Fleet managers need an integrated solution that can mesh with their ERP system to improve the way they acquire, operate, maintain, and dispose of vehicles, leading to cost and operational benefits at every step.
The challenge of managing complex fleets

Fleet managers face a highly challenging environment. Acquiring new vehicles is becoming more complex, due to deep product catalogs with added configurations, variants, and enhancements. The buy-versus-lease equation is tougher to nail down. Innovation is leading to a wealth of new technologies in safety, emissions, and fleet connectivity. And sustainability is a foundational issue—with more dynamic fuel prices, firms need to assess the implications of investing in hybrid or fuel-efficient vehicles.

Maintenance and operations are another challenge. Route economics add pressure to companies to optimize the way they deploy their vehicles in order to improve fuel consumption and utilization, carry larger freight or passenger loads, and generate improvements across other key impact areas. And growing commonalities among vehicles are forcing fleet managers to differentiate themselves through after-sale service and roadside assistance.

PwC’s Fleet Management Solution

PwC has helped clients address process and data integration challenges across multiple industries. As a result, we have a perspective and a starting point when we enter an engagement that enables clients to leverage our experience through structured approaches, templates and programmatic aids that help clients jump-start their time-to-value. As a Global Advisory Partner of Microsoft, PwC has significant experience helping companies implement a range of Microsoft products, including Dynamics AX, SharePoint, cloud services, data, mobility, and business intelligence.

PwC’s Fleet Management Solution, integrated with Microsoft’s Dynamics AX ERP platform, gives fleet managers the visibility they need make smarter business decisions throughout the lifecycle of a vehicle—acquisition, operation, maintenance, and disposal.
The PwC solution advantage

Many companies offer fleet-management tools. But PwC’s fleet management solution is designed to integrate with the Dynamics AX platform, leveraging core functionalities to create new capabilities. For example, companies can layer fleet control into the ERP’s general ledger, supply chain, and human resources modules, to improve the processing and monitoring of maintenance, accidents, warranties, utilization, billing, and financial reporting.

Case in point

One client worked with PwC in an emerging economy to integrate fleet activities within the supply chain management function. Through PwC’s Fleet Management Solution, the client was able to optimize vehicle maintenance and fuel costs, increase the lifespan of its vehicles, and benefit from economies of scale. As one client executive put it, “We developed a new process and methodology to account for fuel consumption, reducing consumption by 10-12 percent and reducing dispatch labor costs by 25 percent and accounting labor costs by 10 percent.”

Summary

PwC’s Fleet Management Solution helps companies improve their operational and financial performance by giving them a single view of their vehicles, completely integrated with Dynamics AX. Through this solution, fleet managers can optimize the use of their current fleet, acquire new vehicles in a more cost-effective manner, and nest these capabilities within the context of their overall operations.

The PwC and Microsoft Alliance

PwC has built a body of expertise in Microsoft® Enterprise applications, including Microsoft Dynamics CRM, Microsoft Dynamics AX, and Microsoft SharePoint, as well as Azure for cloud–based services, Office 365, and business intelligence, such as Microsoft Power BI. Our teams have combined the power of Microsoft platforms with PwC’s business, technology, and strategy consulting expertise to drive transformative business solutions that meet the unique and specific needs of individual companies, particularly in the mid-market space. PwC’s Microsoft competency offers a depth and breadth of experience leveraging Microsoft technologies and platforms and the global reach that comes from solving real business problems for organizations around the world.

About PwC

Anticipating problems, finding answers – some opportunities feel like impossible challenges. They’re so big and complicated that they require insights from lots of different fields. Every day, our people work with you to create the value you are looking for. We’re a network of firms in 157 countries with more than 195,000 people who are committed to delivering insight and quality in assurance, tax and advisory services. At PwC, we understand how critical business outcomes can be enabled through precisely targeted solutions. With the combination of strategy, risk, and technology advice, we are committed to being the top business integrator, helping companies achieve their technology goals, make improved decisions, and capitalize on business opportunities.

To find out more about PwC’s Fleet Management Solution powered by Microsoft Dynamics AX, please contact:

Rajesh Balaraman
Partner and Practice Leader, US Microsoft Alliance
Rajesh.Balaraman@us.pwc.com

Lisa Dion
Channel Development Director US East, Microsoft Alliance
Lisa.Dion@us.pwc.com

Mark Albrecht
Channel Development Director US West, Microsoft Alliance
Mark.Albrecht@us.pwc.com