



# What You Can Expect From Mike Albert Fleet Solutions



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Whether your business is striving for record growth, pursuing new revenue to invest in technology and innovation, or seeking ways to operate more efficiently, Mike Albert Fleet Solutions is uniquely qualified to ensure your fleet helps achieve your corporate goals. Our data- and technology-driven approach will take your fleet to new levels of efficiency, economy, and safety.



# Why Proactive Fleet Management matters:



## Control Fleet Costs

Fleet is a top-5 expense. Eliminate guesswork and costly, reactionary decision-making by focusing on the facts and planning ahead.



## Improve Driver Safety

Lives and reputations are on the line. Take complete confidence in safe drivers and vehicles.



## Focus on What Matters

Spend more time on your core responsibilities so you can prioritize tasks that align to your business goals.

## Which Fleet Strategy Do You Use Today?

### In-House Reactive Fleet Management

- Transactional (ex. Buying vehicles from a dealership)
- Unexpected maintenance expenses and vehicle downtime
- Unmonitored fuel costs
- High demand on personnel to maintain compliance
- Low driver retention due to poor working conditions
- View fleet operations as a "necessary evil"

### Outsourced Hands-Off Fleet Partnership

- "Best-price" acquisition strategy
- Unchecked data streams, pivot tables, and dashboards that you have to interpret on your own
- AI-driven consultation
- Prepackaged solutions for business like yours
- Lack of 1:1 support and low quality service
- Flat-rate maintenance program or heavy reliance on thresholds and autoapprovals

### Outsourced Proactive Hands-On Fleet Partnership

- Centralized fleet management platform
- Intelligent life cycle strategy
- Strategic approach to funding and acquisition
- Managed OEM supply chain
  - Incentives
  - Quality control
  - Order-to-delivery
- KPIs and reporting customized to your goals
- A la carte fleet services (no funding required)
- Outsourced day-to-day fleet management support
- Driver safety and compliance programs
- Dedicated proactive support team driven by excellent client service

# Choose one partner for end-to-end fleet management services and support.

Organizations partner with us to support any and all points within their fleet operations. From managing vehicle acquisition and maintenance to leveraging advanced telematics and driver safety, our tailored programs ensure your fleet is ready to meet today's business demands.

## Acquisition & Planning

- Vehicle Life Cycle Strategy
- Vehicle Planning, Upfit, Specification and Right-Sizing
- Leasing and Funding Solutions
- Sustainability Initiatives
- Online Vehicle Ordering
- OEM discounts and priority ordering

## Management & Optimization

- Advanced Consulting
- Centralized Maintenance, Fuel, and Tolls Administration
- Telematics Integration with In-Cab Camera Options
- Driver Safety Programs
- Compliance Support
- 24/7 Roadside Assistance
- DMV and DOT Services

## Disposal

- Life Cycle Management
- Vehicle Remarketing
- And more

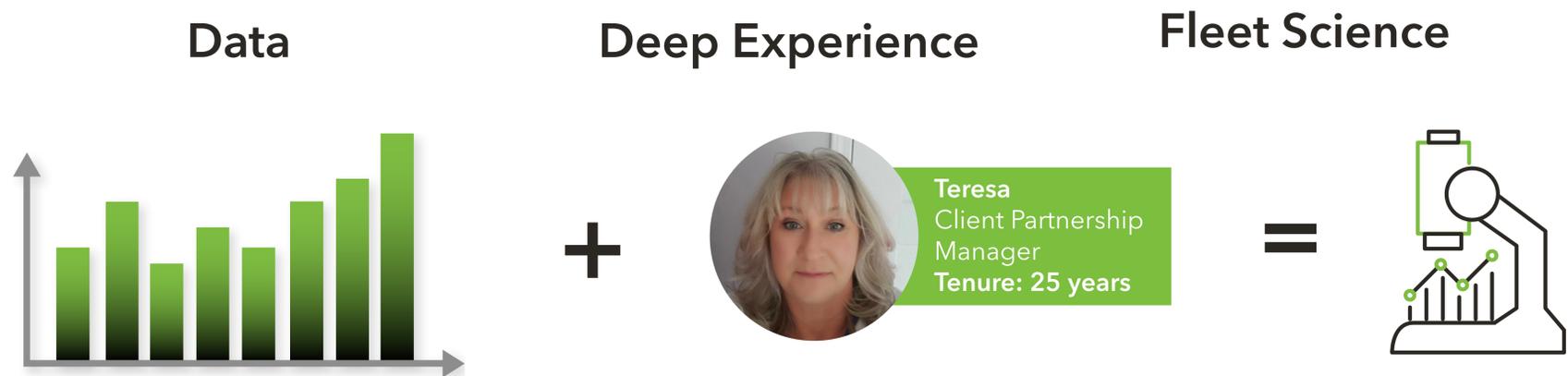
## Your fleet. Our experts. Your data. Our technology.

