

Prepared For:



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FLEET SYNOPSIS | CITY OF NEW PORT RICHEY, FL

THE SITUATION

The City of New Port Richey is looking for a more proactive solution in managing it's fleet.

- 40% of the current light and medium duty fleet is over 10 years old-118 total units
- 48 units have 1 or less of standard safety features required by manufacturers since 2012: Electronic Stability Control, Side Impact Air Bags, and Tire Pressure Monitoring Systems.
- Older vehicles have higher fuel costs, maintenance costs, and tend to be unreliable.
- It would take 15 years to cycle out the entire fleet at current acquisition rates.

THE OBJECTIVES

Enterprise Fleet Management's proposal is to save the City resources and budget dollars through a managed vehicle program.

- Utilize an open-end lease* as a funding mechanism, allowing the City to acquire additional vehicles while avoiding a large capital budget outlay.
- Replace aged vehicles with newer models to increase fuel efficiency and reduce maintenance expense. Leverage Electric/Hybrid technology wherever possible.
- As more vehicles will be under warranty utilize local dealers for repairs when applicable freeing up resources for critical service departments: fire & police.
- Establish a proactive replacement plan that maximizes potential equity at time of resale, reduces operational expenses, and increases safety. Expands resale outlets beyond auction and leverages Enterprise selling power.
- Ability to provide updated fleet technology including vehicle maintenance tracking software, mobile apps, and ongoing data management.

*An open-end lease means there are no early termination, mileage, or abnormal wear and tear penalties. Leases are written to a residual balance to preserve cash flow. The City receives flexibility of ownership, as well as net equity from sale at time of disposal.

Increase employee safety with newer vehicles

- Currently:
 - 21 vehicles predate Anti-Lock Brake standardization (2007)
 - 49 vehicles predate Electronic Stability Control standardization (2012)
 - *ESC is the most significant safety invention since the seatbelt*
 - 101 vehicles predate standardization of back up camera (2018)

