



**FLEET MANAGEMENT**

# ***Palm Beach County League of Cities***

*Greg Iannelli*

February 28<sup>th</sup>, 2018



1.9 MILLION

WORLD WIDE

## VEHICLES

### U.S. Fleet\*

1,293,027



Enterprise Holdings



Hertz Dollar/Thrifty



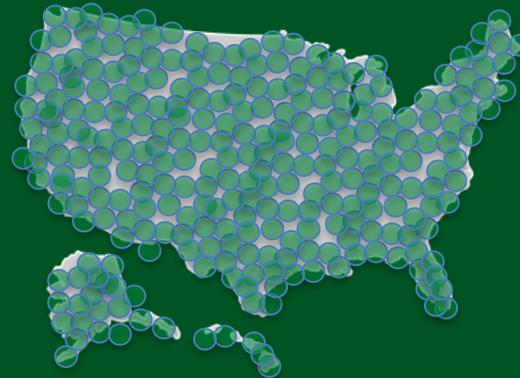
Avis Budget

9,900

WORLD WIDE

## LOCATIONS

6,400 U.S.



\$22.3

BILLION IN REVENUE

100,000

EMPLOYEES

Ranked by

**Forbes**

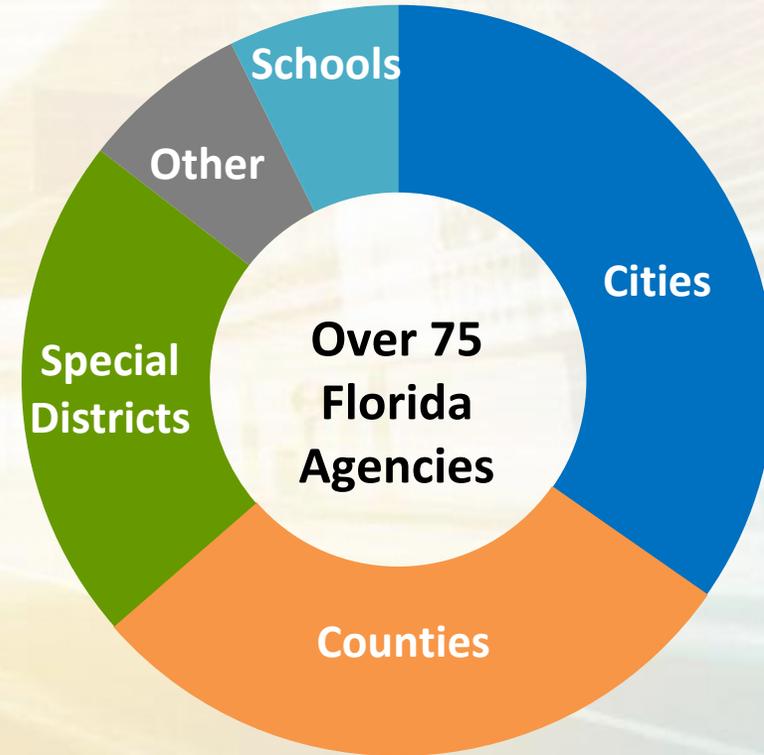
As one of America's Largest Private Companies