Mike Albert Overdrive with AlbertIQ, our fleet management platform and driver app, centralizes the data and management tasks across the entire vehicle life cycle—from acquisition to remarketing. Gain real-time access to your fleet's data, enabling more efficient management and informed decision-making.



# Leverage the power of personal attention and Fleet Science®.

Our proprietary Fleet Science® approach begins with recognizing that your fleet is unique, as is captured in your Fleet DNA®. We then rely on painstaking data analysis and our 60 years of fleet street smarts to drive powerful results. .



Unlike some fleet management companies, we have no preconceived agendas or off-the-shelf plans we try to force your unique circumstances to fit. We find the perfect solutions for your organization by putting ourselves in your shoes and treating your fleet as if it was our own.

To do this requires attentive, personal interaction. Not just at the beginning of our working relationship, but throughout the life of our partnership together. We never expect you to go it alone, solely relying on our client portals and apps for self-service like some of our competitors do.

“Mike Albert is honestly one of the best partners that I’ve had the pleasure of doing business with. When I look for companies to work with, I’m not kidding when I use that partnership word, it has to be a symbiotic relationship.”

- Connor Nelson, Fleet Manager  
**Big D Construction**

## World-class client experience centered around data-powered consultation.

While we offer the tools to manage and analyze data on your own, we are an extension of your team. Equipped with decades of fleet data expertise, real-world fleet experience, and a zeal for helping you succeed, our team regularly meets with you to:



Analyze your fleet data and cull the information relevant to your priorities.



Benchmark your data against industry trends and fleets similar to yours.



Identify opportunities where you can improve operations and cut costs.



Identify actions that will help control expenses, improve driver safety, and advance business growth.

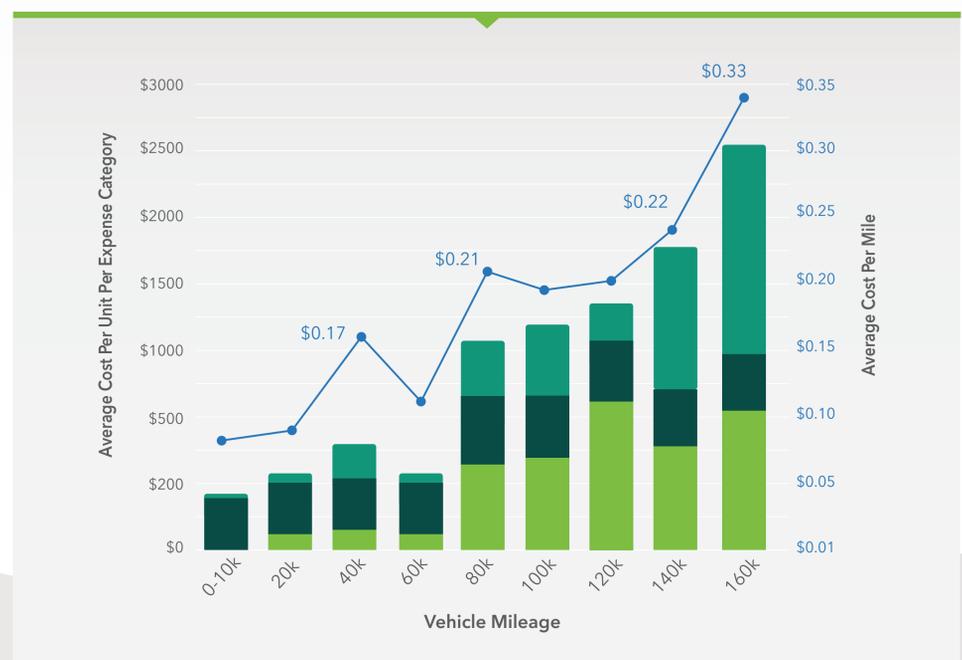
*We meet twice a month with Christina (National Client Partnership Manager, Mike Albert). She helps us monitor maintenance costs, forecast auction prices, and anticipate impact from the new vehicle market so we can strategically cycle vehicles.*

Ashley Lucia, National Fleet Manager  
Impact Fire

### Example: Intelligent Vehicle Life Cycle And Your TCO

Implementing a proper vehicle life cycle involves cycling out a vehicle before the cost to operate it exceeds its value alongside and strategically planning its replacement to get the lowest acquisition-cost possible.

