



Association of
Minnesota Counties

FLEET MANAGEMENT

Government

Wong Nystrom

February 2019



MINNESOTA SHERIFFS' ASSOCIATION

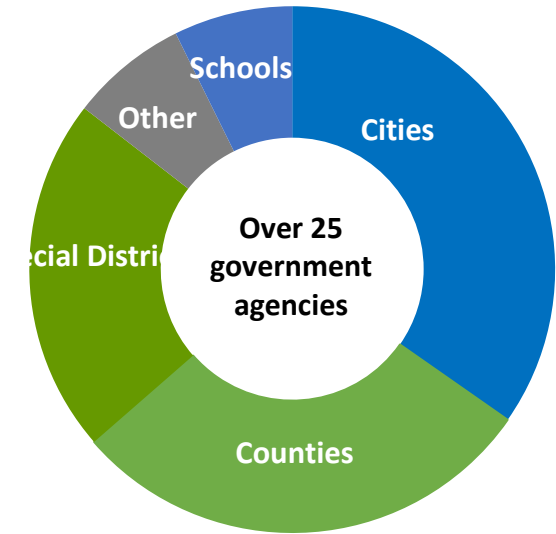
LEADERSHIP - TRUST - PROFESSIONALISM

SINCE 1885

REFERENCES

- Chisago County
- Isanti County
- Steele County
- Winona County
- City of Stillwater
- City of Rosemount
- City of Kasson
- Hennepin County
- Douglas County
- Many more
- City of Chicago, IL
- LSS, Good Samaritan, Southwest Health and Human Services
- South Central TSA soil and water districts

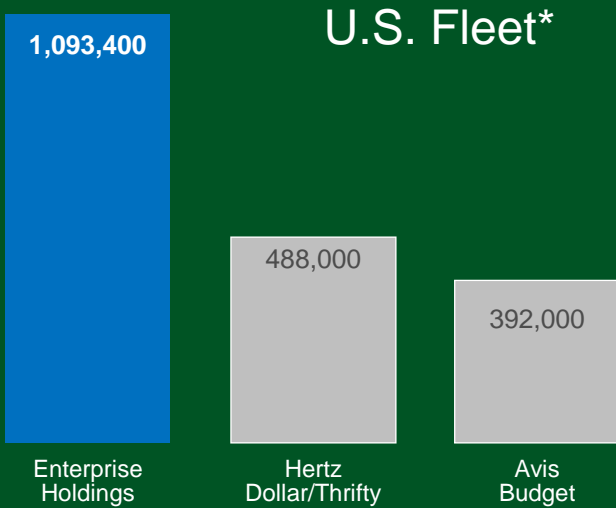
- Endorsed by the Minnesota Counties Association
- Sponsor Minnesota Sheriff's Association
- Sponsor League of Minnesota Cities



