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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