

 **Fleetworthy™**

The Road Ahead: 2025 Trucking and Fleet Insights Report

How growing costs and inefficiencies drive
the search for tech solutions

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Trucking Industry Faces Growing Administrative Challenges

Trucking businesses face complex safety and compliance requirements, stringent vehicle maintenance rules, and an influx of data from technology, leading to operational inefficiencies and profit losses.

A recent Fleetworthy survey of 300 industry professionals reveals that many fleet operators and independent truckers struggle to manage overwhelming paperwork, risking compliance and draining resources. Without efficient, automated solutions, these burdens threaten core business functions and worsen financial challenges.

Key Findings



65%

of fleet operators are not positive their fleet would pass a DOT audit



90%

of fleets have some level of concern about the possibility of nuclear verdicts



55%

of fleets say the biggest barrier to getting drivers on the road are complex compliance documentation and paperwork requirements



73%

of respondents use a completely or somewhat manual process for managing tolls

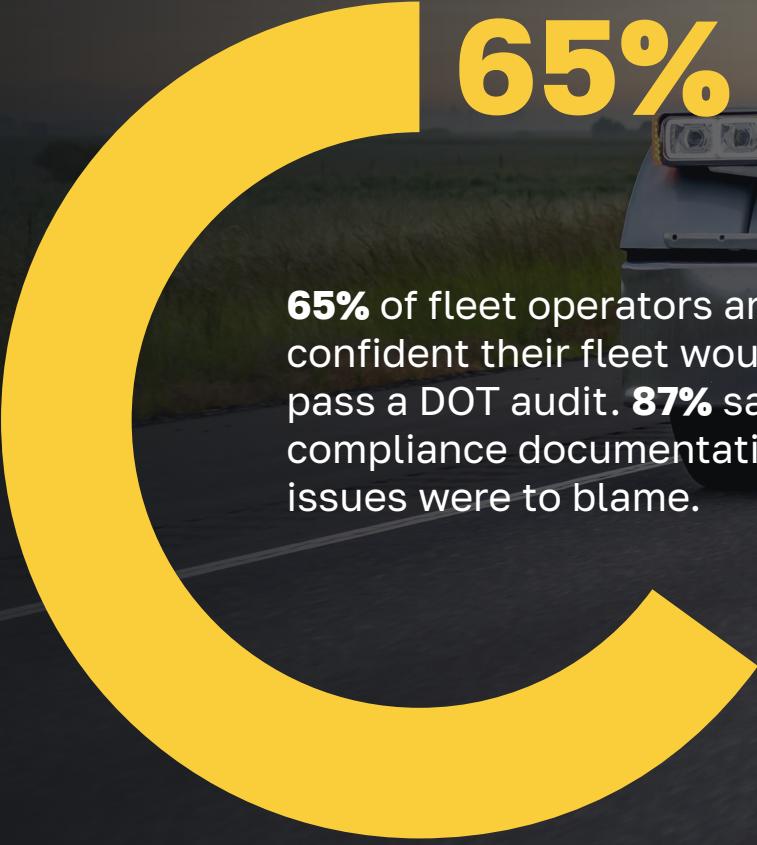


35%

of independent truckers have considered ceasing operations due to the cost or difficulty of maintaining regulatory compliance

Fleet operators seek technology solutions to solve inefficient records management

Fear of failing an audit is directly linked to documentation chaos. Only 35% of fleet operators believe their fleet would “definitely” pass a DOT audit – a discouraging sign for operational stability. The remaining 65% felt at least some level of doubt. Among respondents who weren’t sure if their fleets would pass a DOT inspection, the majority (87%) said compliance documentation issues were to blame.



65%

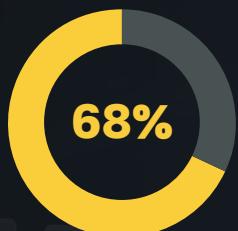
65% of fleet operators are not confident their fleet would pass a DOT audit. **87%** said compliance documentation issues were to blame.



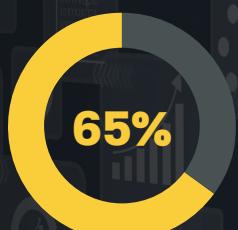
What will it take to reduce the paperwork burden?