EHI OVERVIEW

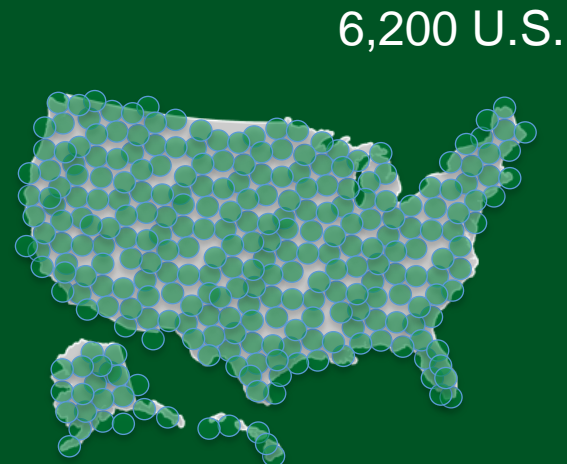
1.9 MILLION
WORLD WIDE

VEHICLES



9,000
WORLD WIDE

LOCATIONS



\$23.1
BILLION IN REVENUE

97,000
EMPLOYEES

Ranked by

Forbes

As one of America's Largest
Private Companies

*Source: Auto Rental News

Common Themes in Municipal Government

Budgets tight



Fleet is not a top priority



**Tasked to do
MORE with LESS**



Safety is top of mind but not always executed

IIHS crashworthiness tests



Front moderate overlap, beginning 1995



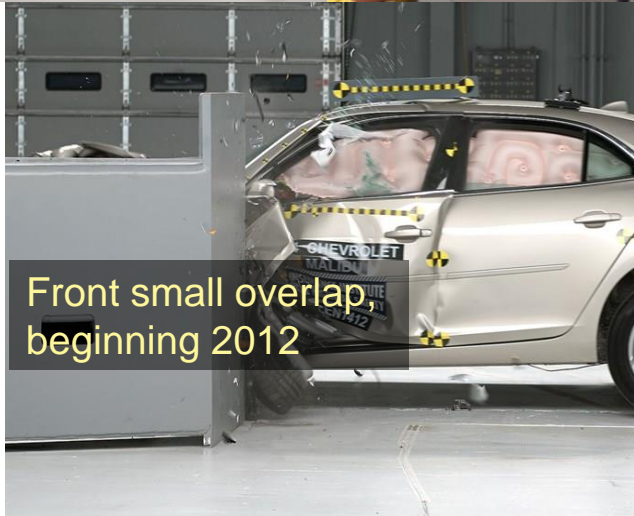
Side impact, beginning 2003



Rear crash (whiplash mitigation), beginning 2004



Roof strength, beginning 2009



Front small overlap, beginning 2012

« If you have vehicles that are 10 years old or older, you are not taking advantage of standardized safety improvements.

2007

- Front/Side Crash Test
- Anti-lock Brakes
- Airbags

2012

- **Electronic Stability Control**
- Rear Video
- Lane Departure Warning

2017

- Blind-spot Warning
- Forward Collision Warning
- Offset-crash Test



Safety Concerns: How does your fleet look?

Increase employee safety with newer vehicles

Currently:

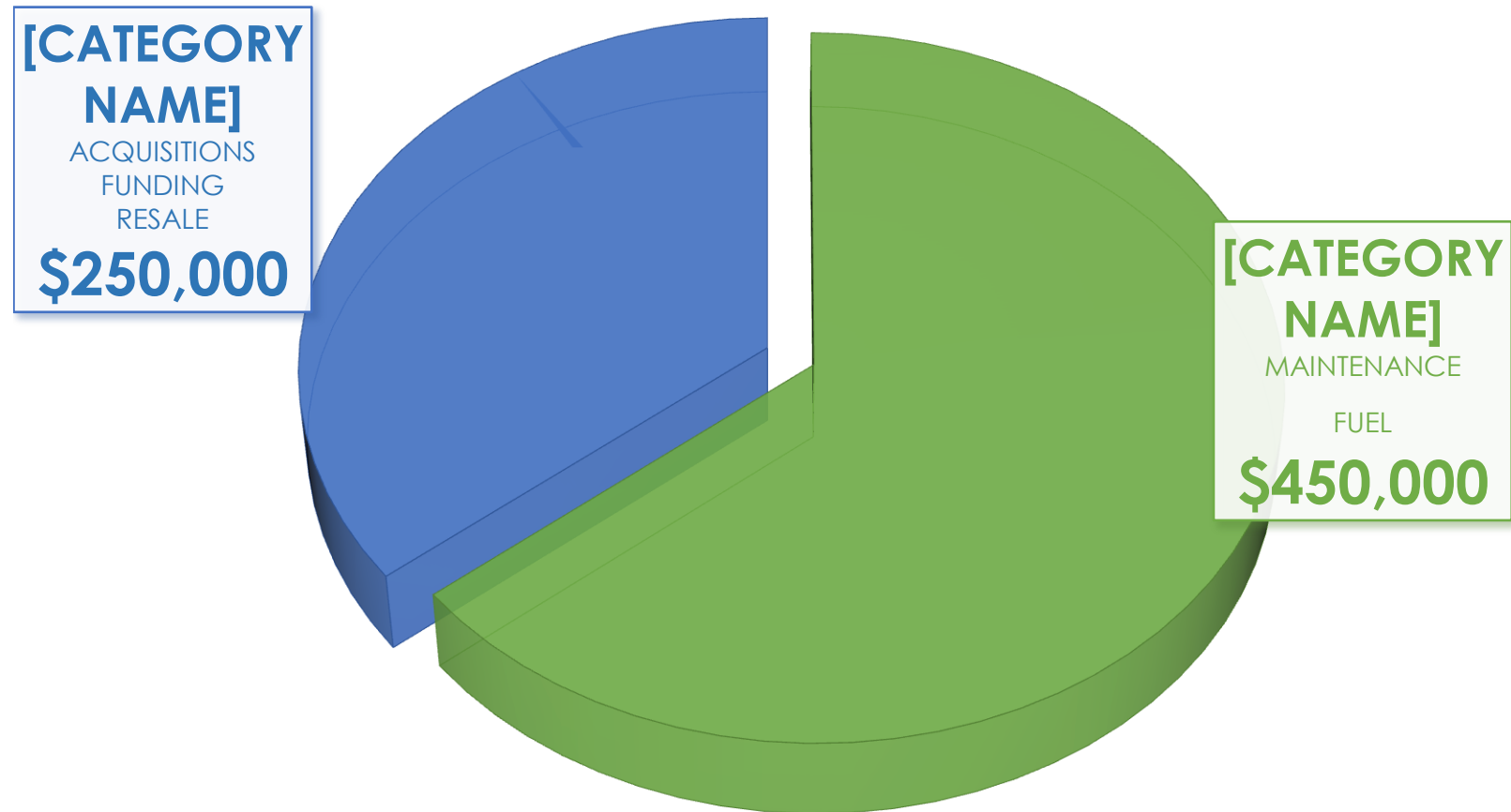
- 16 vehicles predate Anti-Lock Brake standardization (2007)
- 28 vehicles predate Electronic Stability Control standardization (2012)
- 44% of your fleet will be 10 years or older in 2019

