

THE FLD EXECUTIVE BRIEF SERIES

4 WAYS FLD'S NEW OVRVIEW APP HELPS FLEETS FIGHT INDUSTRY DISRUPTION

Key Insights Into Important Fleet Topics

OVRView

REAL-TIME

ANY DEVICE

ANYTIME

ANYWHERE

FALL 2023



Remarketing
Remarketing Without Risk.

As with many American industries, the fleet space has suffered from disruption since the pandemic appeared over three years ago. From a lack of available vehicles to widespread FMC consolidation to the scourge of inflation, spiraling gas prices, and lack of access to capital, fleet has faced its fair share of challenges over the last few years.

Given this unpredictable environment, what can smart fleets do to blunt the negative effects of industry disruption?

At FLD, we've been helping fleets find creative ways to successfully navigate the challenges of the day since we first pioneered vehicle remarketing 45 years ago. From becoming the only vehicle remarketer that purchases assets before they go to auction – to fielding fleet's most experienced Condition Report team – FLD has always been laser-focused on helping our clients solve real world, real time problems to meet their most important business objectives.

One of the ways we have helped customers stay ahead of changing times is by leveraging our in house team of world class technology experts, a group we started almost 30 years ago, right at the dawn of the internet. Within two years that team introduced WebAccess, the fleet industry's first online condition report and the beginning of nearly 30 years of technological leadership that has empowered our customers to run better, smarter fleets.

Over the years we have upgraded our WebAccess solution to change with the times, most recently re-working it into our all-new OVRView solution. A free app fleets can use to manage remarketing in real time from any device, anytime, anywhere in the world.

Perhaps even more important, fleets are using our OVRView app to fight the scourge of fleet disruption and to help them take back control of the remarketing function.

If your fleet is suffering the negative effects of fleet disruption, here are four ways our all-new OVRView app can help bring a little sanity to your remarketing function.



1) OVRView OFFERS SUPERIOR VISIBILITY INTO THE CONDITION OF YOUR FLEET

PROBLEM

One of the reasons remarketing can be such a challenge is that there are so many moving parts to the process. From assigning and transporting assets to determining their condition and value to tracking them through the remarketing channel. A task that became much tougher during the pandemic, when horror stories of lost, stolen and damaged vehicles weren't uncommon.

And while the situation has improved markedly since the

darkest days of the pandemic, accurately assessing the status of multiple vehicles is still a decided challenge. Especially for fleets with multiple, far-flung operations and thousands of vehicles in service. Perhaps even more so for fleet management and leasing companies, whose assets often run into the tens - and hundreds - of thousands.

Even more challenging?

Getting an accurate vehicle condition report – especially when a vehicle is located thousands of miles away from a fleet's operations. This can be especially problematic given that without an accurate condition report, fleets have no idea what they're selling. A situation that can lower a vehicle's return on investment or cost a fleet thousands of dollars when they sell a vehicle or specialty equipment for less than they're worth.



HOW OVRView HELPS

One of the biggest benefits of our free OVRView app is that it provides 100% real time visibility into a fleet's entire remarketing universe in one intuitive, easy to use app. Fleets simply upload their assets into the OVRView app and track them through the remarketing process from assignment to transport to final payment.

Now instead of having to compile reports or gather information from disparate sources, fleet pros can simply grab their smart phone, tablet or computer and get up to the minute status of every asset they're remarketing. No multiple phone calls, no wondering when you'll get paid and – perhaps most important – 100% visibility into, and control over, the entire process on whatever device is most convenient.

Fleets can even check the condition – and view pictures – of every vehicle they're remarketing, giving them a better understanding of the condition of their assets so they sell for the highest possible price.

2) OVRView HELPS FLEETS REGAIN and KEEP CONTROL

PROBLEM

One of the biggest problems with fleet industry disruption is that it's – well – so disruptive.

And as anyone who's been around the industry for long can tell you, that disruption has caused fleets to lose the control that so many of them spent years developing. Control of their vehicles and other assets. Control of the information they need to make better, more informed decisions. And control of processes like remarketing, which are increasingly being co-opted by financiers and third party lenders

In some cases, disruption brought on by a multi-year wave of consolidation has left fleets

and fleet professionals wondering who's even managing their remarketing and other services. A phenomenon that has sown confusion, doubt, and – in some cases – downright anger according to our own **Customer Advisory Board** members, several of whom have recounted horror stories about working with industry providers who've been bought, sold or simply gone out of business.

And while expensive innovations like telematics and proprietary software have brought some level of sanity to complicated processes, these options are often expensive, impractical and difficult to implement.

HOW OVRView HELPS

In a world where the term “at your fingertips” is so often overused, our new OVRView app is literally just that. A robust, free solution that fleet pros can download to their favorite device and utilize whenever - and wherever - it's convenient for them.

OVRView helps fleet professionals take back control by empowering them to manage their entire remarketing universe quickly and easily from a single interface.

No more hunting here and there for paper or title work. No wondering about an asset's condition. And no need to track assets through the process. Everything related to the remarketing function can be executed in the OVRView app. And, updated in real time so fleets have the latest, up to the minute information they need to optimally manage their fleet..

And with OVRView's sleek new interface and intuitive functions, managing remarketing is a snap. Now instead of spending hours slogging through mountains of data and paperwork, a few minutes a day is all fleets need no matter how many assets they're remarketing at a given time.



