



Elite Fleet Performance For Rail Fleets

How to boost driver safety,
sustainability and cost efficiency
with a smart new approach



Companies across both the rail and construction industries face a tough combination of challenges.

Alongside pressures to adhere to stringent health and safety standards, they must also cope with rising operational costs, thinly stretched resources, and the urgent need to be more sustainable. Fleet performance lies at the core of these issues.



By improving the performance of their commercial vehicles, rail and construction companies can:



Cover the 'safety blind spot' for workers at the wheel



Raise operational efficiency and minimise downtime



Reduce operational costs



Slash vehicle emissions

Before we examine what constitutes Elite Fleet Performance, let's unpack the challenges faced by rail and construction fleets.

Challenges facing rail and construction fleets

The health and safety blind spot

For rail and construction, health and safety is paramount. Workplace accidents come with significant costs—not just legal fees, but also reputational damage, which can make it hard to win new contracts.

Health and safety is a constant consideration on site, but the safety of workers out on the road tends to be a blind spot.

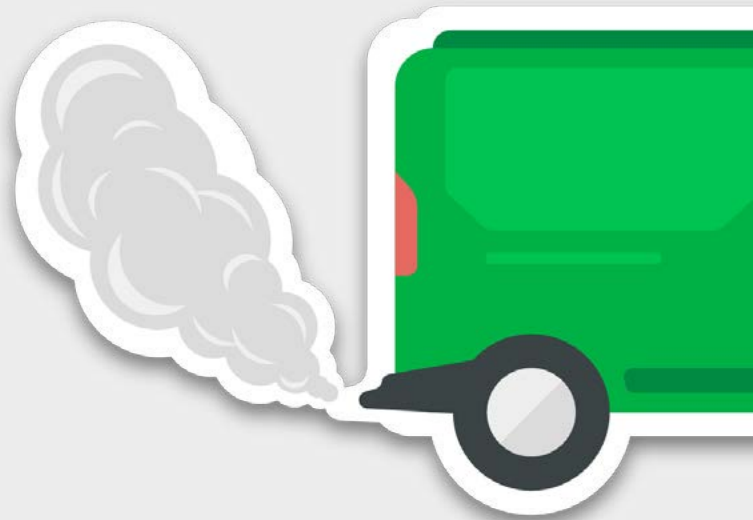


Rail and construction companies have a strict duty of care to their workers, and are obliged to report health and safety incidents as soon as they happen, but company vehicles have long been difficult to monitor and manage. As workers with vans are effectively operating company-owned machinery, fleet owners need a way to illuminate this traditional blind spot.

Operational efficiency and downtime

With costs of vehicle maintenance, insurance claims and fuel soaring, rail and construction companies cannot afford to ignore inefficient vehicle use. Company vehicles still need regular servicing and maintenance, and workers need a safe and warm place to take their breaks on site.

Often, the only option is to keep a van engine running and use it as a base. But 'vehicle idling' like this [costs millions in wasted fuel.](#)



Cutting fuel consumption and slowing vehicle wear and tear is vital for fleet owners that want to control operational costs and preserve their profit margins.

Environmental sustainability and winning work

Sustainability is becoming an increasingly important factor in winning new contracts. Currently, rail and construction rely heavily on vehicles with internal combustion engines, while other sectors are ramping up electric vehicle (EV) adoption.

Rail and construction companies need to work with more renewable materials, and prove that emissions created by their projects are either justifiable or can be offset. This is particularly important for companies that work in the public sector, or with environmentally-conscious brands. An effective method of controlling the emissions and environmental impact of these industries needs to be found—urgently.



Workforce limitations

Engineers might be trained in their field, but they are not trained to drive vehicles efficiently. And they are under immense pressure to complete high volumes of work.

Having workers clock up thousands of miles in outdated vehicles filled with heavy equipment creates a perfect storm, adding to the existing problems of fuel consumption, emissions, and vehicle damage. Not to mention it increases healthy and safety risks too.

Coaching individual drivers is also difficult. Workers are too time-poor to undertake training, and company vehicles are often used by multiple different drivers, making it hard to hold individuals accountable and address their driving habits.