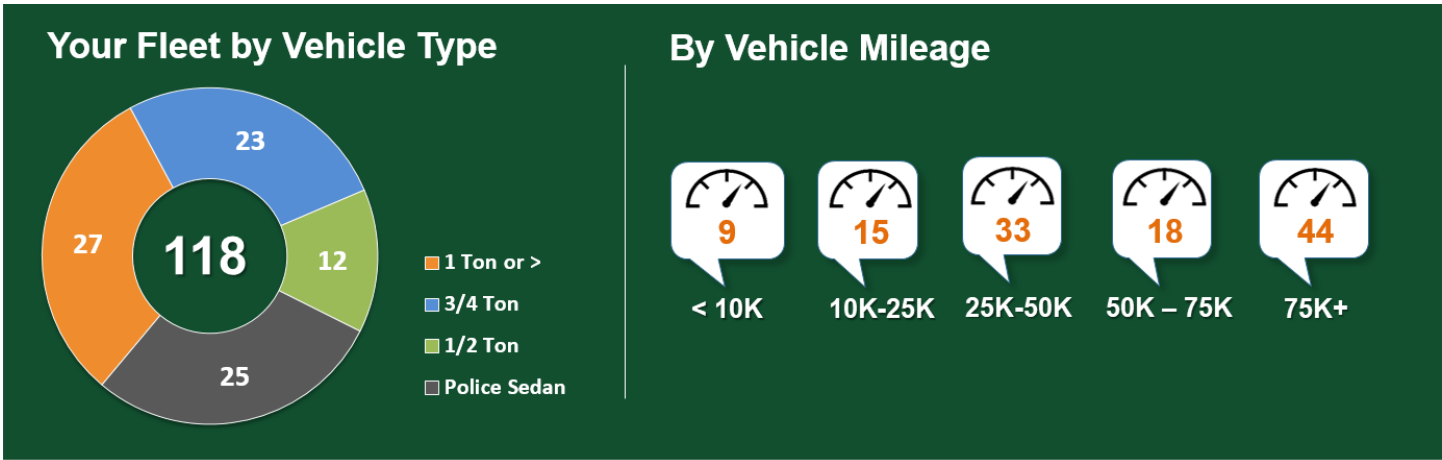
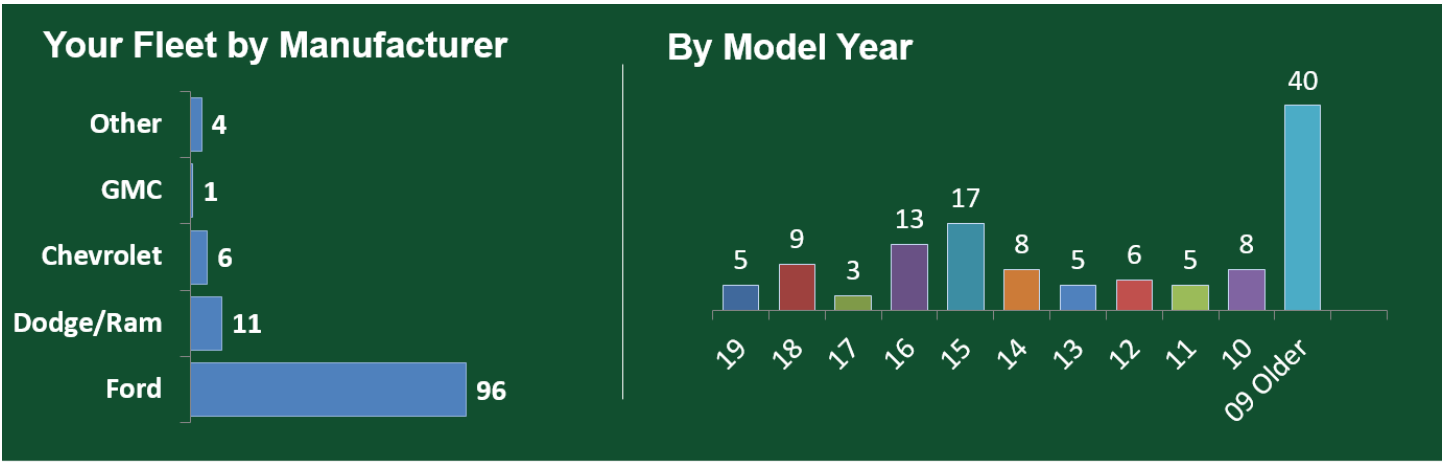
Piggyback The Sourcewell Contract #060618-EFM :

- 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, it is estimated that the City of New Port Richey will reduce maintenance costs by 32%. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold. Furthermore, the City will leverage Enterprises Fleet Management's ability to sell vehicles at an average of 113.5% above Black Book values. By shifting from reactively replacing inoperable vehicles to planning vehicle purchases, the City will be able to replace 25 of its oldest vehicles including 11 from Fire/Police departments within the first year and save approximately \$64,000. The 10 year savings from a program like this will realize over \$1.1m in savings while improving employee safety and vehicle image within the city.

FLEET STATISTICS | CITY OF NEW PORT RICHEY, FL

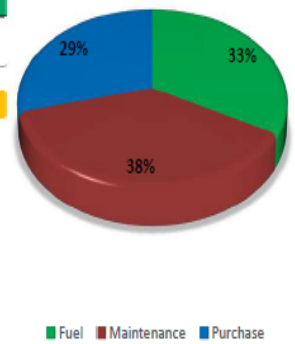


FLEET PLANNING ANALYSIS | CITY OF NEW PORT RICHEY, FL

THE PLAN

The City has identified a leveled out proactive fleet replacement schedule which will allow them to cycle their entire fleet out over a 5 year period. When vehicles are sold the City will sell those via Enterprise Resale channels. These proceeds can be applied toward capital budget replacement on future vehicles resulting in lower monthly payments. The above table illustrates the current plan acquisition plan and budget of \$652K would only allow for 7 units per year. This continues the current cycle of 15 years. However, the open end lease allows for all 118 units to be replaced over a 5 year period at a reduced budget of \$629K providing an actual budget savings overall \$1.13m over the 10 year period. Annual budget reduction conservatively estimated (capital & operating) \$23K per year**.