\*Source: Auto Rental News

# Partners and Programs



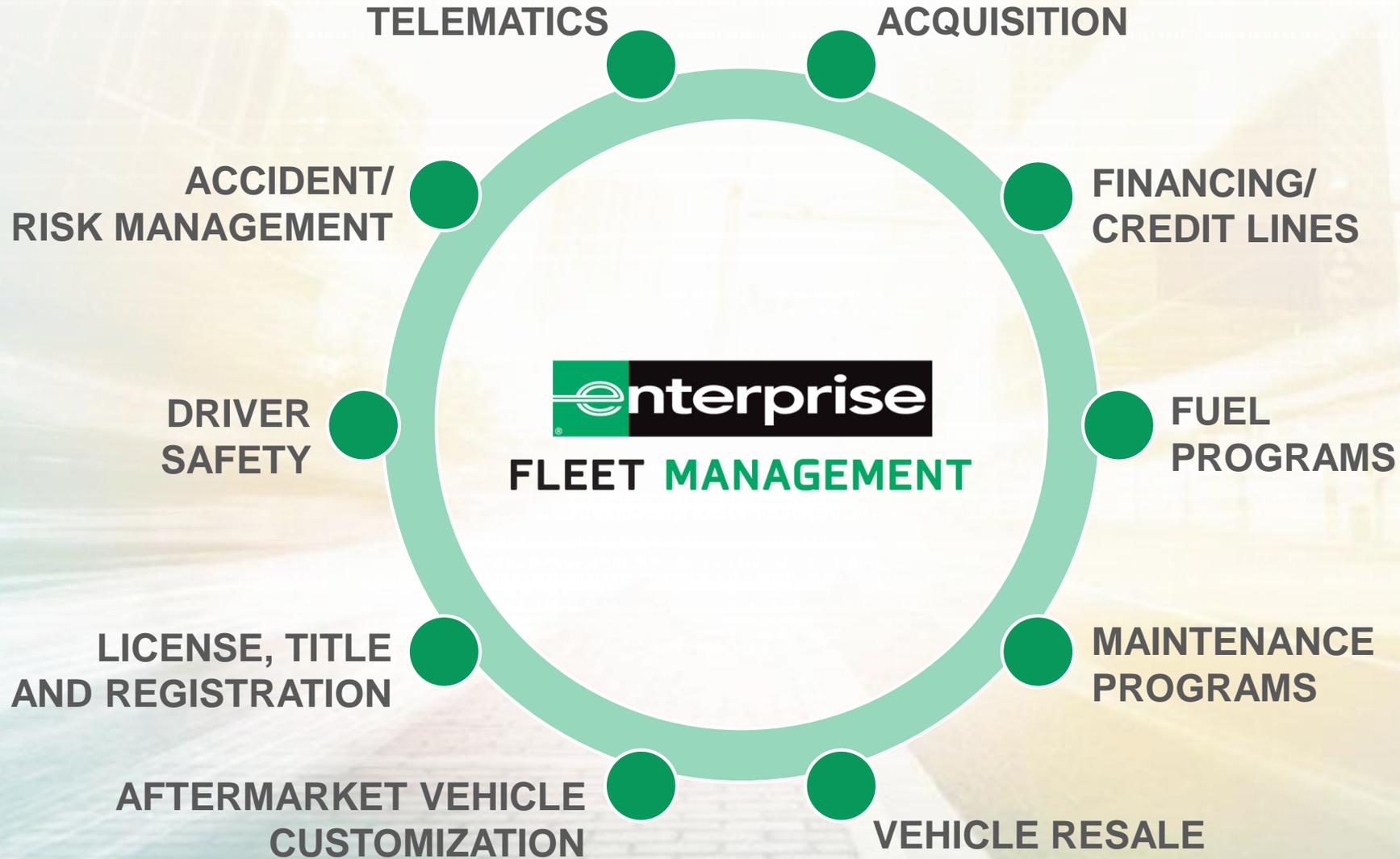
**FSA Pricing**



**THE INTERLOCAL PURCHASING SYSTEM**

**"PURCHASING MADE PERSONAL"**

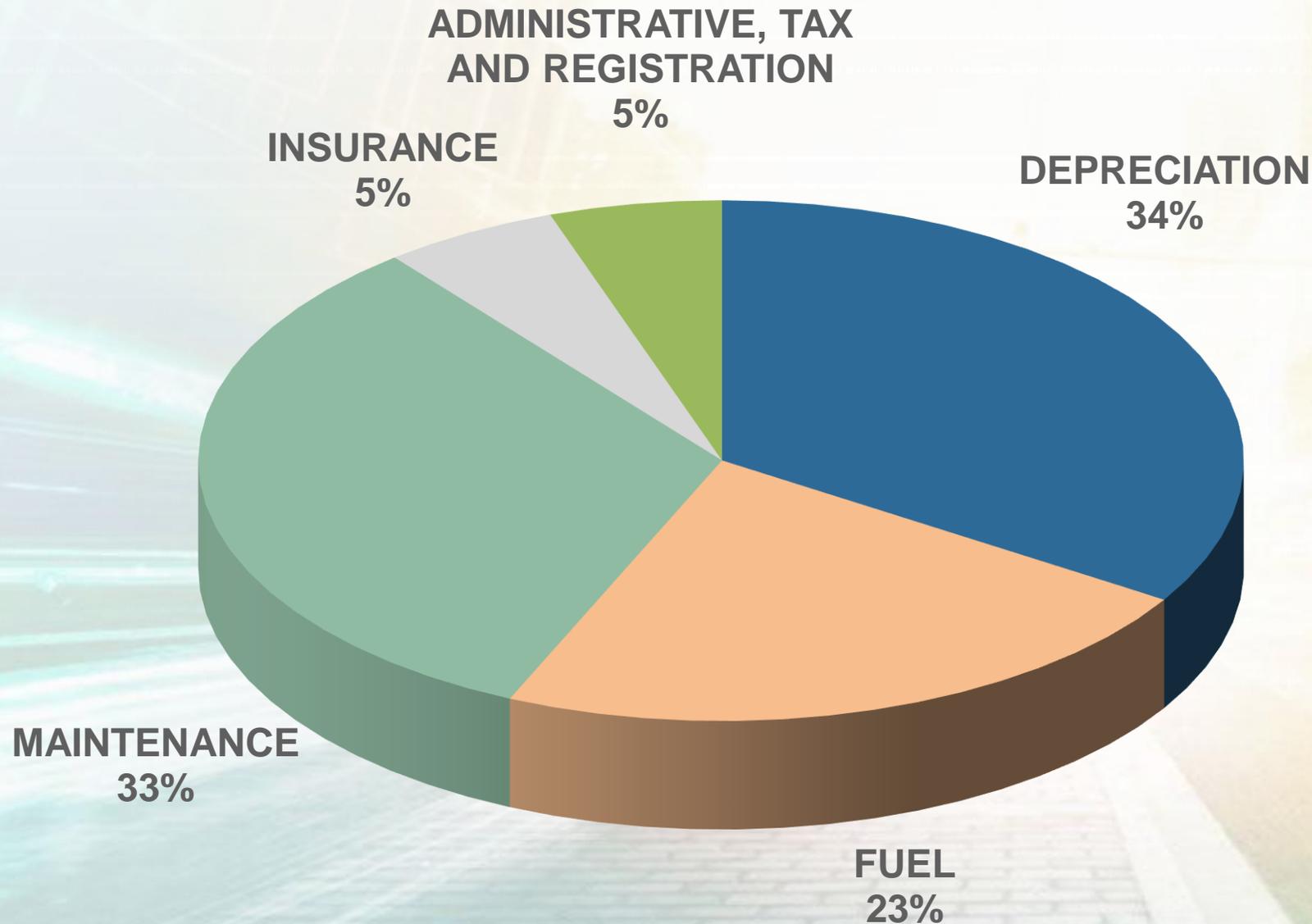
**Delivering Solutions. Driving Results.**



# Total Cost of Ownership

TOTAL COST OF  