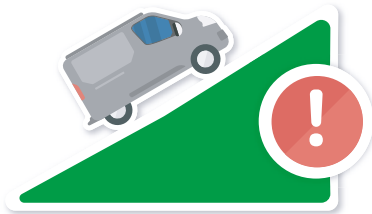
Current solutions and their limitations

There are a number of solutions designed to improve driving performance—from black box telematics systems, to dash cams, to e-learning programmes.

By helping drivers to improve their habits at the wheel and drive more efficiently, these solutions can theoretically help to control fleet costs, reduce emissions, and minimise accidents out on the road. Unfortunately, most of these solutions are flawed and fail to overcome the challenging dynamics that rail and construction companies face.



Flawed solutions



Inaccurate technology

Telematics systems often misrepresent the actions of drivers, flagging behaviours as 'aggressive' regardless of context.

This means drivers can be penalised for justifiable actions, such as using high revs to move a heavy load up a steep incline, or braking harshly to avoid a collision.

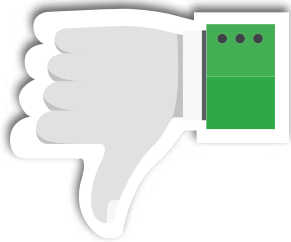


Fragmented, laborious processes

Most fleet management solutions require vehicle data to be collated, analysed and discussed with drivers in a face-to-face review.

With time and resources scarce for all workers across rail and construction, training processes like these are simply not viable.

Challenges in rail and construction



Attitudes to telematics

Rail and construction fleets tend to use telematics for GPS and navigation, rather than to support vehicle performance.

This means workers are not used to having their driving habits monitored and managed. Some companies will issue a monthly speed report to their workforce, but this is rare.



Time-poor senior management

Managers and directors are oversubscribed, and few have the time to analyse driver data or sit in reviews with workers whenever an incident occurs.

Plus, most companies cannot afford the expense or disruption of delivering effective driver training. As such, fleets tend to run with no driver training at all.

A smarter approach is here: **Elite Fleet Performance**

To overcome the costly impacts of inefficient vehicle use, rail and construction companies must strive for **Elite Fleet Performance**.

Elite Fleet Performance is a permanent improvement in driving style, designed to raise the safety of workers while reducing insurance costs, fuel expenditure, carbon emissions, and vehicle wear and tear.

Achieving Elite Fleet Performance requires five things...

- 1 **Elite Technology**
- 2 **Elite Coaching**
- 3 **Elite Engagement**
- 4 **Elite Management**
- 5 **Elite Results**

1. Elite Technology

Rail and construction fleets need technology that accurately reflects driving behaviours, and that can be set up by time-poor workers.

[Lightfoot's smart in-cab unit](#) interprets driving data unlike any other telematics system, accounting for factors such as vehicle size, load, and road conditions, meaning drivers are never wrongfully penalised for aggressive driving.

Plus, it can be [easily installed by the drivers themselves](#).

The Lightfoot device also has a speeding alert feature, which adapts to changes in road speed limits and reminds drivers to check their speed.





For Electric Vehicles

Lightfoot also works with EVs, helping drivers sustain optimal driving practices for charge efficiency, greater battery life and minimal recharge costs.

The unit also monitors battery degradation, alerts drivers when they fall below 20%, and dynamically adapts route plans to include nearby charging points.



2. Elite Coaching

With a largely contingent workforce and vehicles often driven by multiple different operatives, addressing fleet performance in rail and construction can be difficult.

To establish elite performance across fleets subject to such frequent change, managers need a proactive solution that can tackle bad driving habits as they happen, across all vehicles.

Lightfoot does this with smart, real-time commands that help drivers stay in the 'sweet spot' of vehicle efficiency. This enables them to be as safe, fuel-economic and environmentally sustainable as possible, at no extra cost. Essentially, it allows workers to coach themselves, so you don't have to.



3. Elite Engagement

Workers are often resistant to new training regimes or performance targets. This is especially true of rail and construction—union presence is strong, time and budget are scarce, and telematics can end up as a tick box exercise. The Lightfoot system bypasses many of these internal sticking points by incentivising better driving performance.

Lightfoot users that achieve an 'Elite' driving score in a given week can enter The Drivers' Lottery and win cash prizes of up to £200. This injects some healthy competition into the mix, and makes elite driving performance the more enjoyable option.

This might explain why 56% of drivers use Lightfoot's app every week, compared to less than 5% for other telematics apps.



