12
WAYS TO SAVE
ON YOUR EMS FLEET COSTS

ACETECH

We all know how difficult (and expensive) it can be to run an ambulance service with constant financial pressures coming at you from all angles, all conspiring to erode your already tightening bottom line. Let's be honest too, it's not just financial headaches that pop up on an all-too frequent basis, what with compliance and regulations, shortages of skilled staff to contend with and COVID to top it all off, time has now become a scarce commodity for many EMS fleet managers up and down the breadth of the country.

But there is hope, with the arrival of the modern digital age and pioneering new technologies, there are now a huge multitude of tools available to EMS services like yours designed to make your complex tasks a whole lot easier, saving you money and time in the process.

To give you some useful insight, we have compiled a list of the top 12 ways our clients are able to save time and money managing their EMS fleet.
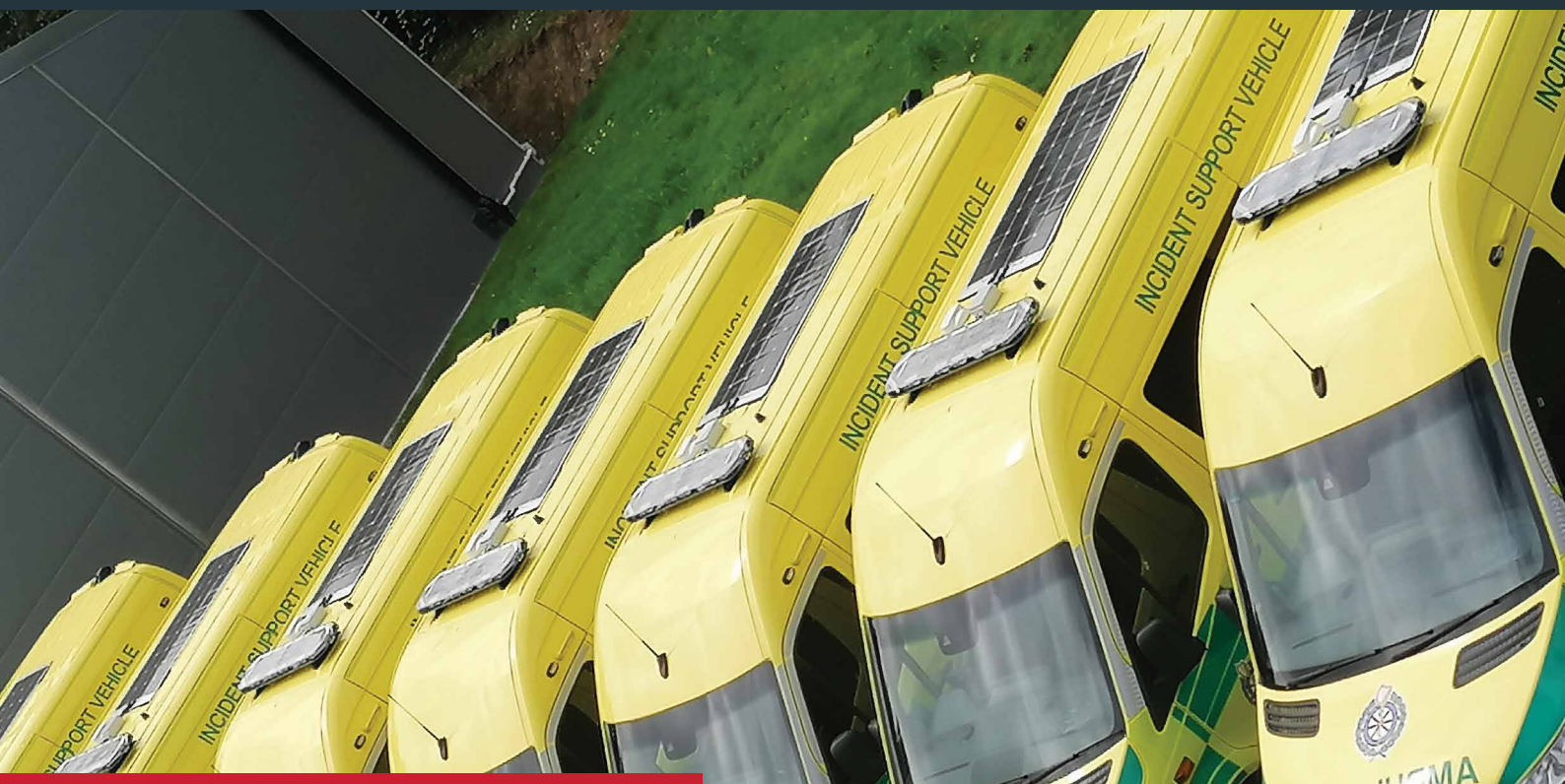
01 | Save on Fuel Costs