Fiscal Year	Fleet Mix			Fleet Cost						Annual				
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash		
Average	118	7.1	118	0	190,385	0			246,596	215,350	652,331	0		
'20	118	24	94	24	0	182,651	-13,800		212,281	206,590	587,722	64,609		
'21	118	23	71	47	0	246,587	-44,400		179,396	198,195	579,778	72,554		
'22	118	23	48	70	0	384,825	-125,071		146,510	189,800	596,065	56,266		
'23	118	23	25	93	0	522,497	-202,561		113,625	181,405	614,966	37,365		
'24	118	25	0	118	0	669,675	-811,500	-245,778	77,880	172,280	-137,443	789,774		
'25	118	24	0	118	0	669,675		-252,498	77,880	172,280	667,337	-15,006		
'26	118	23	0	118	0	669,675		-307,715	77,880	172,280	612,120	40,211		
'27	118	23	0	118	0	669,675		-333,322	77,880	172,280	586,513	65,817		
'28	118	23	0	118	0	669,675		-313,628	77,880	172,280	606,206	46,124		
'29	118	25	0	118	0	669,675		-245,778	77,880	172,280	674,057	-21,726		
											10 Year Savings	\$1,135,989	Avg. Sustainable Savings	\$23,084



* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

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

CASE STUDIES | CITY OF NEW PORT RICHEY, FL

Lake City adopts leasing options for vehicle fleet.

Client's Situational Analysis

- Working fleet of approximately 105 vehicles
- Current life cycle of vehicle is 21 years
- General purpose fleet is not at an ideal utilization
- Image of fleet not up to City's expectations
- High maintenance expenses due to age of fleet and overhead
- Limited available capital resources

Key Strategic Client Objectives

- Create a lower sustainable fleet cost
- Shorten vehicle life cycle from 21 years to 5 years
- Free up maintenance resources for critical service vehicles
- Create an improved image to the community
- Improve fleet utilization

Plan Delivered To Achieve Desired Strategy

- Introduced a 10 year budget model that created an estimated \$1.1MM savings
- Support city's on going fleet evaluations on a quarterly basis assessing costs and reviewing best practices
- Introduced a 5 year vehicle replacement cycle to lower costs and increase dependability
- Newer vehicles will improve MPG by approx 20%



Client Background

Location: Lake City, Florida
Industry: Government
Founded: 1859
Fleet Size: 105 vehicles

Key Results

- Reduced the City's cost within the maintenance facility with less staffing required and has allowed the maintenance staff to direct their focus to large equipment and first responder vehicles.
- The City has been able to reduce the size of the general purpose fleet by 20%.
- The quality and image of the fleet is much improved and with material total cost reductions

Client Testimonial



The City of Lake City, in years past, followed a strategy of purchasing general purpose vehicles and keeping them until they could not be repaired. This vehicle purchase strategy requires a large monetary investment for a depreciating asset with very high repair cost. Recognizing the cost of this strategy the City determined the leasing of general purpose vehicle was a very good option.

During the first two years of the lease program with Enterprise Fleet Management, the City has leased forty vehicle with twenty nine schedule to be replaced with leased vehicle over the next three years. This project has reduce the City's cost within our maintenance facility with less staffing required and has allowed our maintenance staff to direct their focus to large equipment and first responder vehicles. Additionally, the City has been able to reduce the size of the general purpose fleet by twenty percent. This fleet size reduction is directly related to the lack of need for additional vehicle to maintain operations while vehicles were out of service for repair and under-utilized vehicles. The quality of the fleet is much improved and with material total cost reductions.

Grayson Cason
Assistant City Manager

Additional Enterprise Fleet Management Benefits

A dedication to customer service unsurpassed in the vehicle management industry.

Local locations nationwide – hometown people, hometown service.

You will be able to leverage our scale – with more than 1M vehicles owned and managed by all the divisions of Enterprise.