Today's Challenges

Tasked to do more with less

- ▶ **Fiscally Stressed**
- ▶ **Limitations on Revenue Sources**
- ▶ **Decentralized decision making**
- ▶ **Underfunded capital budget**
- ▶ **Aged Vehicles**
 - 10.5 Years
- ▶ **Low Annual Mileage**
 - 5,000-10,000 annual miles
- ▶ **Multiple Departments with Multiple Plans & Budgets**
- ▶ **Capital Budget drives Fleet Replacement**

FLEET VEHICLE BUDGET: \$700,000



ENTERPRISE PROGRAM BENEFITS



Administrative

- Track vehicle expenses
- Buy and sell vehicles for you
- Dedicated Account Manager
- Budget and forecast advice
- Website and dashboard
- Local account team for day-to-day services



Operational

- EFM to coordinate logistics for moving vehicles in and out of service
- Aftermarket & decal services
- Safety recall management
- Access to fuel programs
- Telematics offerings
- Mobile application for drivers to access for all vehicle operational needs



Financial

- EFM to research best vehicle total cost of ownership
- Vehicle incentive management
- Access to EFM remarketing services for maximum resale
- ASE certified techs to manage maintenance expense
- Tools for cents per mile analysis

GOVERNMENT BUYING POWER



2018 SUPER DUTY
Ex-cab 4x4
F-250 XL

\$37,375
Net Price ^{MS}

← FORD'S WEBSITE

State Contract

Price **\$28,769**

MANHEIM AUCTION RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
2017 Ford F-250 XL ExCab 4x4	4,146	\$30500	-\$1,731
2016 Ford F-250 XL ExCab 4x4	10,282	\$28800	- \$31
2013 Ford F-250 XL ExCab 4x4	57,636	\$19200	\$9,569
2008 Ford F-250 XL ExCab 4x4	98,436	\$4,000	\$24,769

