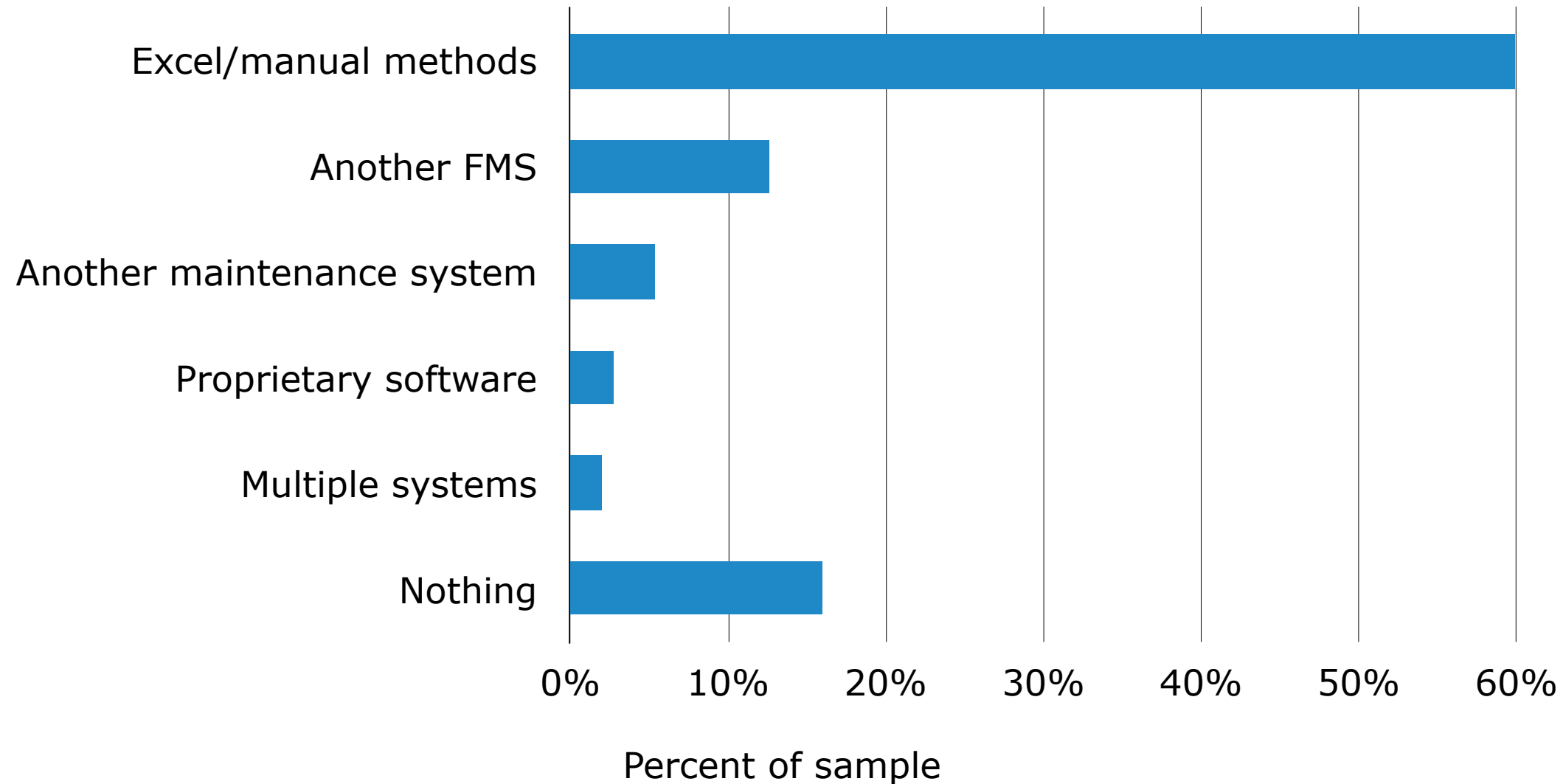# Fleet Maintenance Management Software BuyerView | 2014