You get the best value for your used vehicles – due to 800 Enterprise remarketing experts selling more than 650,000 vehicles per year.

Specialized in managing small to mid-sized fleets of vehicles.

Full suite of products and services – including a budgeted maintenance program and risk management.

Integrated transportation solutions provided via our short-term rental, truck and fleet management groups.

We help you save money and improve cash flow when you tap into our line of credit for your fleet vehicle needs.

BACKGROUND

Location: Palm Beach Gardens, FL
 Industry: Government
 Total vehicles: 215 vehicles

THE SITUATION

The City of Palm Beach Gardens could reduce fleet costs by over \$1.8 million by outsourcing select fleet components to a professional fleet management company.

The City of Palm Beach Gardens has been looking to enhance their current vehicle replacement plan to run a newer and cleaner fleet of vehicles.

- 22% of fleet is currently 10 years or older
- Tax Revenue dictating fleet health
- Current plan would take 10+ years to cycle fleet
- Resale of aging fleet is significantly reduced

THE OBJECTIVES

After analyzing Palm Beach Gardens' fleet practices, Enterprise developed a plan with a sustainable cycle that is tax revenue proof. The savings are available by solving two primary pain points: reducing fuel and maintenance costs by shortening the vehicle life-cycle and advancing the fleet management plan through dynamic analytics and resources.

CLIENT TESTIMONIAL

“Upgrading our fleet not only allows us to provide our employees with safer, higher quality vehicles to do their work, but it also reduces the time and money we spend maintaining our vehicles. The new vehicles provided by Enterprise also have better fuel efficiency, which save additional money in the long run. Enterprise has been very easy to work with. We’ve been happy with the partnership so far.”

– Dan Mosley, Judge Executive

THE RESULTS

By partnering with Enterprise Fleet Management, The City of Palm Beach Garden reduced maintenance cost by \$300,000 (75%), cut downtime and increased efficiencies through a customized maintenance and fuel plan. Together, these improvements will save the city over \$1.8 million over the next 10 years. Additionally, the City will be able to utilize world class fleet software, data warehouse and analytics for proactive vehicle management.

Greg Iannelli | 954-354-5441 | Gregory.M.Iannelli@efleets.com



REDUCE
 FLEET BUDGET
 BY \$475,000
 IN THE FIRST YEAR



REDUCE
 MAINTENANCE COSTS
 BY UP TO 80% ON
 MOST FLEET VEHICLES



**IMPROVE ENVIRONMENTAL
 FOOTPRINT BY INTEGRATING
 ELECTRIC VEHICLES.**



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The City of Lenexa see big savings with new fleet vehicles.

BACKGROUND

Location: Lenexa, KS
 Industry: Government
 Total vehicles: 72 vehicles

THE CHALLENGE

The City of Lenexa was holding onto vehicles for 10 years and would only replace the vehicles if maintenance costs became too high or they were inoperable. As issues would arise, city managers would rush to get the vehicle fixed, find funds to cover the repair and make sure the employee was able to do his or her job. The process of maintaining an aged fleet with high and unpredictable maintenance costs became a grueling task for The City to manage.

THE SOLUTION

Enterprise Fleet Management presented the City of Lenexa with a proactive fleet management program. The solution would replace most of the light-duty vehicles within the first year of partnering with Enterprise, which would provide the city with a newer, more reliable fleet.

“We were skeptical at first because the numbers looked too good to be true. Once we made the choice to work with Enterprise Fleet Management, it was exciting to have a new fleet of vehicles for our employees. When we saw savings over 22% on fuel costs, just by switching to newer vehicles, that alone was worth the change.”

– Nick Arena, Asst. Municipal Services Director

By replacing 45 light-duty vehicles in the first year, The City realized immediate operational savings. Enterprise Fleet Management helped acquire vehicles with volume incentives to lower the initial order and reduce the total cost of ownership for the City of Lenexa.

