



busworld[®]
NORTH AMERICA



Helping operators generate income and reduce costs



Income Generation Opportunities

- Update Your Pricing Strategies
 - Understanding your markets Supply and Demand
 - Focusing on Utilization
 - Ensure your Client Communication meets the needs for each of your customer types
- Consider Adding Surcharges
 - COVID Cleaning Fees
 - Credit Card Processing Fees
 - Environment Fees
- Charge for Extras!
 - WiFi

Cost Saving Opportunities

- We all have less staff, so how do we get more from our resources!
 - Take Inventory and understand the technology you currently own!
 - Develop a Sales Process
 - Provide a fully integrated Online Quote form that provides Instant Responses (Instant Pricing)
 - Fully Integrated means the ability to have a seamless flow of data from Quote Submission to Dispatch to AR (eliminate mistakes and repetitive data entry) within your software
 - Establish a Sales Follow-up Sequence (ensuring you know when each quote should be contacted to close)

Cost Saving Opportunities

- We all have less staff, so how do we get more from our resources!
 - Develop a Sales Process
 - Leverage your website as a sales tool
 - Develop meaningful Fleet and Services Pages
 - Have a Request a Quote form that provides Fleet Recommendations based on group sizes
 - Allow customers to login and Accept/Decline Quotes, accept payments, view driver information, etc...
 - Provide opportunities for your clients to pay online (with CC Surcharges) for Deposit, Balance, and Statement payments
 - Provide a trackable link so customers can know where their vehicle is located during a charter (Where's My Coach)



Cost Saving Opportunities

- We all have less staff, so how do we get more from our resources!
 - Optimize Operations – Do more with Less!
 - Provide your drivers with “Contactless” driver communication utilizing Website and App Functionalities (Driver App and Driver Portal)
 - Automate Reminders so Drivers are alerted of upcoming jobs and Dispatchers are alerted if a driver fails to depart at scheduled time (Driver App)
 - Allow Dispatchers to make vehicle and driver changes (along with pushout driver paperwork) directly from a smartphone or tablet (Operations Portal)
 - GPS Integrations (Saucon, Samsara, etc...)

Questions?

Thank You!

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