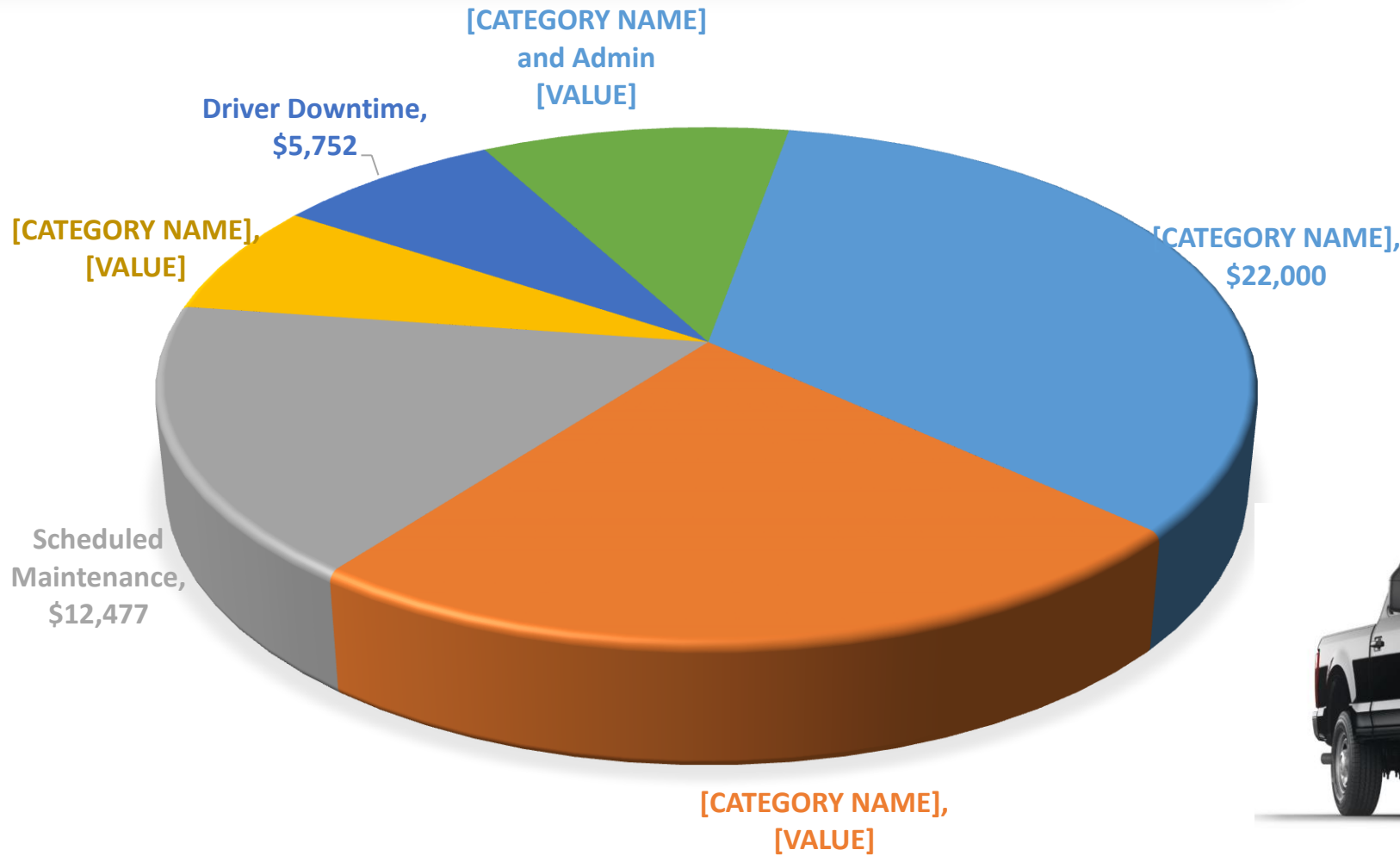
TOTAL COST OF OWNERSHIP CONCEPT



FLEET MANAGEMENT

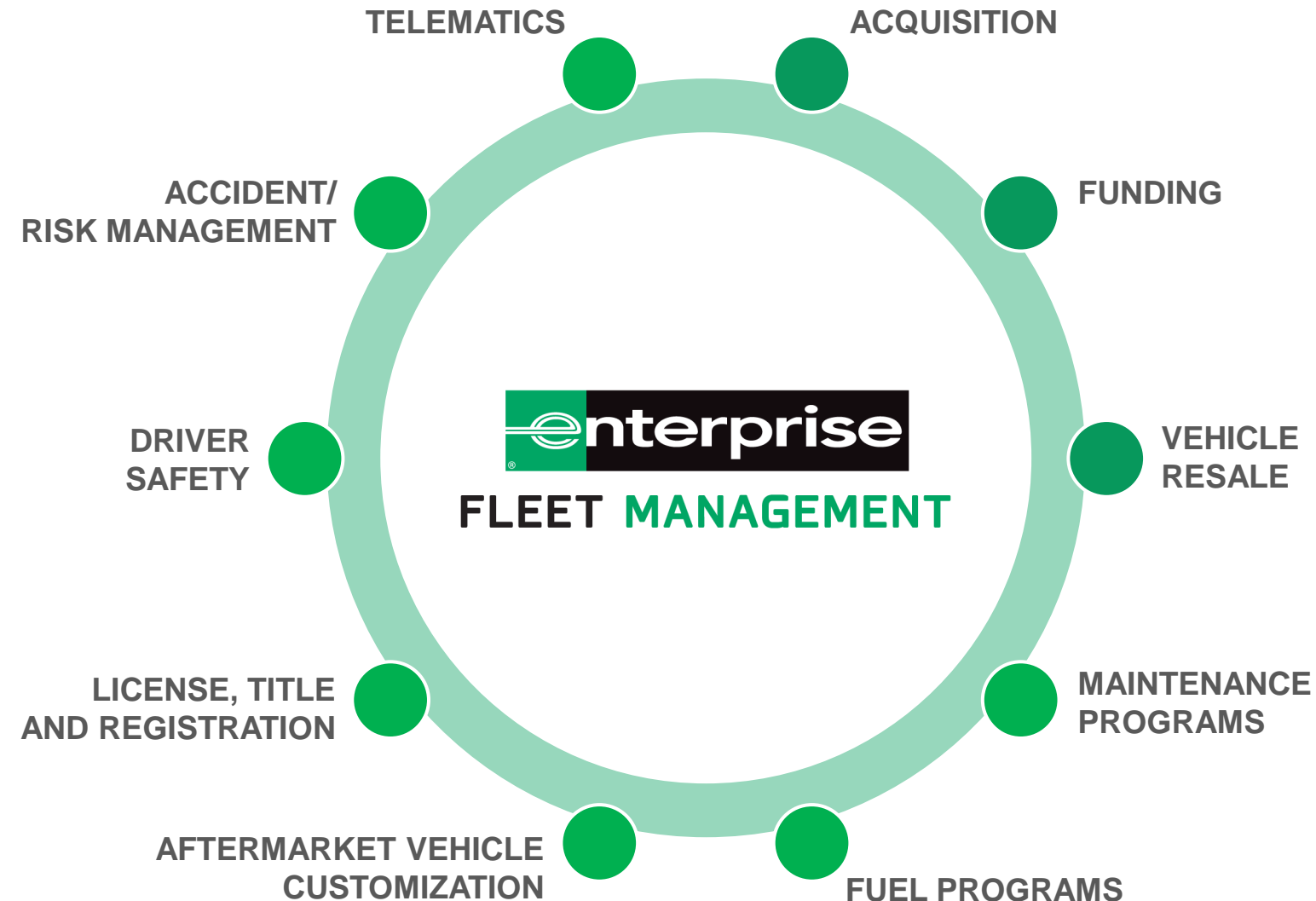
TOTAL COST OF
BUY & HOLD FOR A 2018
FORD F-250

\$70,429



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

Fleet Management Programs



Enterprise can complete a no-cost fleet analysis presentation to determine your total cost of ownership.

ITEMS NEEDED:

