

**PIT**

FPIInnovations



## PIT Delivers Solutions

[www.fpinnovations.ca](http://www.fpinnovations.ca)



**Evaluating the impact of your projects**

***Enviro-Fleets Workshop***

***Vancouver, BC***

**Yves Provencher**

# Presentation Plan

**What is PIT?**

**Why measure performance?**

**How to measure performance?**

**Some recommendations**



# What is PIT ?

- Brings together fleets and government to reduce costs and emissions
- Member-driven organisation
- Projects aimed at creating solutions, not reports
- Focus on implementation
- We work with your vehicles, your people
- PIT is its members' engineering department



Always wanted to try those...

**Driver training**

**New vehicle specs**



# Why Measure Performance?

- What gets measured can get managed
- Meet your target and engage your staff
- Make required adjustments in the project
- Gives credibility to your project so the next one will be easier to sell!
- Evaluate the contribution of the project to your overall plan...hope you have one!



# Selection of best technology or practice

- Think small! Low-hanging fruits first.
- Base your decision on sound data.
- Does the technology fit your culture?
- Don't forget change management.



# Make it happen!

- Selection of projects
- No champion, no project, no exception
  - Assures commitment and ownership
  - Line of command
- Good budget estimates and good support
- Make good plan and think communication too
- Staff your team - everybody has a full-time job already



# What to measure

- Fuel is the obvious factor to measure
- How accurate can you be?
- Measurements during operation
- What tool to use?



# During operations (fill-ups)

## Application

- When large savings are expected (10%)
- Good control on fill-ups (invoices or cardlock?)

## Limitations

- Inherent variation due to normal operation
  - Weather, traffic, drivers
- Good for smaller fleets/projects
- Small amount of data can be collected

# During operation (telemetry)

## Application

- When 3% or more savings are expected
- Larger fleets/projects

## Limitations

- Inherent variation due to normal operation
  - Weather, traffic, drivers
- Accuracy? (calibration may be required)

## Possibility of coupling fuel info with indicators

# Comparing technologies

## Track test

- Stringent protocols



## Long distance test



**“Our corporate purchasing policy is to ensure all products we look at are endorsed by PIT and its Energotest campaign.”**

Brent Fowler  
Vice-President Administration  
SLH Transport Inc.c

# Conclusion

- Select the right project
- Have a champion and a plan
- Measure the impact of your project
- Fuel won't explain everything
- No silver bullet
  - Several methods for several goals
  - Know the limitation of your method



I hope this helped!

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