



FLEET MANAGEMENT

Fleet Synopsis

PREPARED FOR:

City of Bellbrook

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Impact of Partnership | City of Bellbrook

THE SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- 12% of the current light and medium duty fleet is over 10 years old
- Resale of the aging fleet is significantly reduced
- Newer vehicles have a significantly lower maintenance expense
- Newer vehicles have increased fuel efficiency with new technology implementations
- Challenged by inconsistent yearly budgets
- Currently vehicle budget is underfunded

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$356,889 in 10 years

- Shorten the current vehicle life cycle from 8.5 years to 4.6 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$39,000 in capital from the salvage of 5 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$58.94 vs. current \$143.5
- Reduce the overall fuel spend through more fuel efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

Increase employee safety with newer vehicles

Currently:

- 0 vehicles predate Anti-Lock Brake standardization (2007)
- 1 vehicles predate Electronic Stability Control standardization (2012)
- 10 vehicles predate standardization of back up camera (2018)
- ESC is the most significant safety invention since the seatbelt

Piggyback The Sourcewell awarded RFP #060618-EFM that addresses the following:

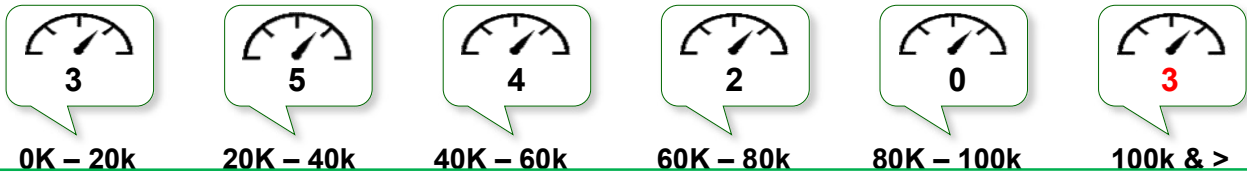
- Access to all fleet management services as applicable to the needs of the city
- Supports the city's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE RESULTS

By partnering with Enterprise Fleet Management, City of Bellbrook will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational spend. City of Bellbrook will reduce fuel costs by 26% and reduce maintenance costs from \$143.5 on average to \$58.94 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, City of Bellbrook will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 110% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, City of Bellbrook will be able to replace all of its vehicles over the course of 5 years

