



UNDERSTANDING MAINTENANCE TO MAXIMIZE UPTIME AND CONTROL COSTS.



When it comes to maximizing the potential of your fleet vehicles, it starts with your maintenance strategy. Learn how proactive fleet maintenance helps to control costs, increase reliability, and reduce unforeseen downtime.



Fleet maintenance is more than keeping vehicles operational. It's a foundational strategy for reducing downtime, managing costs, and supporting business continuity. Without a well-defined maintenance program, organizations risk higher operating expenses, unexpected breakdowns, and productivity loss.

What Is Preventive Maintenance, and Why It Matters

Preventive Maintenance (PM) refers to routine services – oil changes, tire rotations, brake inspections, etc. – that help avoid costly repairs and extend vehicle life. A consistent PM strategy minimizes variability and ensures vehicles are serviced before issues escalate.

Best Practices for an Effective Preventative Maintenance Strategy:

- PM schedules should align with OEM recommendations and be customized to your fleet's operating conditions.
- Early lifecycle maintenance is key to avoiding major repairs later, such as engine or transmission replacements.
- Drivers should be encouraged to promptly report issues such as check engine lights, odd noises, etc.

“Older vehicles that haven't been properly maintained often require significant repairs—engine, transmission, etc.—which drive costs higher and increase downtime.”

— Chris Foster | Director, Fleet Management Services at Holman

Using Data to Minimize Downtime

Downtime impacts productivity and profitability. Leveraging data and service history helps fleet managers anticipate issues and plan proactively.

Best Practices for Leveraging Fleet Data and Service History:

- Use maintenance history and trend data to forecast service needs.
- Monitor downtime patterns to improve PM scheduling.
- Leverage telematics to provide real-time visibility into vehicle performance and maintenance needs.

Establishing a Vendor Network That Works

A strong vendor network helps control costs and ensures consistent service quality—especially in a labor-constrained environment.

- Labor shortages continue to drive up rates; national vendors saw 8% increases vs. 30%+ at independents. (Source: Holman Maintenance Trends)
- Full-service repair facilities offer multi-point inspections that help identify issues earlier.
- Strategic partnerships with full-service, national account vendors can offer volume pricing and faster turnaround.
- Vendors familiar with your fleet and operating footprint help reduce delays and improve uptime.

“We advise our customers to align with full-service, national account vendors to optimize their maintenance program.”

— Chris Foster | Director, Fleet Management Services at Holman

Why a Proactive Maintenance Strategy Matters

- Reduces unplanned downtime and repair costs
- Improves driver safety and satisfaction
- Enhances visibility into service performance and spend
- Supports smarter lifecycle and replacement planning

Emerging Trends to Watch

- **EVs:** Heavier vehicles = increased tire wear
- **OEM-Only Repairs:** EVs often require specialized service
- **Advanced Driver Assistance Systems (ADAS):**
Recalibration costs drive up repair expenses
- **Telematics:** Enables proactive maintenance visibility
- **Labor Market Volatility:** Technician shortages continue to impact cost and downtime

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