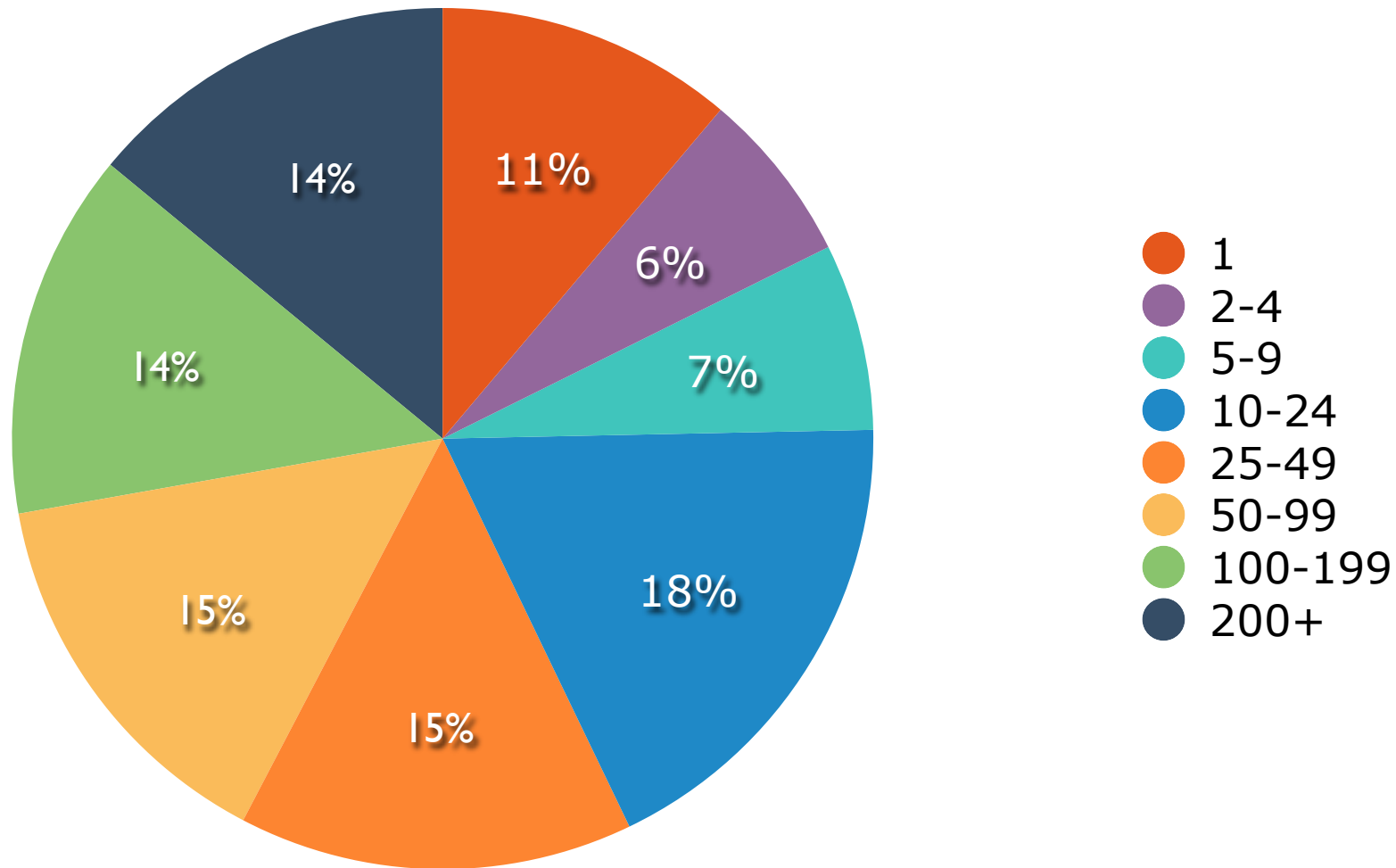
Insight into today's software buyer