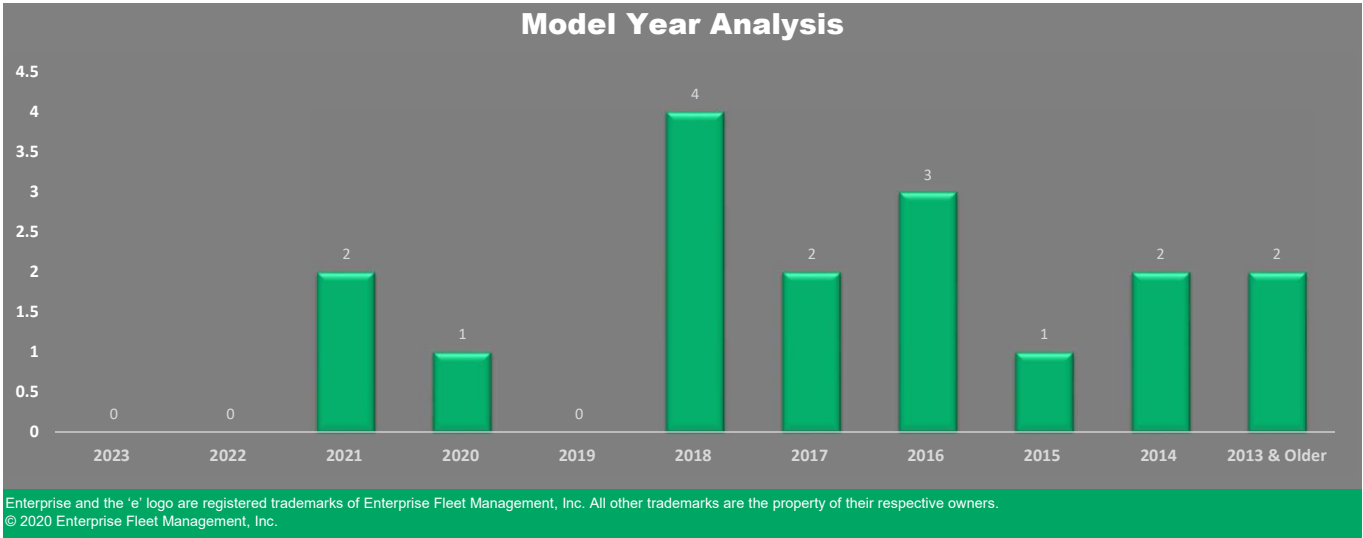
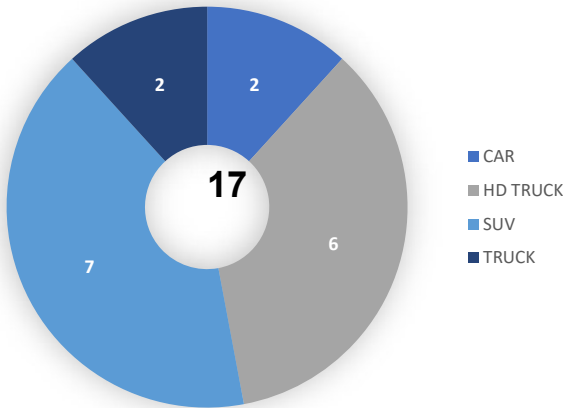
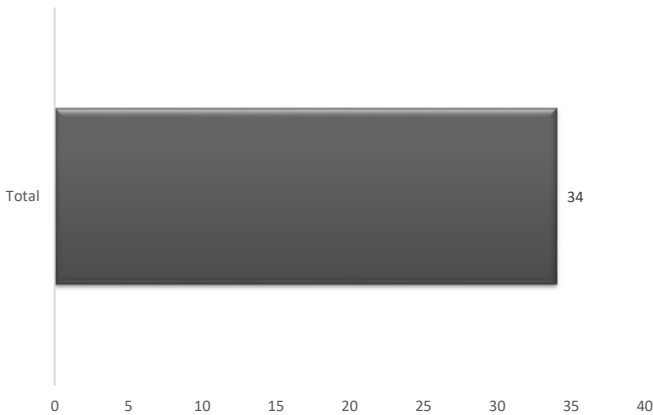
Supporting Evidence | City of Bellbrook

FLEET STATISTICS



Manufacturers

Vehicle Class



City of Bellbrook| Case Study

CASE STUDY | CITY OF SAN MARCOS



The City of San Marcos Reduces Costs by 27% and Replaces Aging Vehicles.

BACKGROUND

Location: San Marcos, CA
 Industry: Government
 Total vehicles: 90 vehicles

THE CHALLENGE

Half of The City of San Marcos' vehicles were operating past their useful life. The City's fleet was deteriorating rapidly, and many of the vehicles needed to be replaced to mitigate escalating repair and maintenance costs. Budget challenges prevented the City from purchasing new vehicles. Major repairs reduced the number of available vehicles, and the City vehicle downtime was significantly affecting its operations. Maintenance costs continued to erode the budget and interfere with the efficiency of City operations.

THE SOLUTION

Enterprise Fleet Management evaluated the City's entire fleet to identify the most cost-effective way to replace its aging vehicles. Ten vehicles were identified as under-utilized and completely removed from service. By implementing an open-ended lease structure, the City was able to replace the remaining ninety vehicles within a three-year period. The program did not require a large initial outlay of funds. The City of San Marcos was not burdened with extensive capital requirements for vehicle replacement, allowing them to replace highly important, heavy-duty and emergency vehicles first.

"The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City's dynamic fleet needs without sacrificing service."

—Lisa Fowler, Public Works Manager- Administration & Fleet

The Full Maintenance Program provides a low fixed monthly cost, which is easily budgeted for every year. The program eliminates the need for City resources to work on the light-duty fleet, so the maintenance staff can solely focus on the heavy-duty equipment.

THE RESULTS

The partnership with Enterprise Fleet Management has significantly reduced the portions of the Public Works-Fleet Operations budget and the Vehicle Replacement fund that was affected by the declining condition of the light-duty fleet. The City realized a 27% decrease in the cost to purchase and maintain the light duty fleet. The program will result in a combined fund savings of \$1.1 million over a five-year period.

