

Fleet Management Services

“Fleet management provides strategic management oversight of fleet assets”

Fleet Management Functions

Core Function:

- Provide transportation solutions
- Cost containment through strategic management of resources and assets
- Industry expertise = fleet decisions are based on factual data, fleet experience, and industry specific knowledge, not personal preference or personal experience
- Consolidation of resources equates to FTE reduction = \$\$ Savings

Vehicle Life Cycle Path:

Planning > Acquisition > Operation > Disposal

- | | |
|------------------------------------|-------------------------------|
| ➤ Review utilization | ➤ Historical Satisfaction |
| ➤ Review customer needs | ➤ Economic value |
| ➤ Review type of vehicle requested | ➤ Mileage |
| ➤ Acquisition cost | ➤ Image |
| ➤ Fuel economy | ➤ Employee satisfaction |
| ➤ Reliability rating | ➤ Employee productivity |
| ➤ Warranty | ➤ Resale Value |
| ➤ Asset allocation strategy | ➤ Green score |
| ➤ Availability of the asset | ➤ Anticipated life cycle cost |
| ➤ Depreciation expense | ➤ Manufacture's support |
| ➤ Age | ➤ Dealer network |
| ➤ Condition | ➤ Dealer's support |
| ➤ Vehicle obsolescence | ➤ Safety Ratings |

“What value does the asset bring the value is not in the vehicle it is in what the vehicle does” or what task it performs

Maintenance Path:

Need > Justification > Negotiate Price > Negotiate Warranty > Facilitation > Documentation

- Uniformity in policies and procedures
- Uniformity in vendor network
- Industry experts making informed decisions
- Accident management
- Vehicle downtime controlled

Regulatory:

State > Federal > Alternative fuel mandates > Inspections > Certifications

Fueling:

24/7 > Nationwide > Monitoring

Documentation:

Reporting > monitoring > liability Protection > safety

Public-Private Partnership:

To full-fill our mission cost effectively we partner with and utilize the private sector to compliment our operations i.e., rental car industry, manufactures, outsourcing functions etc

Rates:

Internal Service Fund

- An Internal Service Fund structure ensures the true cost of ownership is recovered. The primary consequence of a non-ISF system is the lack of replacement funding i.e., depreciation account.
- Lack of Funding Consequence – may create a future fiscal liability or hardship for agencies due to inadequate funding for future replacements therefore you may have negative effects on programs and agency missions
- Key attributes of a successful fleet replacement program: (1) fleet manager (2) funded replacement program, i.e., depreciation paid.
 - The “Top 100” recognized fleet Services as one the “Top 100 Fleets” in the country in 2008. There over 38,000 publicly managed fleets in the Country, so this is no small achievement.
 - Ranked 14th in the country for Green Fleet practices and accomplishments by the “Top 100”