Software Advice™

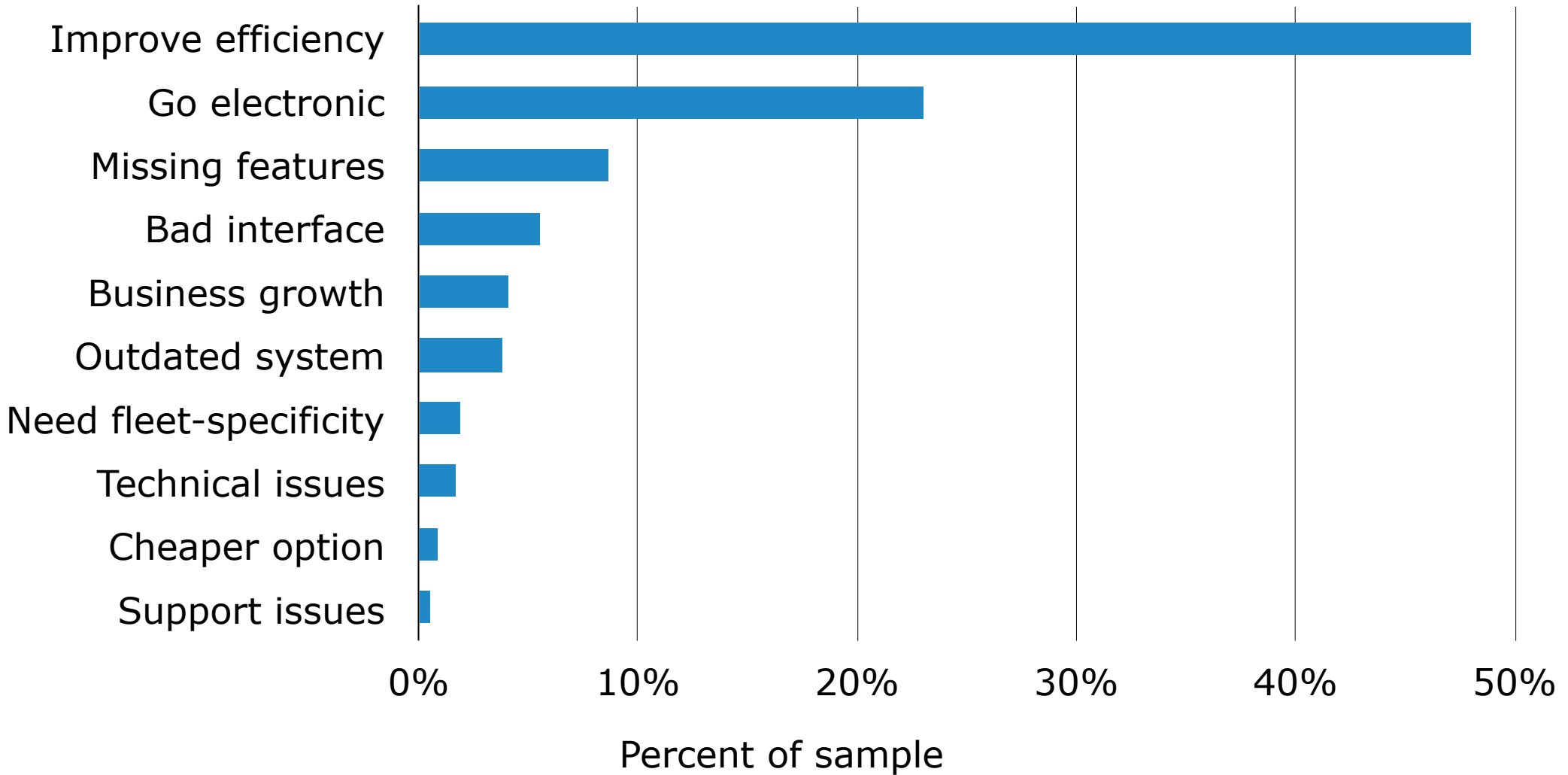# Prospective Buyers' Current Methods

Percent of sample

Sixty percent say they use manual methods, such as spreadsheets or paper files. Thirteen percent say they already use a fleet management system.

Demographics: Prospective Buyers by Number of Assets

Legend:
- 1
- 2-4
- 5-9
- 10-24
- 25-49
- 50-99
- 100-199
- 200+

The vast majority of buyers (72 percent) have fewer than 100 vehicles, while 28 percent have 100 or more assets to manage.

