

This Week: *Breaking Down the Grades*

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***Q: I love the new grading system! Can you give me some quick tips on how to use the Excel document to identify the best KPI behavior opportunities in my fleet to improve grades?***

***A: Fleet managers don't always have the time to ride along with their drivers. The new grading system allows managers to quickly identify how drivers are performing. Driver grades are based on KPI (Key Performance Indicator) scores. In the Excel document you'll find each KPI score that makes up the grade, allowing you to quickly recognize where your fleet has the biggest opportunities for change. Idealease Business Intelligence pulls the analytics, so you don't have to.***

The driver's grade is made up of their KPI scores. Within the Excel document, columns W thru AA are the KPI scores that make up the overall score (column AB) and grade (column AC). The bigger the violations, the lower the score the driver receives on that KPI. ***A grade is found by taking the average of the KPI scores. The lower KPI scores offer the biggest opportunity for improvement.***

Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC
PTO Ho	True En	IST - Idl	Locatio	Month-Er	Custom	Braking	Corner	PTO	Idle	IST	Score	Grade
52.25	52.02	12	ALBANY, C	11/30/2019	Customer	90	100	10	0	70	54	F
0	8.17	11	SMYRNA,	11/30/2019	Customer	100	100	100	100	70	94	A
0	9.65	0	Savannah,	11/30/2019	Customer	100	100	100	100	100	100	A
5.9	22	1	Savannah,	11/30/2019	Customer	100	80	80	70	90	84	B
2.7	14.01	18	SMYRNA,	11/30/2019	Customer	100	90	90	90	70	88	B
40.6	41.9	22	SMYRNA,	11/30/2019	Customer	100	90	20	10	50	54	F
6.1	18.91	19	Montgom	11/30/2019	Customer	100	90	70	80	60	80	B
11.8	24.7	17	Montgom	11/30/2019	Customer	100	100	60	70	60	78	C
16.5	35.4	11	Montgom	11/30/2019	Customer	100	100	50	30	70	70	C
20.7	53.18	5	Montgom	11/30/2019	Customer	100	90	30	0	90	62	D

Idealease Business Intelligence is committed to helping your team Elevate their performance. You will get a weekly Question of the Week email that will help explain different elements of the scorecard, offer tips to improve Key Performance Indicators (KPI's) or other motivational topics to keep your drivers striving for excellence behind the wheel. If you have a question or would like a topic covered, please email [jerryring@idealease.com](mailto:jerryring@idealease.com).



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