We start the list with a heavy-hitter in terms of fleet costs. Vehicle fuel costs can account for as much as 60% of a fleet's total operating budget, so anything that improves efficiency and reduces your fuel consumption is immediately a huge win. There are generally a few options that are available, however it is important to note that most of these solutions are not developed with the unique requirements of EMS in mind. Indeed, with the variety of additional critical equipment and power requirements that are unique within thevambulance environment, it is important to opt for one designed specifically for emergency servicesvvehicles. Options outside of the Emergency Services remit can provide a false economy and often prove damaging as they are quite simply not able to take into consideration the additional needs of your emergency equipment and supplies within the vehicle environment. This can lead to patient compartment temperature fluctuations which can lead to spoiling of medications – IV fluids, and some supplies. In addition, batteries that power your emergency medical devices may also be adversely affected, which could reduce their lifespan.

Our Recommendation:

ACETECH ECO-Run is an award winning, EMS-focused product that allows vehicles to automatically shut down the engine when needed, reducing unnecessary idling while monitoring battery power levels and ambient patient compartment temperatures. If the battery power levels or patient compartment temperatures fall out of normal operating ranges, **ACETECH ECO-Run** will automatically start the engine to normalize those ranges. Once back into normal ranges, the system will shut down the engine once more.

02 | Get FREE Electricity

Quite often this sounds too good to be true, but it really is the case with augmented sources of power, especially those from renewable sources such as solar power. With recent advancements in solar technology it is now possible to tap into a free and potentially unlimited source of energy. The added benefits of adding solar to your fleet go far beyond the obvious cost savings on your other sources of power, and now it is possible to not just have it augmenting your energy supply at your base, with on-vehicle solar panels now becoming the go-to place for ambulance services with plenty of rooftop real-estate to help power your fleet.

Our Recommendation:

ACETECH SOLAR provides extremely lightweight, flexible and durable polycrystalline solar cells that are completely waterproof, can contour to the curves of most vehicle roofs and provides immediate and enhanced benefits such as reducing engine idle and fuel consumption, improved vehicle availability with less need for shoreline connections, always-on charging, reducing critical battery replacements, reducing carbon emissions and contributing to a greener environment just some of the many benefits.

03 | Minimize Risk of Loss and Theft

The cost of an ambulance and key medical items including life-saving equipment is understandably very high due to the specialist nature of the equipment and their critical function. Keeping this equipment safe from theft, fully functioning and in the right place at the right time are the three main challenges emergency crews face every day – as well as saving lives, of course. Emergency Medical Services are called out to multiple locations each day to help those in need. Speedy response, assessment and stabilization of the patient are the first priority, so it's understandable that it can be difficult to keep track of essential assets during those very pressurized situations. Unfortunately, theft can also be a major issue. When critical equipment goes missing from emergency service vehicles, the impact on outcomes and staff can be catastrophic. So, how do we help fleet managers to ensure this never happens?

Our Recommendation:

ACETECH Asset Intelligence uses RFID technology and intelligent software to provide live visibility of your equipment both in-store and in-vehicle, even when your vehicles are on the road. Locate, track and search in real time so your valuable assets are always visible and efficiently managed and utilized. Receive real-time alerts both from the cloud and in-vehicle if equipment is missing or needs maintenance, improving safety and ensuring compliance while saving you much needed time and money.

04 | Reduce Wear and Tear

Transforming driver behavior is often the last consideration for fleet managers, but positive changes in behavior can lead to significant improvements in overall vehicle efficiencies and help reduce costs. By reducing things like unnecessary speeding, excessive braking, acceleration and cornering not only increases positive patient outcomes, but also has a huge bearing on your fleet's wear and tear. Real benefits to better driving include less wear and tear on engines and moving part and can save up to 25% on the life of your tyres and other key components. Changing driver behavior is nowhere near as difficult as it sounds, with plenty of smart devices out there that can coach better driver behavior and lead to real fleet savings.

Our Recommendation:

ACETECH™ AVA (Audio Voice Alert) is an audio driver coaching tool, that provides real-time feedback to coach safer driving maneuvers and make drivers aware of safety hazards and equipment status. Coaching safer driving behavior has a direct impact on your fleet's performance. Reduce aggressive   driving by monitoring speeding, G-forces, seatbelt use, unsafe reverse, lights and siren use and more, plus drivers can be scored and held accountable for unsafe driving practices.

Your drivers' actions can improve safety, response times and customer experience, as well as reducing costs and carbon footprint.