Most Buyers Want to Improve Efficiency and Organize Data

Category	Percent of sample
Improve efficiency	
Go electronic	
Missing features	
Bad interface	
Business growth	
Outdated system	
Need fleet-specificity	
Technical issues	
Cheaper option	
Support issues	

Percent of sample

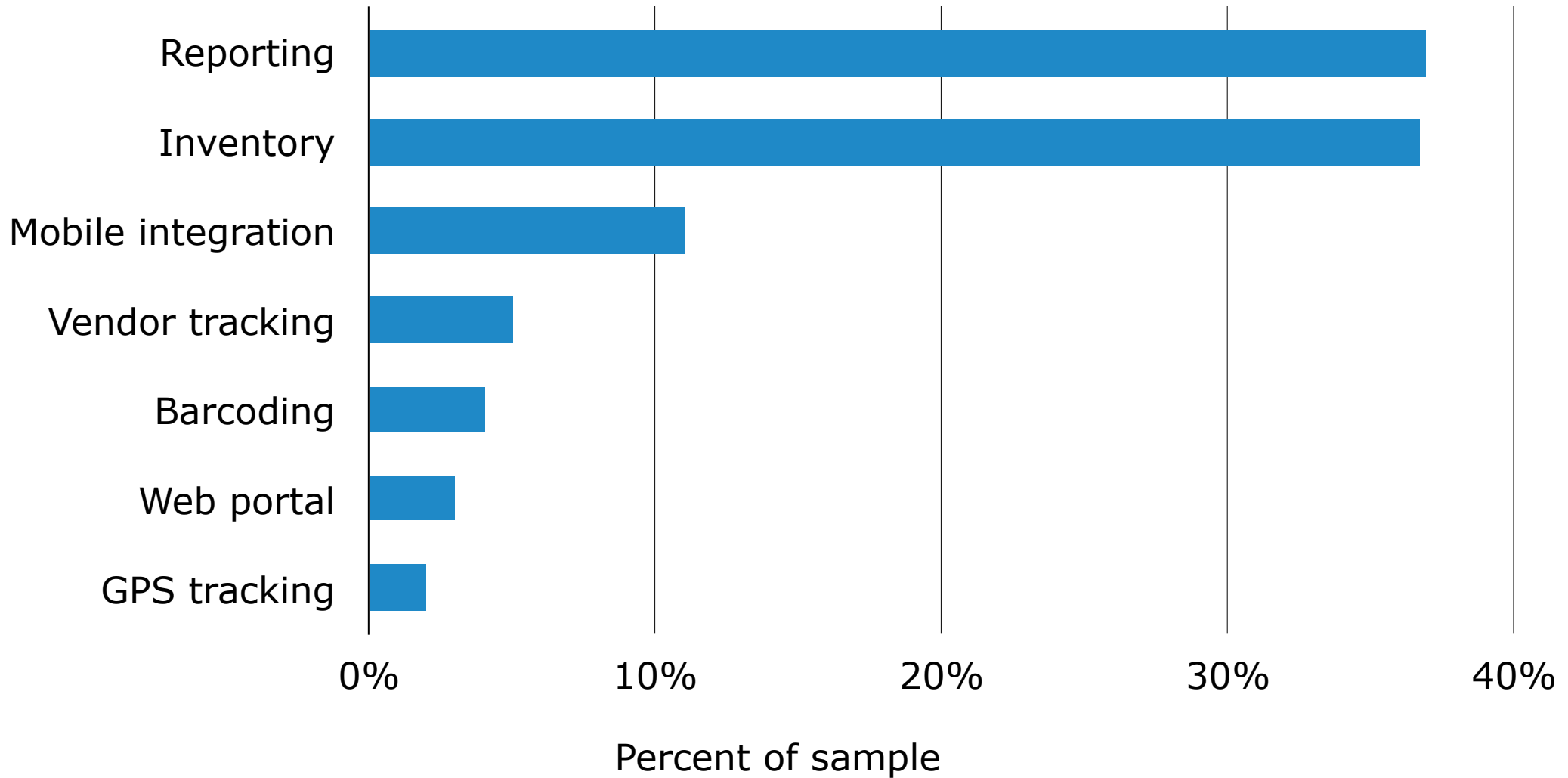0%   10%   20%   30%   40%   50%

Almost half of the buyers (48 percent) state they would like to purchase a fleet management system to improve efficiency or become more organized.