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4. Elite Management

Senior staff in the rail and construction industries don't have the free time needed to pore over reams of driver data. As such, they need a more 'hands-off' approach to managing drivers and improving fleet performance.

Because Lightfoot's in-cab unit coaches drivers while they are at the wheel using real-time light and audio commands, fleet managers and ops directors can strategically enhance fleet performance without the labour-intensive processes of manually handling driver data and conducting review meetings.

Instead, they can implement an effective coaching solution without incurring any extra cost, and without interrupting operations.

5. Elite Results

Achieving Elite Fleet Performance means making a lasting, measurable change to vehicle use.

Already, Lightfoot has helped multiple companies across railway and construction to make tangible long-term improvements to the performance of their fleet.

Parts and repair specialists [Hydraquip](#) adopted [Lightfoot](#) and achieved:



100%

improvement in driver safety



66%

reduction in downtime costs



10.8%

fuel savings per vehicle, per month, equating to around



£90,000

of annual savings on fuel alone.

Meanwhile Skilled Labour Services, a leading provider of labour and operatives to the construction industry, [reduced driving safety risks by over two-thirds](#):



“Since we started using Lightfoot, the overall performance of our drivers has improved by at least 70%, with a 67% reduction in dangerous driving. Our overall fuel costs have also decreased by 4.9%.”

Richard Allen, Director of Skilled Labour Services

Lightfoot is also [endorsed by CHAS](#), the UK’s leading health and safety assessment accreditation scheme for contractors and supply chain management services.

Building a better future for rail and construction fleets

In sectors where resources are scarce and workloads are high, it can feel like there is never a chance to resolve the known causes of cost, inefficiency and risk.

But the Lightfoot approach—and the results it has produced for other rail and construction companies—is proof that there is a way to cover the blind spot of vehicle use, and address the problems created by poor fleet performance.

Elite Fleet Performance can help rail and construction companies extend the duty of care they have for their workers, keeping them safe both on and off site.

And, they can do this while making resources go further, reducing fleet costs, and laying the foundations for a more sustainable future.

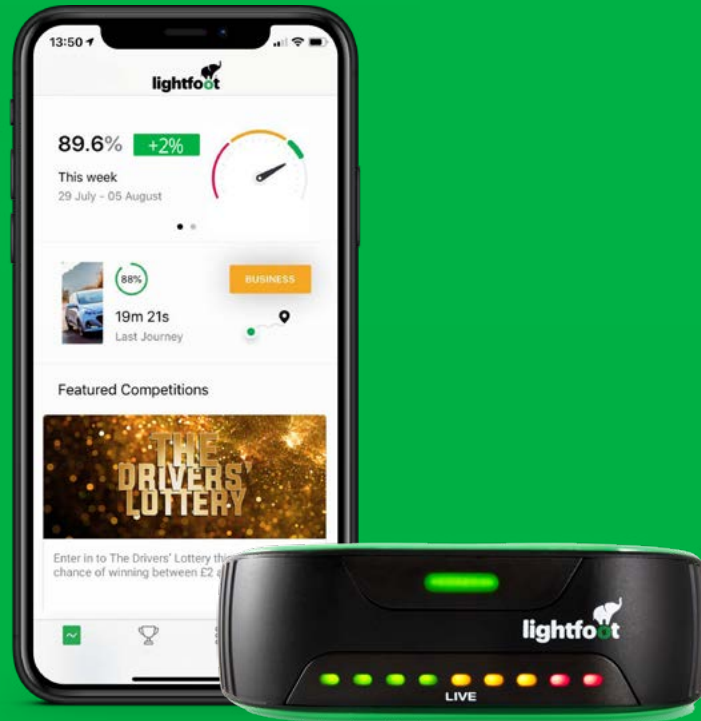
Key takeaways

➤ Rail and construction fleets face a number of challenges: rising costs, thinly stretched resources, pressure to be more sustainable, and the blind spot of vehicle safety.

➤ Solutions designed to enhance fleet performance are flawed, and fail to neutralise these challenges.

➤ But rail and construction companies can overcome these hurdles, by striving for Elite Fleet Performance.

➤ Lightfoot can help rail and construction companies improve health and safety, make resources go further, reduce costs, and look to a more sustainable future.



Want to see how it works for yourself?

Book a Lightfoot demo today.

[Book my demo](#)