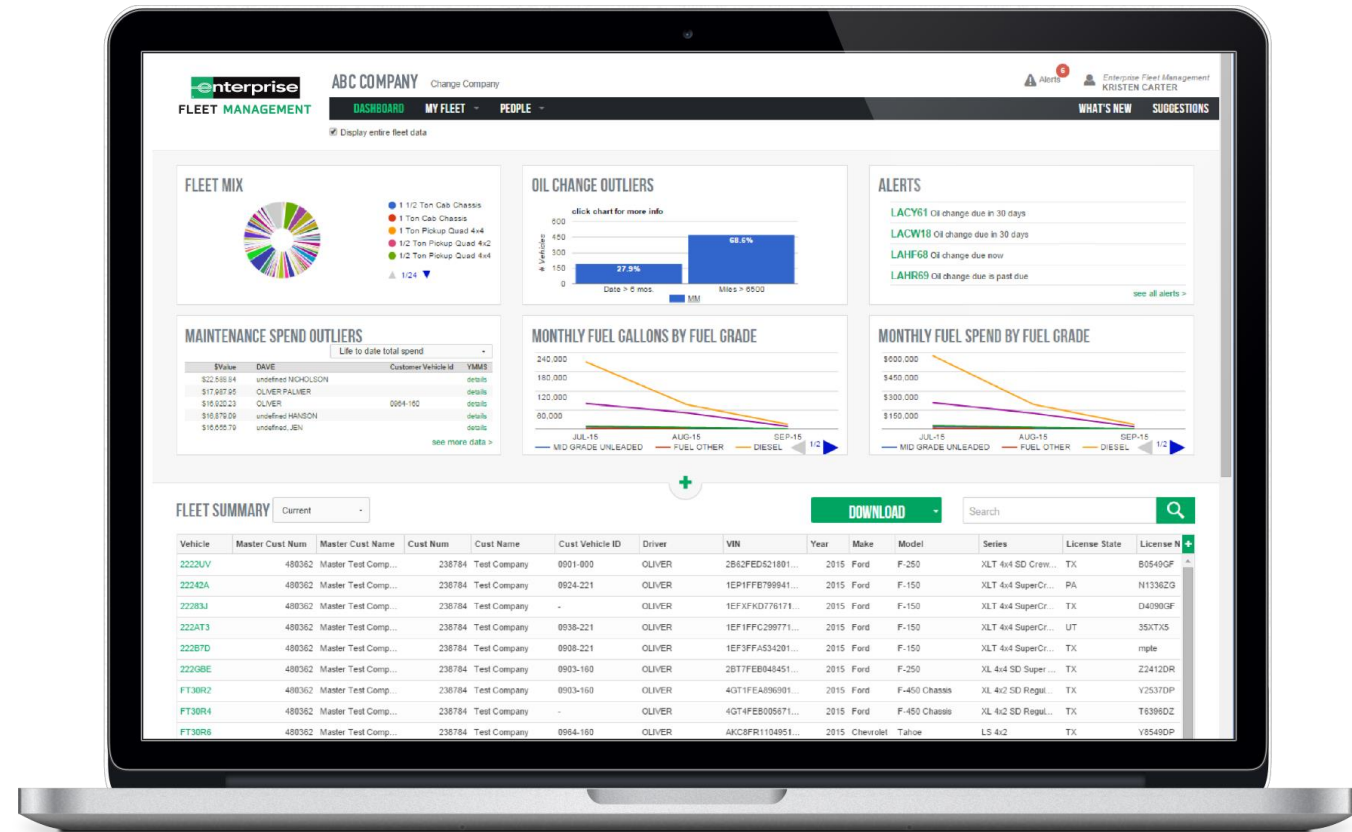
- Year, make, model, VIN
- Date vehicles were put into service (month and year)
- Starting mileage (applies only to used vehicle purchases)
- Current mileage
- Annual mileage
- Department to which vehicles are assigned
- Previous 12 month's maintenance costs*

For maintenance costs, please include the following: **parts, labor, and administrative / facility overhead. If additional information is also included in the maintenance expense (i.e. fuel, tires, repair costs associated with accidents, accident reserve) please indicate the amount allocated for these factors.*

Additional information such as: **fuel costs and/or accident reserve**, would be helpful.