# Top Ways Buyers Want to Improve Efficiency With Software
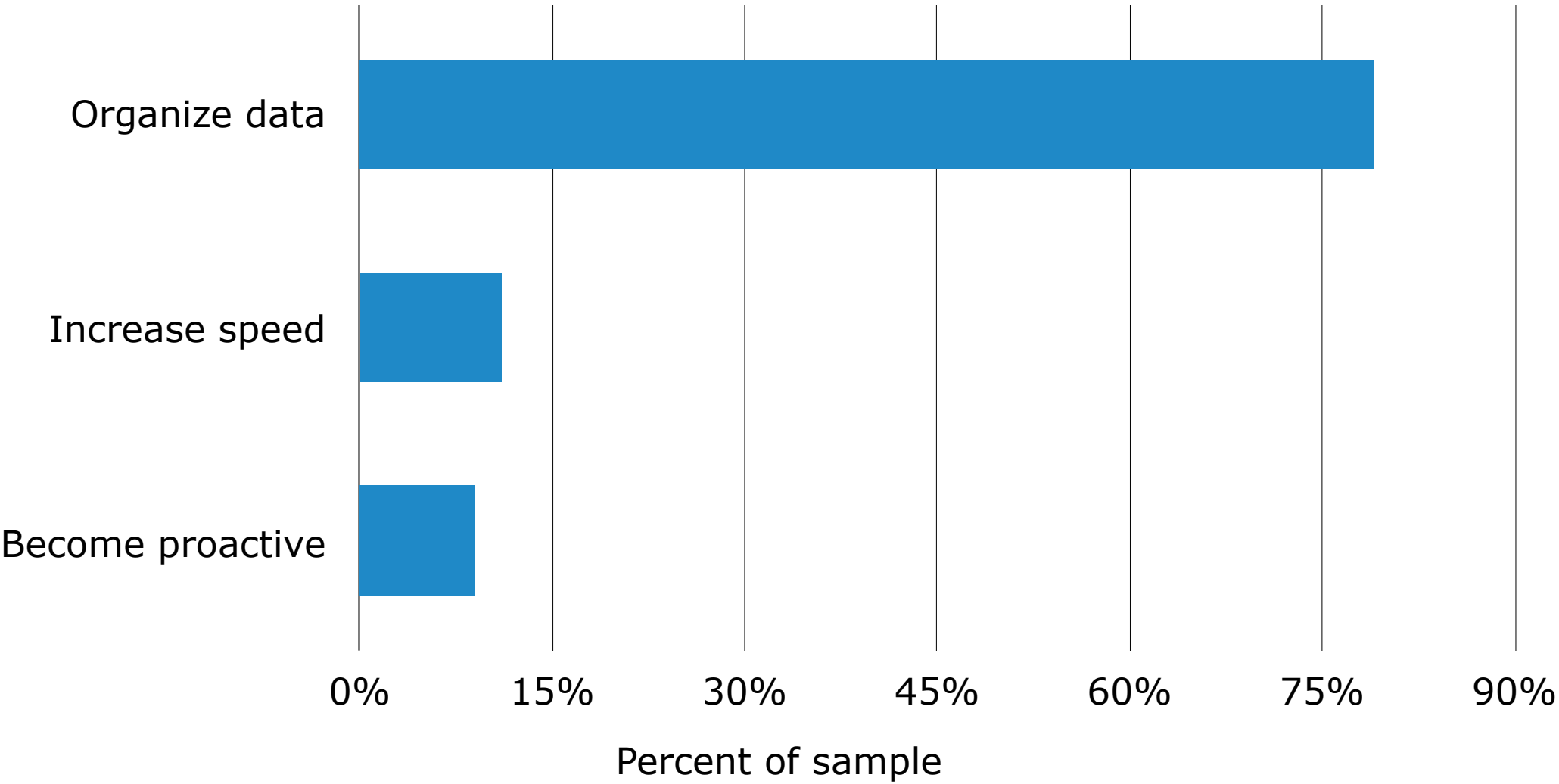
Just under 80 percent of respondents said they specifically wanted the software to help them organize data in a single place for easier retrieval.