To learn more, visit efleets.com or call 877-23-FLEET.

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Key Results

**27%
DECREASE
IN FLEET COSTS**



**RIGHT-SIZED
FLEET BY 10%
FOR BETTER
UTILIZATION**

**REPLACED
90 VEHICLES
OVER A 3-YEAR PERIOD**



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Program Resources | City of Bellbrook

SAFETY

- 12% of all vehicles are older than 10 years of age and do not contain the most up to date safety features, such as electronic stability control, airbag standardization and anti-lock brake control.

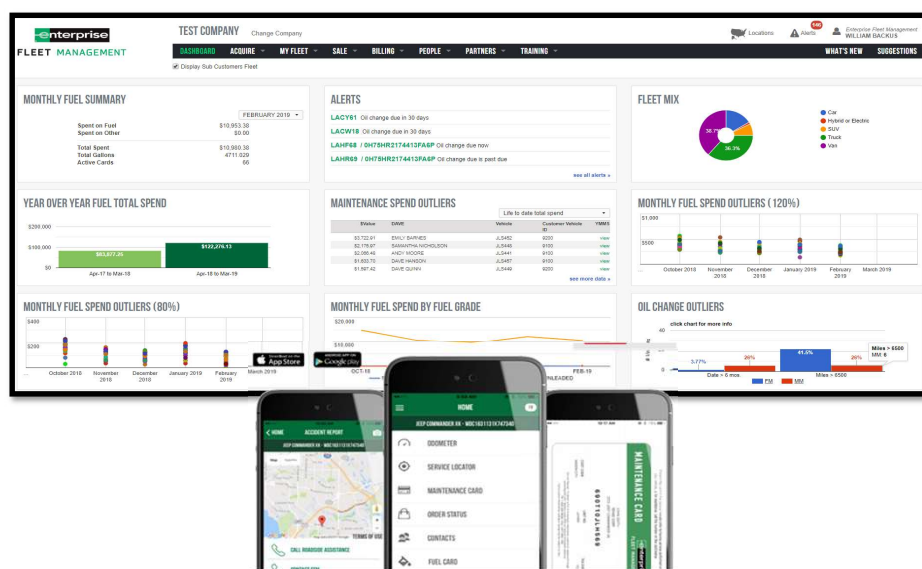
ACCOUNT MANAGEMENT

- City of Bellbrook will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.
- Your dedicated Account Team meets with you 3-4 times a year for both financial and strategic planning.
- Account team will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and replacement analysis.

TECHNOLOGY

Enterprise Fleet Management's website provides vehicle tracking, reporting, and metrics. Our website can be customized to view a wide range of data so that you may have a comprehensive and detailed look at all aspects of your fleet and the services provided. Our Mobile App gives drivers all of the convenience and functionality they need.

- Consolidated Invoices - Includes lease, maintenance, and any additional ancillaries
- Maintenance Utilization - Review the life-to-date maintenance per vehicle
- Recall Information - See which units have open recalls
- License & Registration - See which plate renewals are being processed by Enterprise and view status
- Alerts - Set customizable alerts for oil changes, lease renewals, license renewals, and billing data
- Lifecycle Analysis - See data regarding all transactions for the lifecycle of the entire fleet, with drill-down capability to specific lease or transaction



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References | City of Bellbrook

CURRENT PARTNERS

- City of Xenia
- City of Monroe
- City of Montgomery
- City of Toledo
- City of Huber Heights
- City of Miamisburg
- City of Athens
- City of Logan
- City of Fairborn
- City of Loveland
- Delaware County
- Licking County
- Clermont County
- Lucas County

REFERENCES

Below is a list of client references including company name, contact person, and telephone number.

City of Sharonville

Business Phone #: 513-563-144

Contact Person: Scott McKeehan, Finance Director

Beavercreek Township

Business Phone #: 937-429-4472

Contact Person: Alex Zaharieff, Township Administrator

Fairfield Athens Major Crimes

Business Phone #: 740-808-01000

Contact Person: Dennis Lowe, Commander

COOPERATIVE PARTNERS:

- TIPS/TAPS USA
- SOURCEWELL
- E&I