental performance

$525 — the projected fuel-cost savings/unit/year for a customer wanting to reduce fuel spend without increasing depreciation costs

$500+ — the potential cost savings/unit/year we can help customers realize across a fleet’s lifecycle

We’ll give you reasons to be confident you’ll meet your fleet investment goals

It’s a tough fact: You can’t manage what you can’t measure. And you can’t be sure that tactics will work unless you’ve got good reasons to believe it. Our strategic consultants will give you those reasons. Bringing you extensive fleet experience and the industry’s deepest benchmarking data, our team of strategic consultants will partner with you to drive continuous improvement across your entire fleet, so you meet your goals. We’ll be with you every step of the way.

GE Capital Fleet Services. Bringing you every advantage.
We make your goals our own: increasing your fleet’s productivity while reducing expenses

Your fleet is unique, and so is our approach. Our team of best-in-class strategic consultants provides you with customized solutions based on industry best practices, with the goal of reducing controllable costs through standardization, centralization and cost-out recommendations.

How it works

• We evaluate macroeconomics conditions and fleet-industry dynamics
• We understand your business goals and how you use your fleet
• We baseline your fleet costs, processes and policies
• We benchmark your current performance against other comparable fleets
• We identify savings opportunities and recommend changes to your fleet strategy
• We partner with you to implement changes to your fleet strategy
• We measure savings and performance against your goals

Key advantages

• A team of 20 strategists with an average of 12 years of fleet-industry experience and expertise in finance, accounting, auditing, tax, marketing, sourcing, risk operations, quality, IT and consulting
• The deepest benchmarking data in the industry applied by our experts to your fleet’s specific challenges and opportunities
• Continuous support, from goal setting, model-year planning, annual review and benchmarking to goal-performance review
• Analysis and recommendations for every stage in your fleet’s lifecycle: strategic planning, financing, acquisition, vehicle and workforce management, and remarketing
• Results-focused solutions based on methods such as lifecycle cost analyses, depreciation analyses, program audits, fleet integration, deployment planning, cash flow management, driver surveys and more

“In the current economic environment, having a fleet that is efficient both fiscally and operationally is important. The GE team analyzes our fleet data to identify key areas where we can improve fleet productivity for both the driver and the vehicle. In the last 12 months GE has helped us save millions of dollars.”

– Jeffrey Hurrell, Fleet Manager, Hewlett-Packard

Average Benchmarked Fleet Costs

Our dedicated strategic consultants work with you to develop an action plan that will reduce fleet operating expenses in each category throughout a vehicle’s lifecycle.

Fuel cost assumption of $4 a gallon for sales/ $4.50 a gallon for service fleet 1Q 2012