Maintenance, Tracking and Work Orders Top-Requested Features

Horizontal bar chart titled "Percent of sample" showing:
- Reporting: ~37%
- Inventory: ~37%
- Mobile integration: ~11%
- Vendor tracking: ~5%
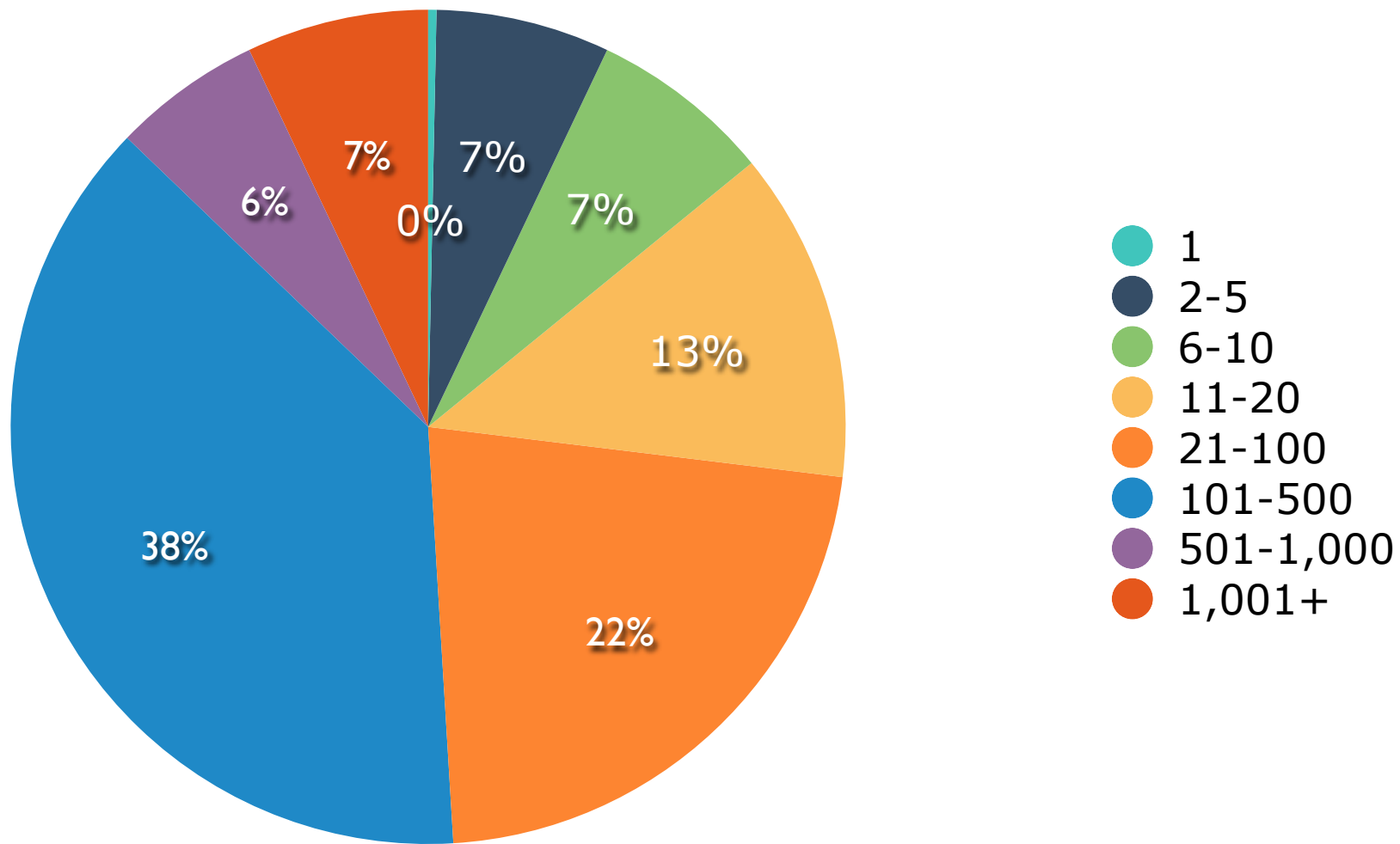- Barcoding: ~4%
- Web portal: ~3%
- GPS tracking: ~2%

The most commonly requested features were more surprising: inventory management and reporting (both at 37 percent).

