

Fleet Synopsis



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PREPARED FOR:

Napa County

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Impact of Partnership | Napa County

THE SITUATION

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

- 57% 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 \$101,175 in 10 years

- Shorten the current vehicle life cycle from 14 years to 3.5 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$35,500 in capital from the salvage of 7 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$32.44 vs. current \$217.3
- 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:

- 1 vehicles predate Anti-Lock Brake standardization (2007)
- 9 vehicles predate Electronic Stability Control standardization (2012)
- 13 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 county
- Supports the county's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

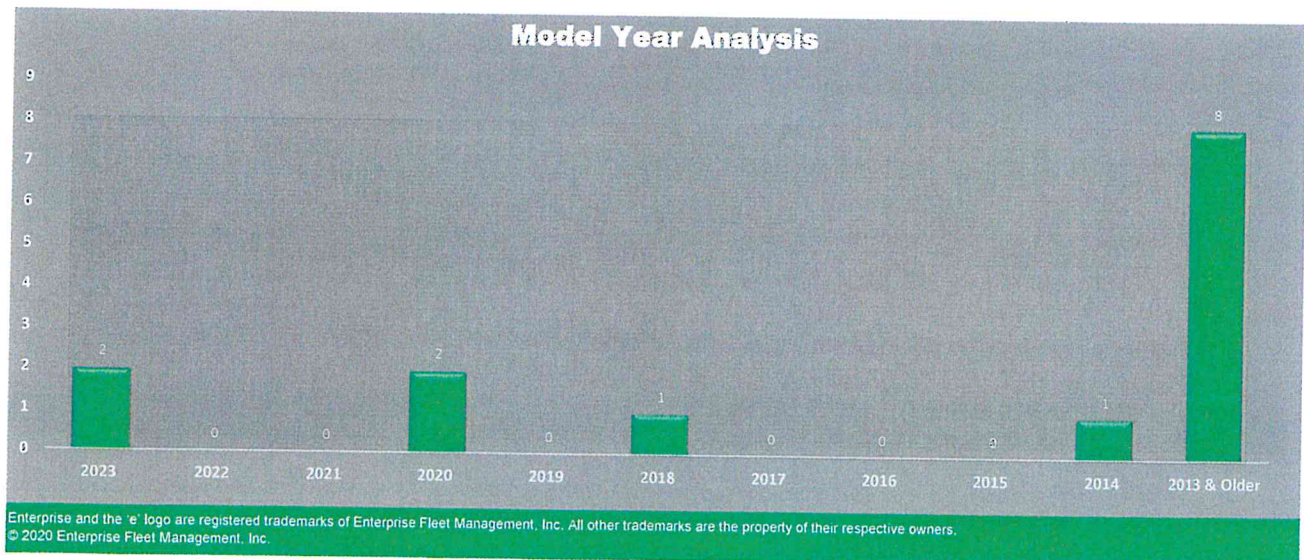
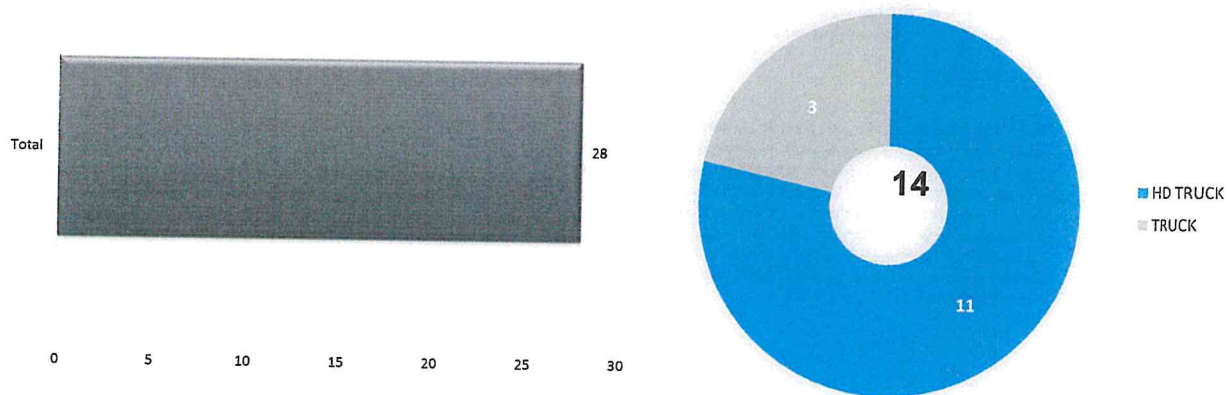
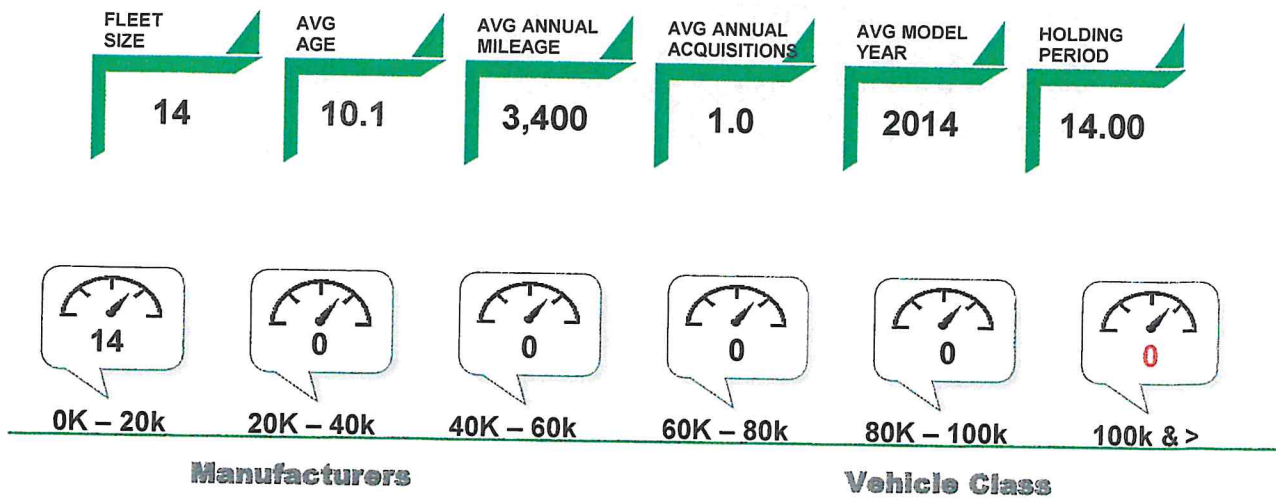
THE RESULTS