Real-time alerts on compliance risks (68%) and compliance software with automation capabilities (65%) would have the most impact, according to roughly two-thirds of fleet operations decision-makers. Additionally, more than half (53%) would welcome help from a consultant to streamline compliance processes.

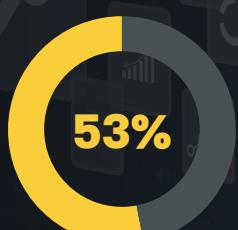
Resources fleet operators say would be helpful for identifying and correcting safety and compliance risks



Real-time alerts when I'm at risk of noncompliance (e.g., certifications about to expire, missing permits, etc.)



Software that can automate compliance evaluations



A consultant who can help optimize compliance processes



Customized dashboards that track compliance progress and gaps



Access to training to improve regulatory knowledge

90%

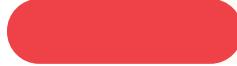
of fleet owners and independent truckers are slightly to extremely concerned about a nuclear verdict

Concern among fleet operators and independent truckers about potential nuclear verdicts in major accidents or legal disputes

Not concerned at all (10%)



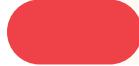
Slightly concerned (33%)



Moderately concerned (32%)



Very concerned (20%)



Extremely concerned (5%)



In addition to daily budget impacts and productivity losses, compliance inefficiencies can lead to significant repercussions, including financial losses from incomplete or lost records during accidents or legal disputes. Inaccuracies may be exploited, raising the risk of severe penalties.

A notable concern for fleet operators and independent truckers, 90% are worried about nuclear verdicts, with 25% extremely worried. Midsize fleet leaders (35%) are particularly anxious about this, likely due to resource challenges affecting compliance.

Inefficient record keeping impedes growth and even risks business solvency. Manual record management processes also put fleets and independent truckers at risk of a catastrophic nuclear verdict. Business owners and operators are unlikely to achieve peace of mind until they adopt more streamlined solutions.

Fleet operators and independent truckers are drowning in paperwork

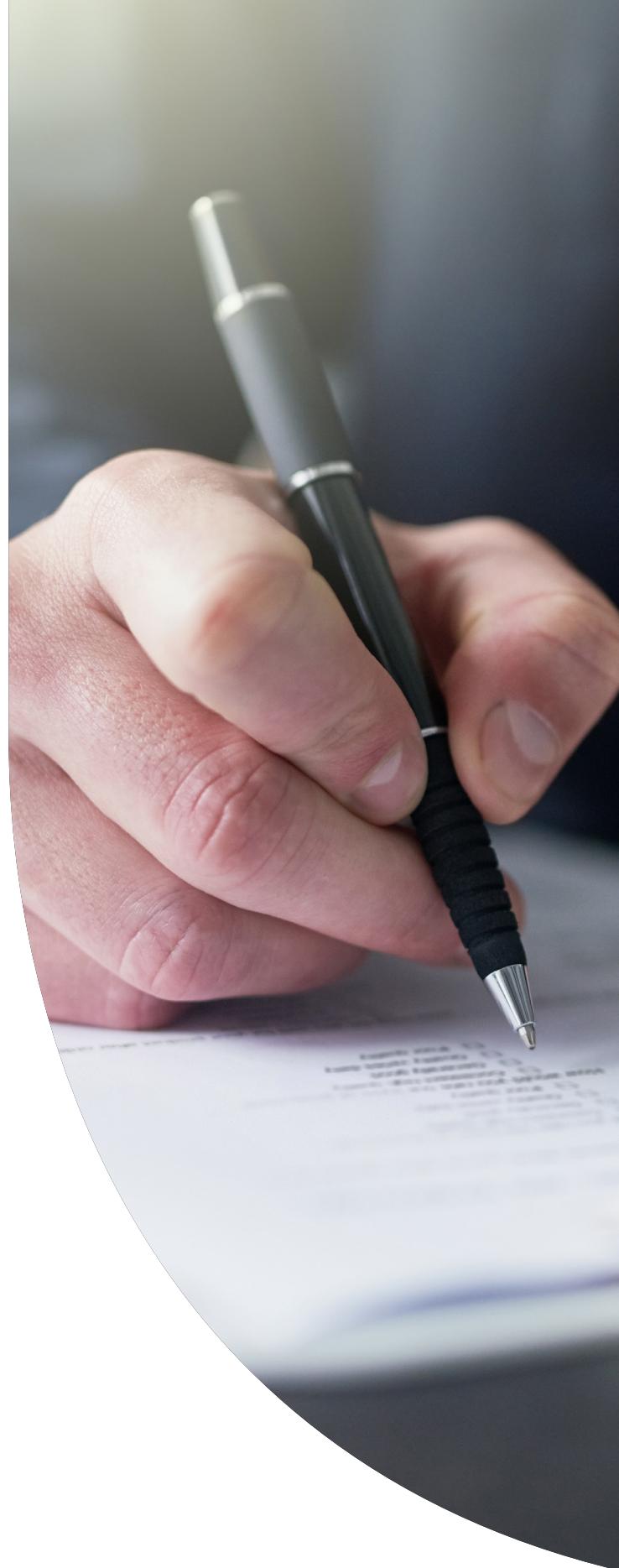
Manual compliance management processes stall productivity and drain resources. However, fleets still struggle to break free of legacy workflows, hindering their ability to maximize business growth and income.