Deployment Preferences

- Web-based
- On-premise
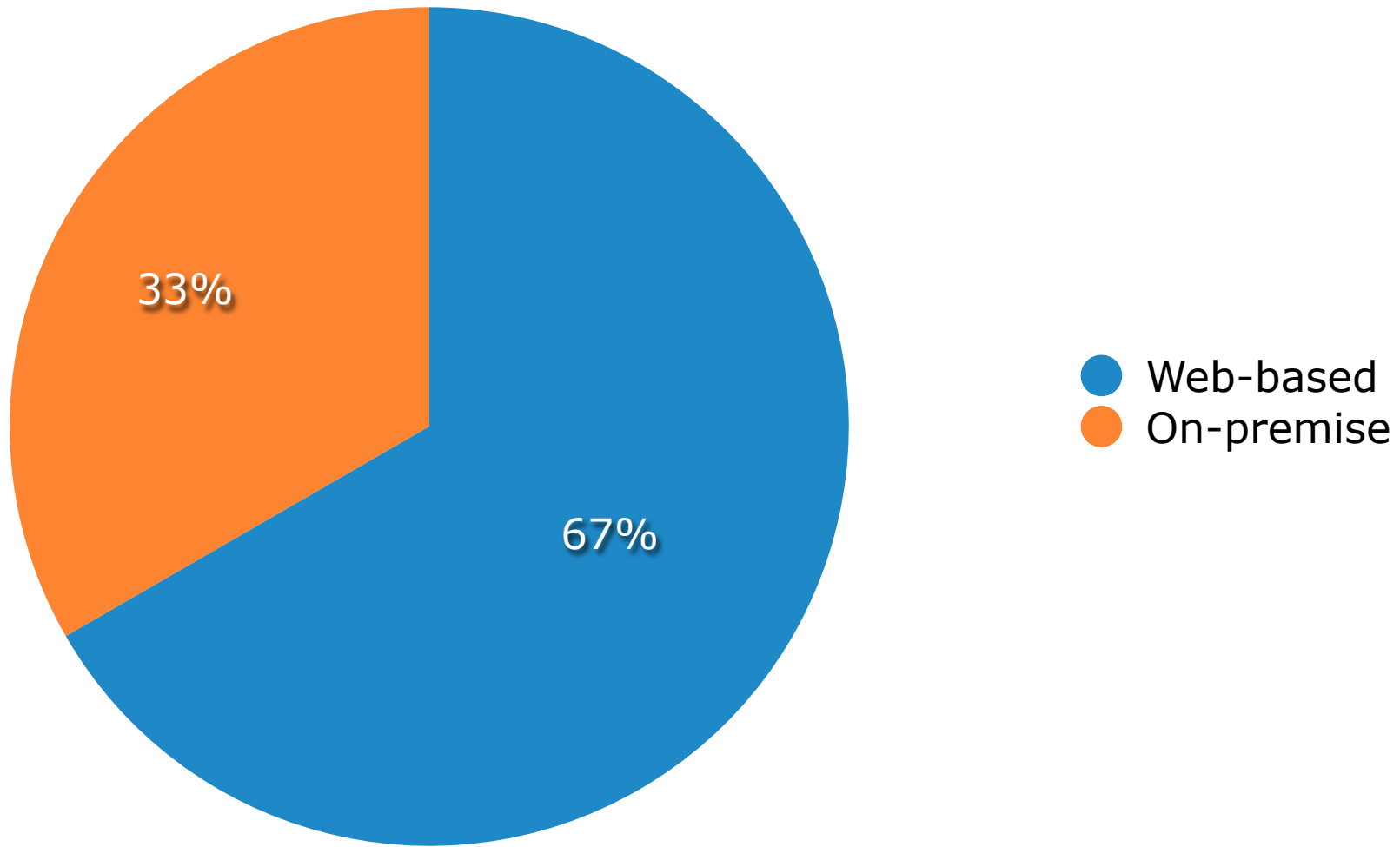
Of those who do have a preference, 67 percent are looking for Web-based, versus 33 percent who prefer on-premise.

Demographics: Prospective Buyers by Number of Employees

Legend:
- 1
- 2-5
- 6-10
- 11-20
- 21-100
- 101-500
- 501-1,000
- 1,001+

Pie chart values: 0%, 7%, 7%, 13%, 22%, 38%, 6%, 7%

The majority of buyers (87 percent) say there are between two and 500 employees at their company. Only 13 percent have more than 500 employees.

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