05 | Prevent Problems Before They Arise

Preventative maintenance is maintenance that is regularly performed to lessen the likelihood of it failing. This can include quarterly or yearly vehicle servicing, frequently scheduled inspections or other forms of vehicle assessments. Sometimes, however, the workload can exceed capacity and there can be pressure to keep the vehicles on the road beyond their regular service intervals which can result in serious breakdowns and costly repairs. It may be as simple as overlooking or forgetting to book the service, but even when they are considered, things can still break down, losing time and money in the process.

Our Recommendation:

ACETECH Vehicle Intelligence can provide real-time vehicle health alerts to notify you if your vehicles are approaching critical maintenance failures. This cloud based software platform, coupled with the powerful **ACETECH CONNECT** device, provide deep insights into your vehicle health. See live the health of your entire fleet, no matter where you are based. Plus, with **ACETECH Asset Intelligence** you can also maintain and manage your equipment health too. Schedule maintenance and repairs and get alerts when assets need maintenance, plus with the RFID technology you can pin-point where the asset is to save time, improve safety and ensure compliance.

06 | Increase Vehicle Availability

Making sure your vehicles are performing at their best and are always available is essential to a smarter EMS fleet. Under-utilization is a common problem in most EMS companies, but without the right tools it can be tricky to identify and even more difficult to resolve. Having the right data available to you can go a long way to informing you on your fleet usage and empower you to make smarter decisions. A fully optimized fleet could mean a smaller fleet, but always means you are getting the most out of your service and increases the bottom line.

Our Recommendation:

ACETECH Vehicle Intelligence gives you the answers you need. We don't just provide you with the important data you need – we also provide cost projections and expert advice on how to improve fleet activity. Our expertise is underpinned by the hundreds of EMS organizations globally that trust our products to inform with valuable insights, tailored for emergency service organizations like yours.

07 | Improve Fleet Safety

Fleet safety should always be a top priority so that you can ensure your EMS personnel are in good hands as they tend to emergency situations – the more you place an emphasis on fleet safety, the better your EMS personnel can do their jobs effectively. It is also essential that your ambulances are operated as safely as possible to ensure crew members, patients and the motoring public are free from unnecessary ambulance crashes. Some technologies that will help to improve the safety of your fleet include driver alerts, fleet data collection, critical maintenance warnings, and cameras that can monitor the activity inside and outside of every ambulance.

Our Recommendation:

ACETECH™ VISION has been developed to improve vehicle safety, efficiency and security. Integrating our camera technology can prevent collisions that arise from blind spots, reduce the risk of false claims while providing additional vehicle surveillance security. As well as exterior cameras, **ACETECH™ VISION** provides an interior camera for added protection of the patient and paramedics transported within your vehicles. In the event of a staff assault or any other unexpected situation inside the ambulance, you will be able to have footage of those events to resolve critical issues as quickly, safely, and effectively as possible. This safety system allows for real-time remote viewing capabilities coupled with our easy to use software providing journey playback and footage downloading options to ensure you are fully covered from the start.

08 | Save on Costly Claims

Another key method for reducing fleet costs is ensuring that you do everything in your power to prevent insurance claims and crashes. Although this may be an obvious point, what steps can you take to fend off these seemingly inevitable obstacles? As previously mentioned, driver behavior, cameras throughout the vehicle, and consistent data collection are all basic parts of preventing crashes and protecting yourself against costly litigation. Technologies with these functions can maintain driver best-practices, surveillance, and optimal maintenance levels and provide 'black-box' style recordings of important vehicle data at the time of an incident.

Our Recommendation:

ACETECH CONNECT is our technology that is proven to reduce preventable crashes up to 90%. Drivers receive real-time proactive feedback when the ambulance nears unsafe parameters in g-forces, vehicle speed, seat belt and reverse spotter compliance. Staff is scored and benchmarked on their driving performance to ensure they are operating your vehicles safely. Replay ambulance journeys in real time to observe vehicle location, vehicle speed, lights and siren usage, turn signals, braking, and much more. This is a valuable tool for quality assurance and, if the ambulance is involved in a crash, this report can potentially protect you from false claims.

09 | Prevent Spoils

Given the value and expenses of the essential medical equipment on board every ambulance, maintaining temperature is a necessity when transporting life-saving medications and fluids. Extreme temperatures, whether too hot or too cold, can adversely affect temperature-sensitive medications and other equipment that can make or break an emergency situation. Drug bags and the medicines within them can easily spoil and replacing them can be a costly expense, especially if it happens often. Ensuring that your vehicles are maintained at optimal temperature levels at all times, while also monitoring temperatures in medicine compartments is a necessary part of maintaining a cost-saving and supply-saving fleet.