BUY & HOLD FOR A  
2017 FORD FUSION SE

**\$55,201**



Assumes 12  
year holding  
period at  
10,000 miles  
per year

Source: Internal Data

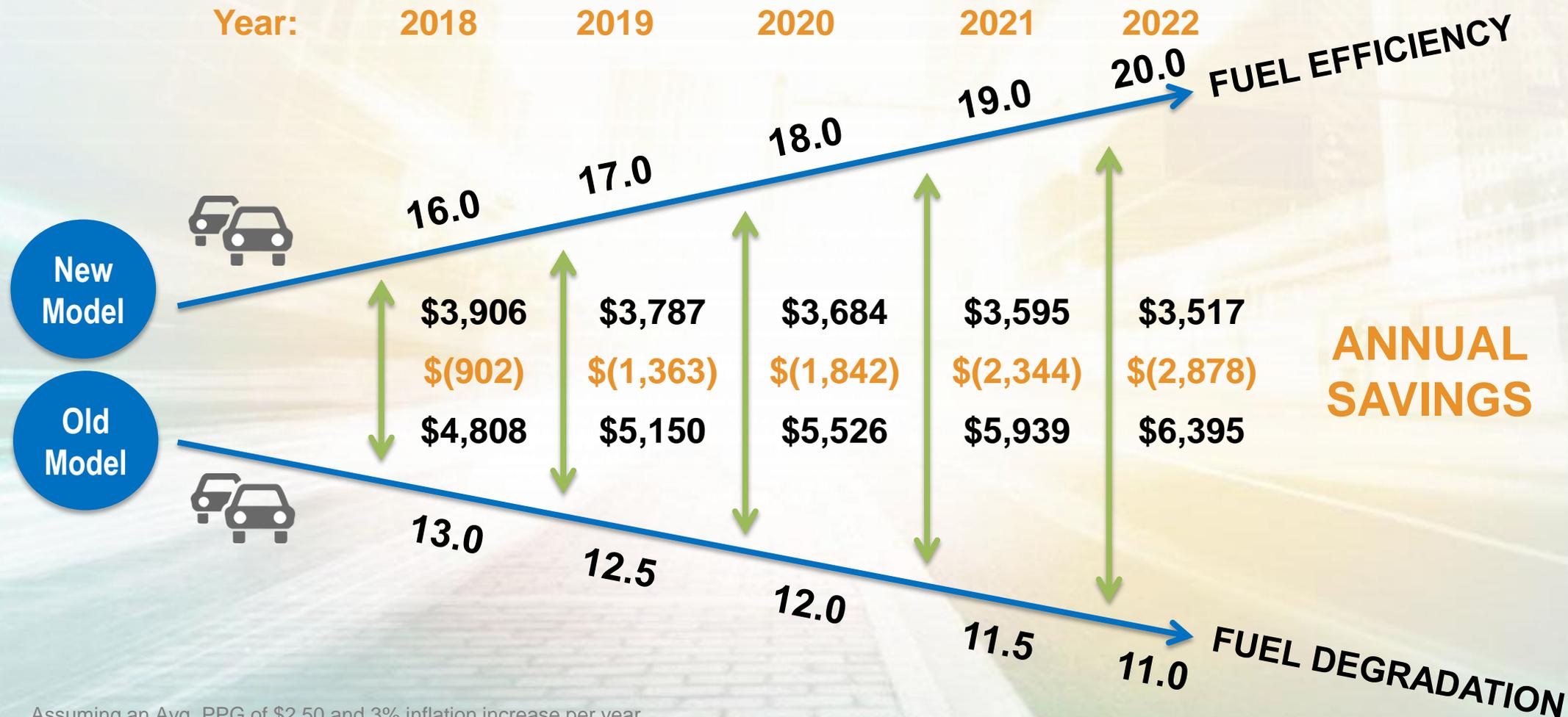
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# Operating Expenses - Fuel