By partnering with Enterprise Fleet Management, Napa County 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. Napa County will reduce fuel costs by 20% and reduce maintenance costs from \$217.3 on average to \$32.44 per unit. Leveraging an open-ended lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, Napa County will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 109% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, Napa County will be able to replace all of its vehicles over the course of 5 years while creating an annual savings of \$2,971.23

Fleet Synopsis

Supporting Evidence | Napa County

FLEET STATISTICS



Napa County | Case Study

INYO COUNTY SAVES \$83K IMMEDIATELY IN MAINTENANCE COSTS

BACKGROUND

Location: Bishop, California

Industry: Municipality

Total vehicles: 166 vehicles

URL: <https://www.inyocounty.us/>

THE CHALLENGE

The County of Inyo had a limited capital budget which made it difficult to replace motor pool vehicles. The County was operating an aged fleet and drivers had to travel far distances to reach the nearest, preferred maintenance facility. Based on increased costs and a lot of down time, the County started looking for an alternative to help with vehicle leasing and maintenance services.

THE SOLUTION

Enterprise Fleet Management responded to an RFP and demonstrated an understanding of the County's needs. By partnering with Enterprise, the County was able to acquire new vehicles and locate the condition and reliability of its fleet. The newer vehicles immediately reduced the County's maintenance expenses and covered fuel costs by providing high fuel efficiency vehicles. Enterprise monitors all maintenance costs with the Maintenance Management Program, eliminating unnecessary repairs and over-priced services. Additionally, with a wide network of local shops throughout the County, drivers are always in close proximity to maintenance services.