Our Recommendation:

ACETECH Vehicle Intelligence uses temperature sensing technology to keep tabs on each required compartment within your vehicles. Not only can we help you maintain temperature levels in your vehicles, but it can also provide you with alerts and warnings to prevent spoiled consumables due to temperatures changes, improving the effectiveness of your fleet, reducing waste, and saving money overall.

10 | Improved Intelligence & Decision Making

In the digital age we're living in, it is more urgent than ever to keep up with vehicle intelligence technologies to make the most informed decisions possible for your fleet. The more equipped your ambulances are with the latest innovations, the better they will function in the emergency situations they are designed to handle. Adding these solutions to your fleet will help each vehicle stand the test of time while saving you money and resources in the process. Having the right data at your fingertips and having as much of this data automated as possible can save time and money, giving you more resources to do what you do best, managing your fleet and saving lives.

Our Recommendation:

ACETECH Vehicle Intelligence has proven to significantly enhance the capabilities of your fleet, allowing vehicles to operate at optimal functionality 24/7. Our vehicle intelligence will ensure that first responders can perform life-saving tasks without having to worry about lost equipment, false claims, and unsafe environments. Our vehicle intelligence products can also provide real-time reporting functions specifically tailored to EMS fleets, allowing you to stay constantly in the know about everything going on in your ambulances. These state-of-the art technologies can help lengthen the lifespan of emergency vehicles and lessen maintenance issues.

11 | Insurance

Another main concern about running a successful EMS fleet is insurance costs – since these are life-saving vehicles, it is also important to note how insurance claims can lead to unnecessary expenses and problems in general. So how can you protect your fleet from insurance issues?

Well, you would be surprised, check out our answer below:

Our Recommendation:

ACETECH's proven solutions can help significantly to manage your fleet and prevent insurance issues. Not only do we provide products to increase driver safety and improve driver behavior for reduced risk exposure, but **ACETECH** technologies can also lessen vehicle maintenance issues by providing real-time tracking and 24/7 alerts/warnings so that your fleet is always performing at optimal levels. With these advanced solutions, you can negotiate your policy and use our tools as leverage to enhance fleet operations and reduce the cost of your insurance policy renewals.

12 | Improve Asset Utilization

Inventory control of ambulance supplies is a crucial part of EMS operations, from small items like gloves and gauze pads to life-saving tools like automated external defibrillators (AEDs) and pharmaceuticals. If your fleet has all the kit it needs on board, great news. But what happens when teams reach to use it and it's out of date?

Improving asset utilization can have a major impact on finance and costs, while also improving operations as it allows teams to focus on more value-added activities.

Maintaining critical equipment and ensuring it is always available is a must of course – but the reality is that it's a challenge to do so, particularly when emergency services are stretched financially and experiencing extremely heavy workloads.

Our Recommendation:

ACETECH Asset Intelligence ensures no asset goes to waste and everything is kept functional through the use of temperature sensors to help you measure and keep track of stock temperatures for compliance. You will receive alerts to let you know when stock is close to its expiry date to help you manage inventory and purchasing. Our solution eliminates any potential delays associated with the equipment required on board emergency vehicles. Human error can mean that critical blue light equipment can get left at HQ, at the scene of an incident, or it might not be working or charged up and ready to go. **ACETECH Asset Intelligence** eliminates these challenges, ensuring that vehicles and crews can help people faster, knowing that all the kit they need is on board and fully functioning.

ACETECH

ACETECH™ is a global manufacturer of vehicle intelligence for your vehicle fleet. Our solutions include cloud-based fleet management software, specialist safety & eco-friendly modules and intelligent electronic control units. ACETECH™ solutions integrate seamlessly into your vehicles to enhance performance, improve safety and revolutionize the operation of your entire fleet. With over 65,000 solutions installed worldwide, we are the leader of high-tech vehicle systems that provide you the user with unmatched data from your fleet.

ACETECH | Services

Improve Fleet Safety
- Real-time in-cab driver coaching
- Reduce Preventable crashes by 80%
- Expert on-site safety training

Reduce Operational Costs
- Reduce fuel consumption by 10% or more
- Reduce maintenance expenses by 30% or more
- Nearly eliminate critical failures

Powerful Fleet Analytics
- Journey Replay, Fleet Daily Activity & Fleet Utilization
- Fleet Idle & Fuel Consumption
- Fleet Maintenance History and Schedules
- Driver Safety - Speeding, G-Force, Seatbelts, Unsafe Reverse
- Fleet Geofence & Response Time
- Engine Errors, Battery Levels and more

World Leaders
with offices on
5 continents.

Global Brand
with products in
50+ Countries.

Client Oriented
with over 100
Loyal Customers.

Innovation Focused
with over 65,000
products shipped.

Award Winning
dedicated team
of professionals.

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