

V O L V O



A FLEET MANAGER'S GUIDE TO

Lowering Excavator Ownership and Operating Costs

Evaluate key features, learn best practices and better utilize machine-specific data

YOUR GOAL:

Control the operating costs of the excavators in your current fleet.

We know there are daily challenges that get in the way. Unexpected downtime, excessive fuel use and unintentional operator misuse — to name a few — all contribute to higher operating costs.

Your choice of machine, and the service and technology provided by the OEM, can make a big difference in your operating costs — and ultimately, your total cost of ownership (TCO). Here are some things to consider:

Start by evaluating machine features and their impact on TCO

When it comes to purchasing excavators, evaluate the features that provide you with the best value over the life of the machine. A few examples:

- **Fuel-saving features such as integrated work modes and auto idling.** For most owners, fuel consumption is the first cost of operating an excavator. Built with 10 different settings that change engine speed and pump flow, Volvo excavators allow operators to dial in the exact amount of power and control for

the task at hand, while burning as little fuel as possible. The auto idle feature automatically switches the engine to the high idle setting after a preset amount of time, lowering the engine's RPM and saving fuel.

- **Productivity features like Dig Assist.** In-cab machine control systems show operators — in real time — how to level sites, dig trenches and grade slopes, or even create complex, multidimensional site profiles. They make operators much more accurate — ensuring they get the job done right the first time, every time.
- **Guarantees for less worry.** Choose a machine with that comes standard with a lifetime warranty on the boom, arm and frame, as well as a fuel efficiency guarantee — as Volvo crawler excavators do.

Use machine monitoring to correct profit-draining operator behavior

Evaluating machine features is only the start. To truly get the lowest TCO, you need to monitor how the machines are being used. Volvo ActiveCare® Direct makes this incredibly easy. Monthly reports include information that empower you to train your operators in ways that can lower your TCO significantly. Examples include:

- **Limit excessive travel to reduce half your maintenance costs.** Excessive excavator travel time is the number one cause of undercarriage wear. It puts a lot of stress on the tracks, sprockets and idlers, and these repairs can represent more than half of your machine maintenance costs. ActiveCare Direct monthly reports show excavator travel time by machine and across the whole fleet — making it easy to spot opportunities for operator training or site reconfiguration.
- **Reduce idle times to boost resale value by \$20,000 and reduce service costs by \$9,000.** It's important to first evaluate similar machines to determine if there's a large variance in idle percentages. For example, if you had data to help an operator get the same amount of work done while reducing his idle time from 50% to 33%, the difference in lifetime hours could add \$20,000 in resale value at the end of five years — not to mention the lower-hour machine would require five less service intervals over that time, estimated at a \$9,000 difference. By tracking idle times with programs like Volvo ActiveCare Direct, you can set realistic goals for improvement.

- **Train operators to use the right work modes and save \$10,000 per year.** Too often, operators have a tendency to jump directly into the highest mode, regardless of the task. With a Volvo excavator, balancing engine RPM with hydraulic flow is simple. Everything is integrated into a single dial to change both the pump flow and engine speed — a feature unique to Volvo excavators. With programs like ActiveCare Direct, you can track any operators who run in too high of a work mode and help them change that behavior. By simply switching to a lower work mode, you could be saving upwards of \$10,000 per year, per excavator.

Avoid unnecessary downtime

So many telematics programs still send a large number of confusing fault codes — but those are becoming a thing of the past. ActiveCare Direct makes them simple and useful. With easy-to-understand case alerts, you get the fault codes that went off, their probable causes, the specific action you should take, and the possible consequences if you don't. It's that simple.

Learn more about how ActiveCare Direct simplifies fleet management by contacting your local dealer or visiting the [ActiveCare Direct webpage](#).



TAKE ADVANTAGE OF
SPECIAL FINANCING
FOR A LIMITED TIME

Ownership costs are another part of the TCO equation, and we're committed to helping lower those, too. Throughout the year, we offer various heavy equipment financing offers, oftentimes with rates as low as 0%. Be sure to check the [Current Offers](#) section of the Volvo CE website for the latest deals.