## Vehicle MPG Change

Effects of Newer Fuel Efficient Models vs Fuel Degradation in Older Models



Assuming an Avg. PPG of \$2.50 and 3% inflation increase per year  
Assuming Annual mileage of 25K per Year

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# 1/2 Ton Pick Up Truck – Fuel Improvement



**Improved Engine**

**Improved Performance**

**Higher MPG**

<b>F150 Regular Cab Long bed</b>	<b>Engine</b>	<b>Output HP/ Torque</b>	<b>Combined MPG</b>
2018	2.7L Eco boost V6	325HP/375	22
2012	3.7L V6	302HP/278	18
2007	4.6L V8	248HP/294	15
2002	4.2L V6	202HP/252	16
1997	5.4L V8	235HP/310	14

**Improved  
47%  
in 10 years**

# Operating Expenses - Maintenance

Fully  
Integrated

- Use current shop

Outsourced

- Local tax payers

## Hybrid

- Simple
- Digital record keeping
- Reduces downtime
- Real time

# Vehicle Resale

**700** DEDICATED  
REMARKETING EMPLOYEES



**150** REMARKETING  
LOTS IN NORTH AMERICA

IN 2016, ENTERPRISE  
**SOLD OVER  
1,100,000**  
VEHICLES.



■ AUCTION **15%**  
■ DIRECT  
TO  
DEALER **85%**

**19,000+**  
UNIQUE BUYERS



COMMERCIAL SALES  
EXCEEDED AT AN  
AVERAGE OF  
**108.4%**  
**OF  
BLACK BOOK (CVI).**

# What's Your Why?

 **Administrative**

 **Financial**

 **Operational**

# Effective Vehicle Lifecycle

- » The cornerstone of reducing costs and increasing the efficiency of your fleet is having an effective vehicle life cycle.



# Flexible Financing Options



## Municipal Lease

- Equity lease
- Flexible term
- No mileage restrictions
- No abnormal wear and tear clauses
- Lessee responsible for book value at term
- Lessee keeps vehicle equity at term