Client Website

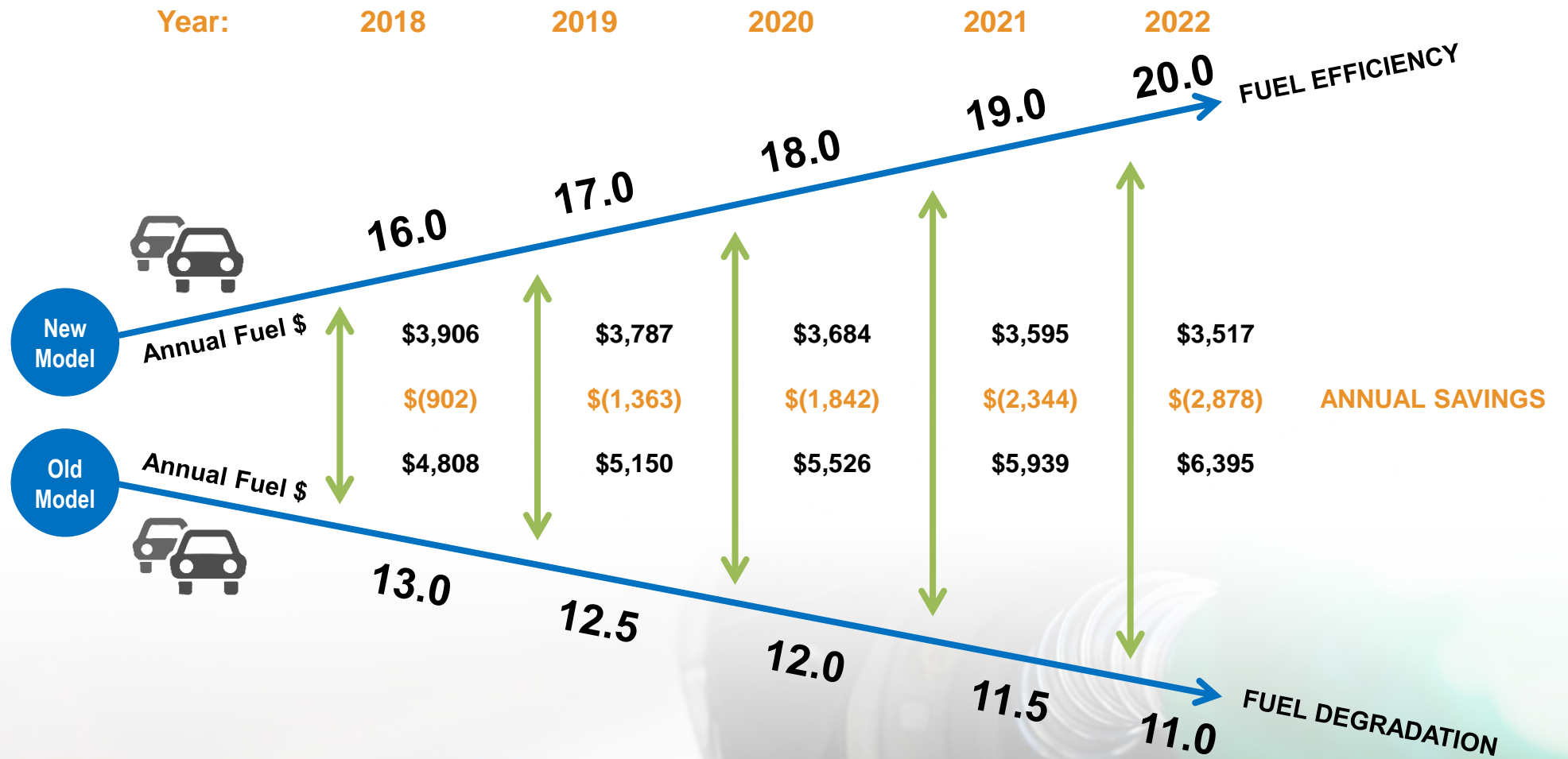
- Visibility and tracking of vehicle data
- Customized dashboards with easy reporting
- Real-time alerts
- Simplify accounting processes with vehicle descriptors
- Self-service features including *driver changes, vehicle descriptors, mileage information and more*
- Assign unlimited unique identifiers to each vehicle to simplify routine tasks and vehicle categorization





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

383 Trucks in this category

EHI

EFM

VEHICLE EXPENSES

OPERATING EXPENSES

Fuel

CAFE Data

Gas Prices

Vehicle MPG Change

Maintenance

TOOLS & TECHNOLOGY

INDUSTRY



Improved Engine

Improved Performance

Higher MPG

F150 Regular Cab Long bed	Engine	Output HP/Torque	Combined MPG
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