THE RESULTS

The County has experienced significant savings since implementing the Enterprise Fleet Management program, reducing maintenance expenses by \$83,000 and decreasing fuel expenses by 24%. Inyo County depends on Enterprise for the acquisition of new vehicles to the resale of older vehicles, streamlining the entire process and increasing employee productivity.

37% SAVINGS PER YEAR IN MAINTENANCE COSTS



REPLACED MORE VEHICLES WITH LESS DOWN TIME



INCREASED PRODUCTIVITY DECREASED DOWNTIME



"THE ENTERPRISE PROGRAM PROVIDES SEVERAL SIGNIFICANT BENEFITS TO THE COUNTY. DUE TO THE SIZE AND SCOPE OF THE ORGANIZATION, ENTERPRISE IS ABLE TO NEGOTIATE AND OBTAIN FAVORABLE PRICE CONCESSIONS FROM AUTOMOBILE MANUFACTURERS. ENTERPRISE ALSO HELPS WITH THE COORDINATION OF AFTERMARKET EQUIPMENT AND DELIVER THE VEHICLES "TURNKEY" TO THE COUNTY."

RICK BENSON, ASSISTANT COUNTY ADMINISTRATOR

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Program Resources | Napa County

SAFETY

- 57% 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.

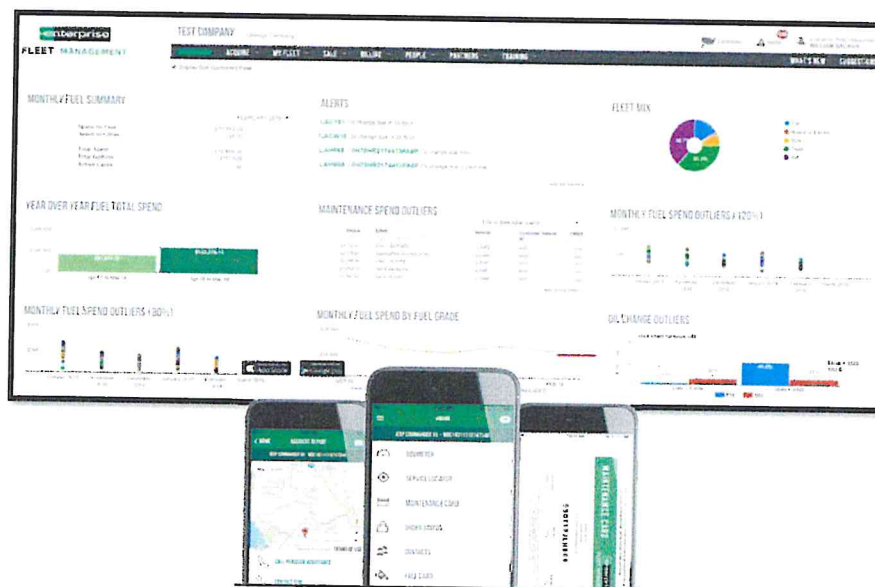
ACCOUNT MANAGEMENT

- Napa County 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



References | Napa County

CURRENT PARTNERS

- City of Yuba
- County of Kern
- County of Inyo
- County of Merced
- County of Imperial
- Fresno County
- County of San Benito
- Contra Costa Fire Protection District
- Sacramento Metropolitan Fire District
- Alameda County Fire Department
- Marin County Fire
- American Canyon Fire Protection District
- City of American Canyon
- City of Suisun City

REFERENCES

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

County of Kern
Business Phone #: (661) 868-6907
Contact Person: Leslie Wallace, Senior CAO Manager

Contra Costa County Fire Protection District
Business Phone #: (925) 941-3300
Contact Person: Tracie Dutter, Assistant Fire Chief