**Vehicle Maintenance - Services Expense Analysis**  
**Average Cost by Mileage**



## Top FMC expertise and a team dedicated to your goals.

Businesses all over the United States have continued to partner with us over decades. Our midwest ideals are deeply rooted into our family of associates. Which means a team loaded with tenure and passion for being an excellent partner. What does that look like for our clients?

- **Client Partnership Managers:** Consultants focused on actionable data while building and maintaining strong client relationships with regular checkpoints.
- **Client Support Specialists:** Provide ongoing assistance and resolve driver and client queries.
- **Onboarding Experts:** Ensure smooth integration of new clients into our services with custom plans tailored to you.
- **Fleet Solution Engineers:** Prescribe the services needed to improve the health of your fleet and educate you along the way.
- **Order-to-Delivery Coordinators:** Work tirelessly to support client goals and service delivery.
- **Safety Advocates:** Help you create a safety culture via tools and training resources.
- **ASE Blue-Certified Maintenance Technicians:** Advocate for clients to ensure fair pricing and accurate vehicle repairs.
- **Vehicle Upfitting Engineers:** Expertise in feasible vehicle modifications, implemented effectively and safely.
- **Acquisition Specialists:** Their primary goal is to understand and fulfill the unique needs of each client, ensuring the right vehicle at the best price.
- **Telematics Specialists:** Consultants focused on navigating real-time vehicle data and matching the tech to your needs.
- **Auto Industry Liasons** Nurture OEM relationships and navigate industry trends.
- **DMV Coordinators:** Experience DMV agents operating as a satellite office for many states.
- **Remarketing Masters:** Unmatched experience in “playing the market” maximizing vehicle resale for our clients.
- **Funding & Leasing Experts:** Tailor funding strategies that align with your business goals.

## Centralized fleet management tech and best-in-class fleet services.



### OVERDRIVE™

Our proprietary fleet management platform for clients includes an admin portal that provides a streamlined view of all their fleet information with easy-to-navigate dashboards, and a mobile app that helps drivers simplify the management of their mileage reporting and vehicle registration and maintenance tasks.



### ALBERT IQ™

Our exclusive fleet vehicle and driver monitoring platform merges vehicle telematics with the expertise of our maintenance management team to report vehicle health, vehicle behavior, and driver behavior in a streamlined, prioritized format centralized for streamlined management.



### TELEMATICS

We partner with best-in-class telematics companies to capture information from in-cab video cameras, engine computers and GPS tracking systems that provide vital data and video on driver behavior, vehicle health, route statistics, and more. This enables clients to make informed decisions about their fleet and driver safety.



### ELECTRIFICATION

Our fleet electrification experts help clients design a holistic plan for integrating the right EVs and charging solutions into their fleet operations.



### FUEL MANAGEMENT

We help you understand your fuel spend through a program powered by fleet fuel cards for drivers to use as payment at the pump. Our vehicle-assigned fuel card service centralizes billing and reduces the potential for fraud.



### MAINTENANCE MANAGEMENT

We combine the expertise of our ASE-certified technicians with our vetted service provider network and advanced admin technologies to ensure: preventive fleet maintenance is completed on schedule; all services and repairs are done correctly and charged fairly; and no needless repairs and upcharges occur.



### MIKE ALBERT ADVANTAGE®

Our Advantage® team acts as a concierge service for clients that need outside help handling day-to-day fleet tasks like fuel card administration, licensing and insurance, vehicle ordering, and fielding questions from drivers.



### DOT COMPLIANCE

To help clients maximize safety and avoid costly violations, we partner with expert DOT compliance providers to proactively manage all the ever-changing federal, state, and local regulations that a fleet with commercial motor vehicles must meet.



### VEHICLE REGISTRATION MANAGEMENT

With this service, our titles and license team handles all the vehicle registration renewals for a client's fleet drivers in all necessary states, in order to ensure DMV compliance, reduce administration tasks, and avoid late fees.



### TOLL MANAGEMENT

Our toll and transponder management service, administered by a trusted vendor, enables clients to centralize the controls, reporting, and payment processing of fleet vehicle tolling, eliminating the risk of costly violations and the hassle of managing multiple toll agencies.