## 100% Capital

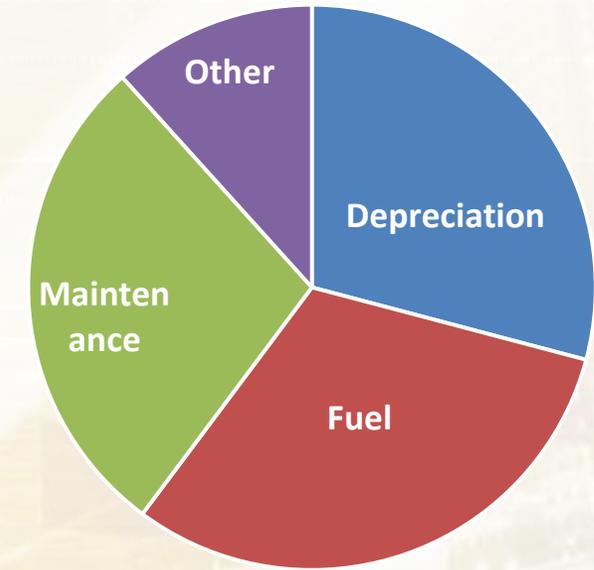
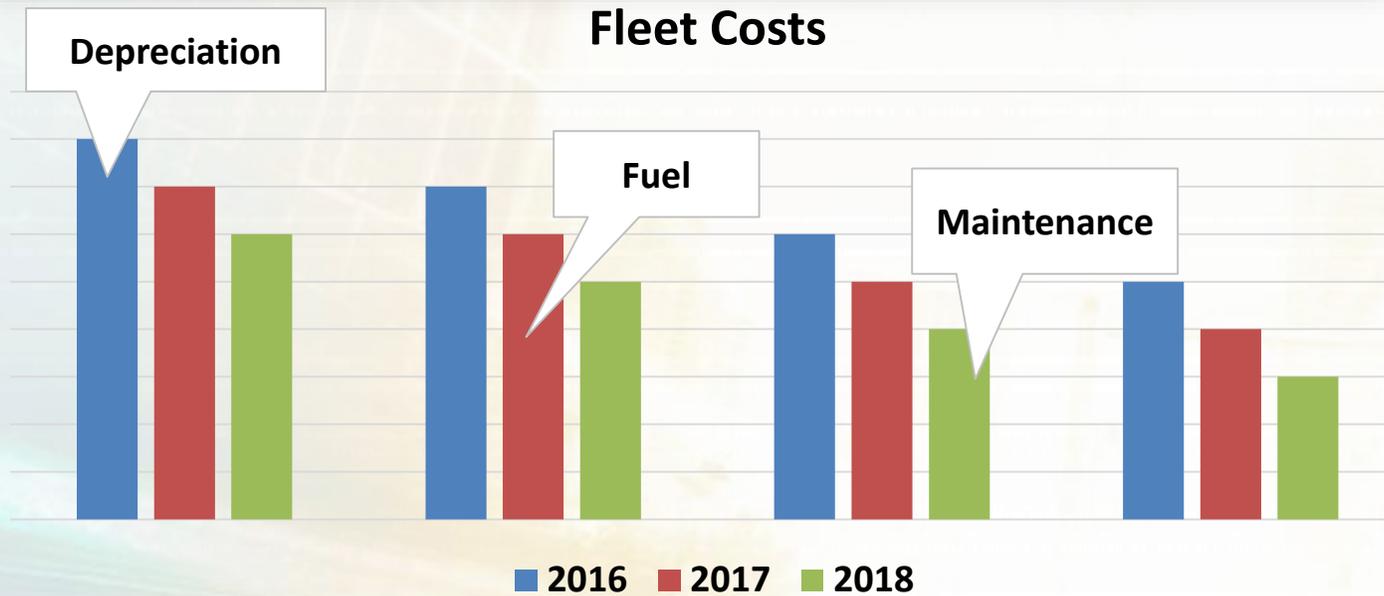
- Ideal for clients with strong cash position
- No mileage restrictions
- No abnormal wear and tear clauses
- EFM is title holder until term for vehicle management services



## Closed-End Lease

- Walk-a-way lease (Dealer Lease)
- Fixed term
- No responsibility for vehicle resale at term
- Most appropriate for cars and SUV's and mileage predictability

# Financial Models for Validation



Fleet Mix			Fleet Cost							Annual	Total	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Trade In Value	Fuel	Fleet Budget	Net Cash	Year over Year
Average	117	12.0	117	0	308,840	0	70,200	0	211,068	590,108	0	
'18	117	47	70	47	0	253,350	59,728	0	179,273	492,351	97,758	97,758
'19	117	16	54	63	0	327,466	56,163	0	168,449	552,078	38,031	135,788
'20	117	15	39	78	0	400,668	52,821	0	158,301	611,790	-21,682	114,107
'21	117	17	22	95	0	477,658	49,033	0	146,801	673,492	-83,384	30,723
'22	117	22	0	117	0	195,667	44,132	0	131,918	371,717	218,391	249,114
'23	117	47	0	117	0	455,407	44,132	0	131,918	631,456	-41,348	207,766
'24	117	16	0	117	0	486,593	44,132	0	131,918	662,642	-72,534	135,232
'25	117	15	0	117	0	477,430	44,132	0	131,918	653,479	-63,371	71,860
'26	117	17	0	117	0	446,880	44,132	0	131,918	622,929	-32,822	39,038
'27	117	22	0	117	0	195,667	44,132	0	131,918	371,717	218,391	257,430

