



# Mobile Resource Management

## Helpful Ideas for Introducing A GPS Vehicle Tracking Solution To Drivers

Priority One's Mobile Resource Management (MRM) solutions help organizations reduce costs and increase profits. From time to time, decision makers become apprehensive about adding our solution to their vehicles, as they anticipate driver dissatisfaction. To help explain how Priority One's solutions benefit drivers, we have gathered the following information from within our organization, as well as from customer feedback.

### 1. REDUCED JOB STRESS

Reducing driver responsibility and extraneous duties can lessen job-related stress. By using Priority One's system, the following areas help increase driver's job satisfaction:

- **Decrease the Amount of Time Spent Completing Driver Reports** - Eliminates the hassle & responsibility of manually reporting maintenance, state mileage, time cards.
- **More Effective Dispatching Procedures** - Eliminates occurrences of inefficiency and driver frustration when vehicles that are not in the closest proximity are rerouted to that call.
- **Reduced Unwanted Overtime and Weekend Work** - By increasing weekly productivity, drivers can keep their off days free.
- **Reduced Customer Complaints and/or Billing Issues** - Via automatically tracking customer visits and appointment length, drivers have to spend less time retracing their steps and dealing with customer complaints.
- **Increased Driver Safety** - Safer driving environment due to healthier vehicle conditions (with timely maintenance services) – better maintained functions/parts and less vehicle down time.

### 2. INCREASED JOB SECURITY

Organizations that effectively utilize Priority One's solutions can quantify their success by identifying specific instances of cost reduction and improved efficiencies. This type of successful activity leads to a more financially healthy company and increased job security. Cost reduction efforts help drivers by:

- Eliminating the hassle & responsibility of manually reporting maintenance, state mileage, time cards.
- Notifying your insurance carrier that due to utilizing a fleet management solution, you should qualify for an insurance discount.
- Reducing the number of customer complaints and unwarranted claims of no service when it's your word against theirs.
- Potential to reduce driver liabilities

### 3. INCENTIVE PROGRAMS

Some organizations employ incentive programs to ensure that their drivers share in the savings proceeds and/or that they recognize the positive situations that Priority One's solutions create.

- **Insurance Reductions** - Organizations with fleet management solutions often recognize insurance discounts. Create a program that rewards the drivers that help reduce insurance rates with a % of that savings.
- **Profit Sharing** - This solution will help to increase profits and put more money in the driver's pocket.
- **Awards & Incentives** - Reward performances: increased efficiency, safe driving, driver's who positively change behavior, etc.
- **Employee Recognition and Promotions/Raises, etc.** - Employees with outstanding performance will be recognized and rewarded.

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**Reduced Cost + Reduced Risk + Increased Efficiencies + Increased Productivity = Increased Profit\$**

**Tod Gilmore – Vice President**  
**tgilmore@p1mgmt.com ■ 610.873.0702**

### About Priority One

Priority One is a leading provider of Mobile Resource Management (MRM) solutions which enable organizations to more efficiently manage their vehicle fleet, mobile workforce and remote assets. Through an integrated suite of GPS enabled, vehicle-based and handheld technologies, our proven solutions reduce operational costs and increase workforce productivity resulting in an immediate return on investment (ROI). Priority One is your trusted MRM business partner now and in the future.