

147 vehicles. One decision. \$1.3M unlocked.

How rethinking fleet ownership turned a cost center into immediate capital — and cut operating costs by 37%.

FLEET MANAGEMENT

COST STRUCTURE

MARGIN ENHANCEMENT

THE CHALLENGE

A client was running a 147-vehicle owned fleet — carrying the full weight of depreciation, maintenance unpredictability, and capital tied up in depreciating assets. Operating costs were high and climbing, with no clear mechanism to bring them down without a structural rethink.

Owning the fleet felt like control. In practice, it was just cost — with no ceiling in sight.

WHAT WE DID

Savings Edge led a full transition of the client's 147-vehicle fleet from owned to leased. The shift freed up capital immediately through the sale of the existing fleet, while replacing unpredictable ownership costs with structured, manageable lease terms. Maintenance, depreciation risk, and vehicle lifecycle management came off the client's books entirely.

RESULTS

\$1.3M

generated from sale of the existing fleet

37%

reduction in per-mile operating costs

\$370k

in annual cost avoidance going forward

COST PER MILE

\$0.53

Before · owned fleet

**\$0.33**

After · leased fleet

The transition delivered on three fronts at once: immediate liquidity from the asset sale, a structural drop in operating costs, and a more predictable cost base going forward.

