

4 Reasons to Choose Ewald over Other Fleet Management Companies

Most fleet management companies sound alike...fleet management programs, vehicle acquisition, total cost of ownership, remarketing, benchmarking, maintenance programs, fuel programs, yada yada yada. What separates Ewald Fleet Solutions from our competitors is our people and our level of involvement with our customers.



We recently met with the President and the CFO at a prospective client. They were prepared to move forward with a competitive fleet management company based solely on a low interest rate. We requested the opportunity to meet with them since we came in late in their decision process and did not have an opportunity to present Ewald Fleet Solution's differentiation. I am happy to report that they are now a new customer of ours.

Whether you are a current customer or future customer of Ewald Fleet Solutions, it's essential for you to understand the value of our differentiation, what it means to you and your company, and our commitment to preserving these key fundamentals even as we continue to grow. Just what is this differentiation that you are either currently enjoying as a customer, or could be enjoying if you become our customer?

- » **NO - One Size Fits All Program** – We tailor each fleet program to fit each customer and never attempt to squeeze them into a standardized program. Businesses differ, cultures and philosophies differ, and how vehicles are used differs. A standard program may be simple for the fleet management company to administer, but not be a good fit for the customer. We will not squeeze you into a standard program. We develop a program specific to your needs that also results in making it easy to do business with us.
- » **NO - 800 Relationship or Phone Tree** – Whether it's a registration question, an urgent vehicle need, or special request, when you call us you will speak to an Ewald Fleet Solutions representative that will be familiar with your account, able to assist you or connect you to a person that can. You have access to everyone within our organization including our President.
- » **NO - Enroll You and Leave You** – We stay with you throughout the relationship providing you with information and reporting, guiding you through decisions, and working to identify cost savings. You will not be expected to understand how to spec out and order your own vehicles, master a reporting system, or left to interpret data on your own. You will be provided by information by us that empowers you to make good decisions.
- » **NO - Reliance Solely on a Program** – Fleet programs, maintenance programs, fuel programs, and remarketing programs, are just that – Programs. Programs don't work on their own. People make programs work. With Ewald Fleet Solutions you are provided with the people along with the programs.



Driving your profitability through turnkey fleet solutions.

Ewald Fleet Solutions focuses on forming relationships with businesses that want to reduce vehicle fleet costs and who understand that there are many cost areas that need to be managed. A low interest rate may be appealing, but is only one factor in the bigger picture of managing total cost of ownership and the support necessary to attain cost savings.

Ewald Fleet Solutions success is built on strong and long term relationships with our customers, working with them through challenging times and tight deadlines.