



FLEET
ClearView™

Case Study: State of Georgia

Ed Finnegan, Director
Office of Fleet Management for the State of Georgia

OVERVIEW

Georgia's Office of Fleet Management (OFM) is charged with the data collection, auditing, education, oversight and guidance for fleet management functions throughout the state. They serve one of the largest government fleets in the country – **supporting 160 agencies and managing over 20,000 vehicles.**

In addition to offering guidance on policy and procedures, the OFM provides education on the latest trends and best practices in fleet management. They are always on the lookout for **money-saving technology** to ensure the state's fleets are managed cost effectively.

MAXIMIZING VALUE

The Georgia OFM has **worked with WEX as their fuel card provider for over a decade**, focusing on providing maximum value – WEX to the state and the OFM to their constituent agencies. The state's challenges are unique according to Ed Finnegan, Director. "As a state agency, we have to serve the public's interests by providing them the tools to succeed. Otherwise, things shut down, and that is not an option." He sees ClearView™ Fleet Analytics as a tool to help "hold onto those valuable dollars so we can do our jobs."

After having invested in ClearView, Finnegan was in a position of having to, "track real, concrete savings in order to justify the purchase. We had to make a business case for it."



"When we first started using ClearView, the results were dramatic. We were able to immediately show savings and modify driver behavior."

— **Ed Finnegan, Director,**
Office of Fleet Management
State of Georgia



To learn more about ClearView, please visit wexinc.com/clearview



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DEMONSTRATING SUCCESS ON TWO FRONTS

In 2016, the Georgia OFM realized savings both on the short and the long term. The analytics themselves helped them **realize a savings of \$27,000** in the initial pilot alone. But it hasn't stopped there. With the ability ClearView provides to spot trends and target costly driver behaviors, the state was able to train employees and keep the savings going.

As more and more agencies adopt ClearView technology to analyze their purchasing data, the savings spread and the state benefits overall. **"People who have used it, love it,"** said Finnegan, "Our audit department, our fiscal managers – the people who mind the money for the state – love it! When they're in the field, they promote it as a new way to control fuel purchases." ClearView has enabled us to "get out of reactive mode," to stop waiting for issues to crop up and to become more proactive, addressing issues before they become problems.

WEX ClearView™ delivers an unprecedented view of fleet-related activities and expenses. It allows managers to identify trends faster, monitor purchasing behaviors in greater depth and implement corrective actions more quickly to improve fleet profitability.

"The visual presentation ClearView provides, along with the exceptions table, ensures we don't have to dig through reams of data."

*— Ed Finnegan, Director,
Office of Fleet Management
State of Georgia*

