

# CONVERSION TO DEDICATED FLEET SERVICES: A COMPREHENSIVE GUIDE FOR BUSINESS OWNERS AND PRIVATE FLEET MANAGERS



Today's private fleets face a host of challenges, including increasing regulations and compliance, rising equipment costs and stricter driver qualification standards. While private fleets continue to play a significant role in business operations, these changes – and the requirement to assume all risks and liabilities inherent in transportation – have many private fleet operators considering alternative solutions such as Dedicated Fleet Services (DFS).



- INCREASING COMPLIANCE
- RISING EQUIPMENT COSTS
- STRICTER DRIVER QUALIFICATION STANDARDS



By partnering with us, companies no longer have the burden of owning trucks, maintaining equipment or hiring, training, and retaining drivers. Perhaps the biggest perk of our program is mitigating the risk and liability of operating a private fleet while reducing operational costs. As a core competency, Outsource Logistics can maintain and operate equipment less expensively through established relationships and discounts with suppliers, resulting in cost savings for our clients.

When transitioning, we will work closely with private fleet operators to understand your current business model and requirements. We also actively assess operations for continuous improvement opportunities (often in regard to the number of drivers and available equipment) in order to efficiently manage and deliver capacity, including volume spikes. **The endgame: You get to focus on what you do best—and we will do the same.**



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# ASKING THE HARD QUESTIONS

For those assessing a change in their transportation and distribution model, a number of questions need to be asked to determine whether DFS is a viable business alternative. This guide offers a comprehensive look at areas to consider and can help you determine if conversion is appropriate for your organization.



## COMPANY CULTURE

- Is transportation a core function of your organization? Should you be in the transportation business?
- Do you have a staff of employees dedicated to ongoing continuing education and training required to safely and efficiently manage a growing trucking operation?
- Is there a quantifiable benefit from a marketing and customer service perspective to running your own fleet? Have you actually compared this to other alternatives?

## ASSESSMENT OF DFS BENEFITS

- Does DFS provide greater access to information management system technology?
- What are the advantages of taking capital dollars required to run private fleets off the balance sheet?
- What liability concerns can be mitigated when not running your own fleet?



## SMOOTH TRANSITION

That's a lot to think about, but know that Outsource Logistics makes the transition from operating a private fleet to a DFS model as smooth as possible—recognizing that your core competency is running your business, and that moving your freight is ours. Outsource Logistics can help you achieve cost savings for your transportation and distribution operations, while you get back to doing what you do best – running your business. We can keep your supply chain moving while upholding the highest safety standards and on-time service. To learn more, visit [outsourcelogistics.com](http://outsourcelogistics.com) or contact us at 866-726-2715.

