

# Medium Enterprise Beverage Company

## Introduction

This case study of a medium enterprise beverage company is based on a September 2017 survey of Motus customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“It’s been a great service for our company. It streamlined the reimbursement process through great mobile technology along with significant cost savings. ”

“Motus has uncovered cost savings for my business.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Motus:

- Primary drivers in their search for a vehicle program provider:
  - Wanted to create a fair and accurate program
  - Wanted to improve operational efficiency
  - Wanted to increase visibility into field activity
  - Wanted to reduce costs
- Purchased Motus over other vendors for the following reasons:
  - Cost
  - Customer communications/responsiveness
  - Ease of use
  - Reputation
  - Technology
  - More accurate reimbursement program
- Realized the following benefits by partnering with Motus:
  - Improved efficiency
  - Improved mileage reporting accuracy
  - Increased cost savings

## Use Case

The key features and functionalities of Motus that the surveyed company uses:

- Administered a Provided company vehicles before partnering with Motus.
- Currently uses the following tool for CRM:
  - Concur

## Results

The surveyed company achieved the following results with Motus:

- Realized a return on their investment in 4 – 6 months using Motus.
- Reduced their vehicle program costs by 20-30% with Motus.

### 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:  
**Medium Enterprise**

Industry:  
**Beverage**

### 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:**

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