More than half of fleet operators (55%) named complex compliance documentation and paperwork requirements as a top barrier to getting drivers seated. Background check and driver verification delays are also a top hurdle for 54% of fleets. These delays can ripple through operations, resulting in missed opportunities and increased costs.



55%

55% of fleet operators report that complex compliance documentation is a major barrier to onboarding new drivers, resulting in missed opportunities and increased costs



93%

of respondents face significant challenges in managing tolls, with common issues being the complexity of multiple transponders and unpredictable toll expenses. A lack of toll automation further complicates fleet management, adding unnecessary costs and inefficiencies



Top challenges fleet operators and independent truckers face when managing toll payments

44%

No. 1

Inability to predict what toll expenses will be at the end of each month

39%

No. 2

Complexity in managing multiple transponders and toll accounts

37%

No. 3

High frequency of toll violations and associated penalties

33%

No. 4

Inefficient manual processing of toll payments

31%

No. 5 (tie)

High administrative costs and time spent on toll management

31%

No. 5 (tie)

Poor customer support and service from toll management solution providers

Nearly half of respondents say on-demand toll reporting that offers a detailed breakdown of toll costs by route (46%) and monthly and yearly toll expense trends (45%) would be most impactful for their business. These solutions can **offer critical insights into spending patterns**, helping businesses identify cost-saving opportunities and optimize route planning.

Most impactful on-demand toll reporting insights, according to fleet operators and independent truckers