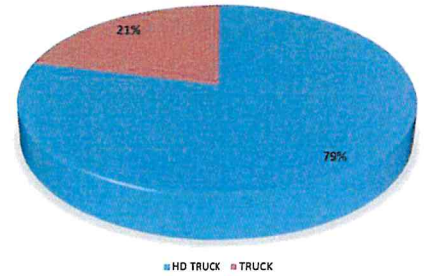
American Canyon Fire Protection District
Business Phone #: (707) 653-3007
Contact Person: Geoff Belyea, Fire Chief

COOPERATIVE PARTNERS:

- TIPS/TAPS USA
- SOURCEWELL
- E&I

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2023	2024	2025	2026	2027	Under-Utilized	
1/2 Ton Pickup Quad 4x4	3	12.8	12,892	2	0	1	0	0	0	* Fiscal Year 2024 = 10 years old and older, or odometer over 80,000
3/4 Ton Pickup Quad 4x4	4	5.0	12,626	3	0	0	3	2	0	* Fiscal Year 2025 = 5 years old and older, or odometer over 60,000
3/4 Ton Cab Chassis	7	11.9	10,214	4	1	1	1	0	0	* Fiscal Year 2026 = 3 years old and older, or odometer over 40,000
										* Fiscal Year 2027 = Remaining Vehicles
										* Underutilized = Annual Mileage less than 1,000
Totals/Averages	14	10.1	11,500	9	1	2	4	2	0	

Vehicle Types



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Fleet Planning Analysis

Current Fleet	14	Fleet Growth	0.00%	Proposed Fleet	14	Fleet Costs Analysis	
Current Cycle	14.00	Annual Miles	11,500	Proposed Cycle	3.50		
Current Maint.	\$217.37			Proposed Maint.	\$32.44		
Maint. Cents Per Mile	\$0.23	Current MPG	10	Price/Gallon	\$2.50		
						Fuel	12%
						Maintenance	36%
						Purchase	53%

Fleet Mix			Fleet Cost							Annual		
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	14	1	14	0	54,301	0	0	0	36,518	11,900	102,719	0
'23	14	7	7	7	0	99,312	-35,500	20,984	10,710	95,506	7,213	
'24	14	1	6	8	0	116,067	-13,000	-38,443	18,765	10,540	93,929	8,789
'25	14	5	4	10	0	154,708	-40,000	14,327	10,200	139,235	-36,516	
'26	14	2	2	12	0	182,944	-75,000	-49,792	9,889	77,900	24,819	
'27	14	6	0	14	0	194,425	-17,000	-171,691	5,451	9,520	82,014	
'28	14	5	0	14	0	194,425	0	-120,268	5,451	9,520	89,127	13,591
'29	14	7	0	14	0	194,425	0	-54,731	5,451	9,520	154,664	-51,945
'30	14	2	0	14	0	194,425	0	-120,268	5,451	9,520	89,127	13,591
'31	14	7	0	14	0	194,425	0	-15,744	5,451	9,520	193,651	-90,932
'32	14	1	0	14	0	194,425	0	-237,227	5,451	9,520	-27,832	130,551
10 Year Savings											\$101,175	
Avg. Sustainable Savings											\$2,971	

Current Fleet Equity Analysis

YEAR	2023	2024	2025	2026	2027	Under-Utilized
QTY	7	1	2	2	2	0
Est \$	\$5,071	\$13,000	\$20,000	\$37,500	\$8,500	\$0
TOTAL	\$35,500	\$13,000	\$40,000	\$75,000	\$17,000	\$0
Estimated Current Fleet Equity**					\$180,500	

* Lease Rates are conservative estimates

** Estimated Current Fleet Equity is based on the current fleet "right unseen"

and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

KEY OBJECTIVES

Lower average age of the fleet

57% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

Reduce operating costs

Newer vehicles have a significantly lower maintenance expense

Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

enterprise

FLEET MANAGEMENT

Lease Cost Year 1	\$212,313.15
Maint Cost Year 1	\$5,434.80
Total Year 1 Cost	\$217,747.95
Total Annual One Time Aftermarket Cost	\$40,031.00

Equity Lease Menu Pricing

[illegible]

*****Maintenance includes one set of brakes and no tires
Pricing does not include expected return on equity at end of lease**

