

**16.8**  
MILLION  
Gallons Reduced

**\$75**  
MILLION  
Total Savings

**154K**  
Metric Tons of  
CO2 Reduced

**DERIVE**

## HOW COMCAST REDUCED ITS FLEET COSTS BY \$75 MILLION



### THE CHALLENGE

Comcast, one of the nations largest fleets struggled with managing driver behavior and driver retention. Despite an active driver management program and consistent coaching, drivers were still speeding or idling excessively, putting unnecessary wear and tear on the engine, increased insurance premiums, and significant fuel costs.



### THE ACTION

Derive partnered with leaders in Comcast's Environmental, Health, & Safety Group and the Operations team to pilot the Derive software across a test group of 150 vehicles. Every vehicle was reconfigured on a VIN specific basis to reduce idle RPM rate, optimize shift points, and limit the top speed of the vehicle.

The test group was measured against the control group and at the end of the pilot, both groups were compared to measure overall change in fuel economy. Derive optimized vehicles saw an average of 9.2% MPG improvement when compared against the control group.



### THE IMPACT

At the end of the pilot, Comcast rolled Derive out across all 20k vehicles. In the past 4.5 years, Comcast averaged a 9.2% reduction in fuel burn which translates to over \$75 million in savings to date and over 154k metric tons of CO2 Reduced.



COMCAST

### KEY TAKEAWAYS

**\$75 Million** in fuel savings over 4.5 years

One-time **under 30 minute** software update for the fleet that improves fuel economy at the engine level.

**No impact to warranty.**  
Proven on more than 20,000 vehicles over 4.5 years

Comcast reframed its approach from managing the driver to the vehicle instead.

Enabled Comcast to electronically limit the speed of their vehicles.

Compliant with Clean Air Act. Instantly lowered Comcast's Scope 1 emissions.