46%

No. 1

Detailed breakdown of toll costs by route

45%

No. 2

Monthly and yearly toll expense trends

42%

No. 3

Identification of high-cost toll routes and alternative paths

39%

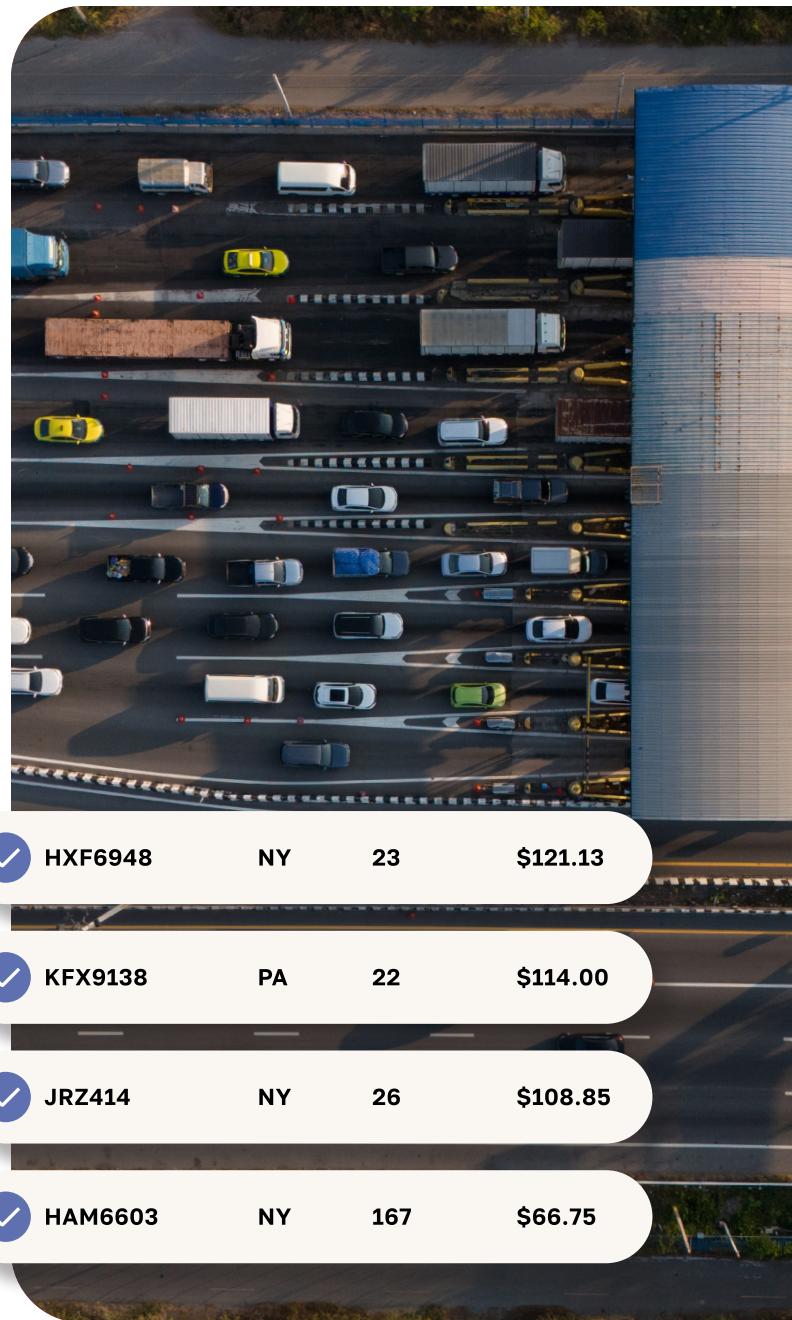
No. 4

Comparison of toll expenses across different regions

32%

No. 5

Real-time toll expense tracking by vehicle





CONCLUSION

Streamline operations with a fleet technology suite

Disparate administrative processes and systems can't keep pace with the requirements of modern trucking operations. Without an advanced solution, fleet managers and independent truckers will be perpetually playing catch-up to compliance and toll management demands, risking regulatory penalties and financial repercussions.

Fleetworthy's proven solutions for fleet safety, compliance, toll management, and weigh station bypass help you streamline workflows and monitor risks in real time. With our automation capabilities and reliable data, you can go above and beyond minimum compliance requirements and trust that your records will stand up to the scrutiny of a DOT audit.

Visit Fleetworthy.com today to learn more about how our solutions can take your business beyond compliant and request a time to speak with our experts.



Fleetworthy is revolutionizing fleet management with proven solutions for safety, compliance, and efficiency. Our technology suite provides real-time insights and control, enabling customers to maximize efficiency, reduce risk, and save money.

With technology to improve safety, compliance, toll management, weigh station bypass, and more, Fleetworthy empowers fleets to perform at their best. We simplify operations to ensure every vehicle and driver is not just compliant, but beyond compliant.

Supporting millions of drivers and vehicles, Fleetworthy is leading a new era in fleet management technology. Our vision is to create a future where fleets operate with unparalleled safety and efficiency.

At Fleetworthy, we're not just powering fleets—we're driving the future of transportation. Join us in turning challenges into opportunities and helping your business reach new heights.

METHODOLOGY

In July and August 2024, Fleetworthy surveyed 300 U.S.-based professionals in the trucking industry. The respondent pool included full-time employees of logistics companies and private fleets, as well as independent trucker owner-operators. Respondents working for logistics companies or fleets were all involved in the decision-making process for commercial fleet activities at the director level or above.

JOB TYPE

Full-time employee of a freight/logistics company	50% (149n)
Full-time employee of a company that has its own commercial fleet	24% (73n)
Independent owner-operator in the trucking industry	26% (78n)

FLEET SIZE (FLEET OPERATORS ONLY)

Midsize (50-500 vehicles)	66% (147n)
Enterprise (500+ vehicles)	34% (73n)

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