# Included Technology

**ABC COMPANY** Change Company

**DASHBOARD** MY FLEET PEOPLE

Display entire fleet data

**Alerts** 5

Enterprise Fleet Management  
**KRISTEN CARTER**

WHAT'S NEW SUGGESTIONS

**FLEET MIX**

- 1 1/2 Ton Cab Chassis
- 1 Ton Cab Chassis
- 1 Ton Pickup Quad 4x4
- 1/2 Ton Pickup Quad 4x2
- 1/2 Ton Pickup Quad 4x4

▲ 1/2 ▼

**OIL CHANGE OUTLIERS**

click chart for more info

Category	%
Date > 6 mos.	27.9%
Miles > 6500	68.6%

MM

**ALERTS**

- LACY61 Oil change due in 30 days
- LACW18 Oil change due in 30 days
- LAHF68 Oil change due now
- LAHR69 Oil change due in past due

[see all alerts >](#)

**MAINTENANCE SPEND OUTLIERS**

Life to date total spend

\$Value	DAVE	Customer Vehicle Id	YMMS
\$22,588.84	undefined NICHOLSON		<a href="#">details</a>
\$17,987.95	OLIVER PALMER		<a href="#">details</a>
\$16,020.23	OLIVER	0964-160	<a href="#">details</a>
\$16,870.09	undefined HANSON		<a href="#">details</a>
\$16,655.79	undefined JEN		<a href="#">details</a>

[see more data >](#)

**MONTHLY FUEL GALLONS BY FUEL GRADE**

JUL-15 AUG-15 SEP-15

MID GRADE UNLEADED FUEL OTHER DIESEL

**MONTHLY FUEL SPEND BY FUEL GRADE**

JUL-15 AUG-15 SEP-15

MID GRADE UNLEADED FUEL OTHER DIESEL

**FLEET SUMMARY** Current

**DOWNLOAD**

Search

Vehicle	Master Cust Num	Master Cust Name	Cust Num	Cust Name	Cust Vehicle ID	Driver	VIN	Year	Make	Model	Series	License State	License N
2222UV	480362	Master Test Comp...	238784	Test Company	0901-000	OLIVER	2B62FED521801...	2015	Ford	F-250	XLT 4x4 SD Crew...	TX	B0549GF
22242A	480362	Master Test Comp...	238784	Test Company	0924-221	OLIVER	1E1FFB799941...	2015	Ford	F-150	XLT 4x4 SuperCr...	PA	N1336ZG
22283J	480362	Master Test Comp...	238784	Test Company	-	OLIVER	1EFXFKD776171...	2015	Ford	F-150	XLT 4x4 SuperCr...	TX	D4090GF
222AT3	480362	Master Test Comp...	238784	Test Company	0938-221	OLIVER	1EF1FFC299771...	2015	Ford	F-150	XLT 4x4 SuperCr...	UT	35XTX5
222B7D	480362	Master Test Comp...	238784	Test Company	0908-221	OLIVER	1EF3FFA534201...	2015	Ford	F-150	XLT 4x4 SuperCr...	TX	mple
222G8E	480362	Master Test Comp...	238784	Test Company	0903-160	OLIVER	26T7FEB048451...	2015	Ford	F-250	XL 4x4 SD Super ...	TX	Z2412DR
FT30R2	480362	Master Test Comp...	238784	Test Company	0903-160	OLIVER	4GT1FEA896901...	2015	Ford	F-450 Chassis	XL 4x2 SD Regul...	TX	Y2537DP
FT30R4	480362	Master Test Comp...	238784	Test Company	-	OLIVER	4GT4FEB005671...	2015	Ford	F-450 Chassis	XL 4x2 SD Regul...	TX	T6396DZ
FT30R6	480362	Master Test Comp...	238784	Test Company	0964-160	OLIVER	AKC8FR1104951...	2015	Chevrolet	Tahoe	LS 4x2	TX	Y8549DP

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