3) OVRView SAVES TIME, MONEY and RESOURCES

PROBLEM

Perhaps the most unfortunate outcome of fleet disruption is the damage done to organizations, people and processes that have taken years - and in some cases even decades - to build and optimize.

According to figures from the Organization for Economic Co-Operation and Development, American workers are the hardest working of all developed countries, with the average worker spending 8.28 hours a day on work related duties. A marked increase of nearly a full hour in the last 10 years. Like it or not, that's taken a toll on American workers, with the Bureau of Labor saying that a mere 73% of American workers categorize their jobs as "fulfilling" - a number that's dropped more than 7.5% in the past 10 years.

And while it's hard to pinpoint a single culprit, no one argues that the negative effects of industry disruption are forcing fleet professionals - like many American workers - to expend more time and energy while doing their jobs.

Given these circumstances, it's easy to understand why fleet industry professionals can't find enough hours in the day to complete even basic duties, much less take on new or unfamiliar projects that would further tax their time the way a poorly organized remarketing function can. And with many fleet budgets being cut, resources hard to come by and new initiatives like EV adoption clouding the landscape, there's not a lot of time and attention to devote to remarketing.

In a series of interviews conducted recently with our **Customer Advisory Board**, fleet managers told us that one of the top three problems they face is finding enough time to complete their tasks. Especially if their time and attention are being zapped by what one of our CAB members appropriately labeled "problem children" - products or services that don't always perform as advertised. Ultimately draining resources and taking more time than they should, which is exactly why we have released our new OVRView app.



HOW OVRView HELPS

OVRView is a best in class solution that saves fleet managers time, money and resources by giving them the power to manage remarketing on their terms.

No more having to keep track of title and paperwork. And no more wondering where an asset is in transport. Just one single interface makes it easy to assign assets, accept quotes, or track vehicles. OVRView is so easy that one of our CAB members told us that his fleet was able to re-assign staff because he now budgets only a few hours a week for remarketing because he can do it "on the fly," on the OVRView app.

And unlike expensive project management software, the OVRView app is free. No hefty down payment or ongoing licensing fees. No having to pay for every user that works with the solution. Just one simple, easy to use app fleets can download in seconds at the Apple or Google store and begin working with on day one.

4) OVRView HELPS FLEETS DO MORE WITH LESS

PROBLEM

American workers have always been among the most productive in the world. But with corporate downsizing and difficulties finding and hiring the right – or even enough – talent, one of the reasons they have had to be so productive is that they're simply being asked to do more with less.

According to from the US Bureau of Labor Statistics, labor productivity – or output per hour – increased 3.5% among non farm employees in the second quarter of 2023 alone. That's up over 10% year over year, proving that America's work force is answering the call to get more done with less resources.

And like the rest of American business, the fleet space has experienced at least a decade of

meaningful staff cuts, rampant consolidation and basic changes to the way work gets done.

A marked difference from the days when long time fleet supervisors had multiple assistants and large departments to manage often far flung operations. Today, most fleet department staffs have been cut to the bare minimum, with over-worked fleet managers often wearing two, three or more hats. Further complicating matters, many companies fleet operations have been pushed into already-burdened procurement departments, many with little or no fleet experience and precious little time to learn the intricacies of a profession many fleet managers have spent a career perfecting.



HOW OVRView HELPS

In an age where staff and budgets are continuously being re-org'd, OVRView is so easy it can be managed by a single associate whenever and wherever it's convenient for them.

And because the entire remarketing function is housed on the app, all of a fleet's remarketing information is safe, organized and right where they left it the last time they used the app.

OVRView is so intuitive that most users are proficient after their very first session. And because all work is executed – and stored – in the app. OVRView is so advanced that multiple team members can even use it at the same time, facilitating collaboration, fostering teamwork and ensuring everyone is on the same page.

CONCLUSION

Today's fleets are dealing with what is likely to be the most disruptive period in industry history. To thrive, smart fleets will need technologically advanced solutions that optimize functions, save time and money, and help fleets navigate uncharted territory. Solutions like OVRView – developed and crafted around one of fleet's first digital solutions, and perfected by one of the industry's oldest and most trusted technology groups.

For a free demonstration of OVRView, click the button below. Or, give us a call at 1-800-754-1522 and we'll be happy to demo the app at your convenience. Finally, for more information, simply reach out to www.info#fldinc.com, or download the app and get started today.

OVRView

CLICK TO DEMO



ABOUT FLD REMARKETING

FLD has been a leader and pioneer in the vehicle and equipment remarketing space for more than 40 years. We're the only remarketer that totally eliminates risk for our customers by purchasing their vehicles up front, before they go to auction or dealers, saving them time, money and hassles. Plus, sellers can manage the entire remarketing experience online from any device, anytime, anywhere – it's just that easy. Give FLD 5 minutes, and we'll tell you how we can totally eliminate your remarketing risk in one easy process that takes less than a week and leaves them free to move on to more important things.

FLD's quarterly Executive Briefs are developed to help our customers, partners and friends in fleet better assess current market forces and explore new solutions that can help them run better, smarter fleets. To find out more or to register to receive our quarterly executive briefs, quarterly Market Report or for a free 5-minute remarketing assessment, email marketing@fldinc.com or check out our website at www.fldinc.com.

