

# Case Study: Small Business Pharmaceuticals Company

## Introduction

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This case study of a small business pharmaceuticals company is based on a November 2015 survey of Motus customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

## Challenges

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- Primary reasons for using a vehicle program provider:
  - To create a fair and accurate program
  - To improve operational efficiency
  - To reduce costs
  - To provide an integrated mobile platform

## Use Case

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- Top reasons for selecting Motus over other vendors:
  - The cost
  - Customer communication / responsiveness
  - Its ease of use
- Uses the following mobile workforce management solutions in addition to Motus:
  - ADP
  - Concur
  - Salesforce

## Results

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- Has realized the following benefits by partnering with Motus:
  - Improved efficiency
  - Increased visibility into employee activity
  - Achieved more accurate mileage reporting
  - Achieved more accurate chargeback and/or reimbursement calculations
  - Reduced liability
- Realized a return on their investment in Motus in < 3 months.
- Reduced their vehicle program costs by 30-40% with Motus.
- Increased the productivity of their mobile employees by 30-40% with Motus.
- Used the cost savings from Motus to increase employee benefits.

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Small Business**

Industry:  
**Pharmaceuticals**

### About Motus

For companies with mobile workers that drive more than 5,000 business miles per year, Motus is the most accurate vehicle management and reimbursement platform available. Through its sophisticated configuration engine that incorporates real-time data across hundreds of variables, Motus drives significant reductions in cost, ensures compliance and reimburses employees exactly what they deserve.

**Learn More:**

[↗ Motus, LLC](#)