### SAFETY & COLLISION MANAGEMENT

With this service, we help mitigate risks by providing clients with driver safety training, motor vehicle reports on previous accidents involving their vehicles and drivers, and post-accident administration.

## Maximize uptime & cut costs with expert fleet maintenance management.

Our aim is to simplify the maintenance process for your drivers, minimize downtime, and reduce operational costs—all while ensuring the safety and reliability of your fleet.

- ❑ **Centralized Billing and Invoicing:** Consolidate invoices into a single payment.
- ❑ **Comprehensive Maintenance Oversight:** Set thresholds for repairs to save time.
- ❑ **Personalized Maintenance Schedules:** Tailor schedules to meet your requirements.
- ❑ **Compliance Alerts:** Stay ahead of maintenance tasks with timely reminders
- ❑ **Mobile App for Drivers:** Simplify scheduling and communication.
- ❑ **Cost Savings Reports:** Monitor your fleet maintenance spend, mileage and more.
- ❑ **Mobile Maintenance:** Have your vehicles serviced remotely and after hours.
- ❑ **24/7 Roadside Assistance:** Cover everything from flat tires and lockouts to breakdowns and towing.
- ❑ **Predictive Maintenance Intelligence:** Prevent problems before they happen by upgrading to vehicle health monitoring.

### What Sets Mike Albert's Maintenance Management program apart? **ASE Blue-Certified technicians dedicated to advocating for our clients.**

With a combined total of over 250 years of experience, our team is able to confidently negotiate with shops, support your drivers, and help control maintenance costs. They ensure:

#### ✔ Fair Pricing

We guarantee a fair price for all labor and parts, leveraging our extensive industry experience to secure the best rates for you.

#### ✔ Accurate Repairs

We ensure that all repairs ordered are necessary and performed correctly, providing you with confidence that your fleet is in top condition.

#### ✔ Billing Audits

We meticulously oversee maintenance costs to protect our clients from unnecessary charges, significantly reducing the administrative burden on your team.

## Strategic approach to funding and acquisition

**Vehicle and upfit specialists help you identify the best makes and models for your needs, then equip them to maximize efficiency and safety on the job.**

- We have deep knowledge of all makes and models and make recommendations based on more than price, such as the safety and mechanical specs required to meet the job demands.
- We weigh factors such as fuel efficiency, remarketing value, vehicle testing, and industry insights to determine which make and model is best for you.
- Our truck team engineers offer solutions for tool storage, inventory management, safety enhancements, and customizations that extend job-site capabilities.

**Managing OEM supply chain through established relationships through decades of tenure.**

Mike Albert has been in the fleet industry since 1957. Our clients benefit from this deep experience. For example, our tenured associates have formed trusted partnerships with OEMs that enable us to:

- Forecast vehicle availability
- Access to partner-only order banks (vehicles that will never see dealerships)
- Apply incentives and discounts only available to FMCs
- Order-To-Delivery quality control

**Unique funding strategies only found at a private lessors, like Mike Albert. Customize your funding strategy to align with your financial goals.**

- Open- and Closed-end leasing options that can free up capital for rapid growth
- Preserve lines of credit
- Align with EBITDA
- Retain capital needed to invest in technology or other parts of your business
- Flexible terms so you can acquire vehicles to support the demands of your business



The ability to have a new fleet and still be able to hold cash for expansion and acquisition is priceless to us.



- Devyn Dugger, President, Ohio Eagle  
*Beer Distribution Industry*

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# Who are we?

Mike Albert made our initial mark on the fleet industry in 1957 when we became one of the very first companies to lease vehicles to fleets. Today, our in-depth fleet knowledge and experience has positioned us to compete on a national level as a top-ten fleet management company, with over 60,000 vehicles under contract across the US, including Puerto Rico, and parts of Canada.

At Mike Albert Fleet Solutions, custom data analysis, vast first-hand knowledge, and unmatched personal service unite to create something truly exceptional. Guided by Fleet Science<sup>®</sup>, our proprietary approach that combines data with “aha!” insights that meaningfully improve overall fleet performance. Our dedicated Client Partnership Managers (CPMs) provide concierge-level service that’s unmatched in the industry. You can think of them as the “people behind the data.” Exceptional fleet management is, indeed, a rare thing. But you’ll find it at Mike Albert.



We value the confidence Mike Albert placed in our business and leadership. The investment and support from the onset of our partnership is noted as one of the key components in our turnaround.



- Mike Bogan, CEO LandCare  
*Land Management Industry*

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Ready to move your fleet forward? [Book a meeting](#)