THE RESULTS

The City now offers its employees vehicles that have up-to-date safety features and with overall improved reliability. This has helped improve the satisfaction of the workforce. The partnership has also helped The City standardize its fleet and utilize the best vehicles based on the equipment needed for the job. The program offers flexibility to replace units more frequently, in shorter cycles so it will continue to experience overall savings. With a newer fleet of vehicles, The City of Lenexa experienced a 22% decrease in fuel costs and a 70% decrease in unplanned maintenance expenses. Additionally, the new fleet strategy allows city employees to focus solely on their core responsibilities instead of vehicle maintenance issues.

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



Key Results

22%
SAVINGS
IN FUEL COSTS



REDUCED MAINTENANCE
SPEND BY
70%

6%
TOTAL SAVINGS
WITH FLEET AGE
LESS THAN 5 YEARS



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City lowers fleet maintenance costs by \$127K with Fleet Program.

BACKGROUND

Location: Fredericksburg, TX
Industry: Government
Total vehicles: 75 vehicles

THE CHALLENGE

Each year, the City of Fredericksburg was faced with high vehicle repair and maintenance costs for an aging fleet. The City's 75 vehicles had an average age of 12 years resulting in unexpected maintenance issues each year. The City was spending \$153,300 per year on fleet maintenance, averaging over \$2,000 per truck. Searching for solutions within their budget, the city needed to make managing their vehicles easier, from purchasing to maintenance and driver fueling options.

THE SOLUTION

Enterprise Fleet Management presented a proactive fleet replacement plan to the City of Fredericksburg that would reduce the average age of their fleet by 60% helping reduce operational and maintenance expenses. With integrating newer vehicles into the City's fleet, employees would drive safer, more reliable vehicles with minimal maintenance needs. Long-term, this plan has helped save an average of \$29,284 per year in fleet related expenses.

"We have truly enjoyed the partnership with Enterprise Fleet Management. Things are much easier to manage now, and we are saving money on vehicle maintenance."

– Brian Peters, Programs Manager

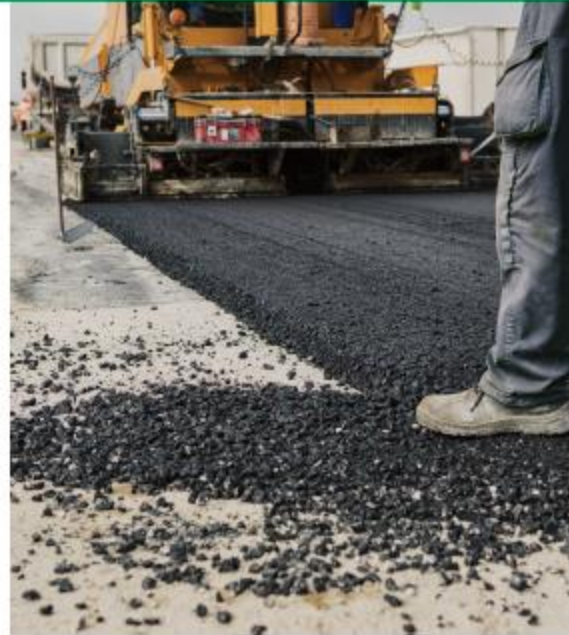
Enterprise Fleet Management also recommended replacing all vehicles owned by the city within a 5-year time frame. This approach will help The City lower maintenance expense from \$153,300 per year to \$26,016 per year.

THE RESULTS

Since their partnership began 4 years ago, Enterprise Fleet Management has helped The City of Fredericksburg transition their fleet vehicles from an average age of 12 years to 4. The City has experienced a significant reduction in costs associated with their fleet program and a decrease in employee downtime. This is due to The City putting their trust in the local Enterprise Fleet Management team's expertise and the fleet planning analytics backing each recommendation. The partnership has given the City visibility into all vehicle costs and budget accordingly.

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

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Key Results

MAINTENANCE
LOWERED BY
83%



SAVED
\$62,052
OVER THE LAST 2
REPLACEMENT YEARS

5 YEAR
REPLACEMENT PLAN



PROGRAM RESOURCES | CITY OF NEW PORT RICHEY, FL

ACCOUNT MANAGEMENT

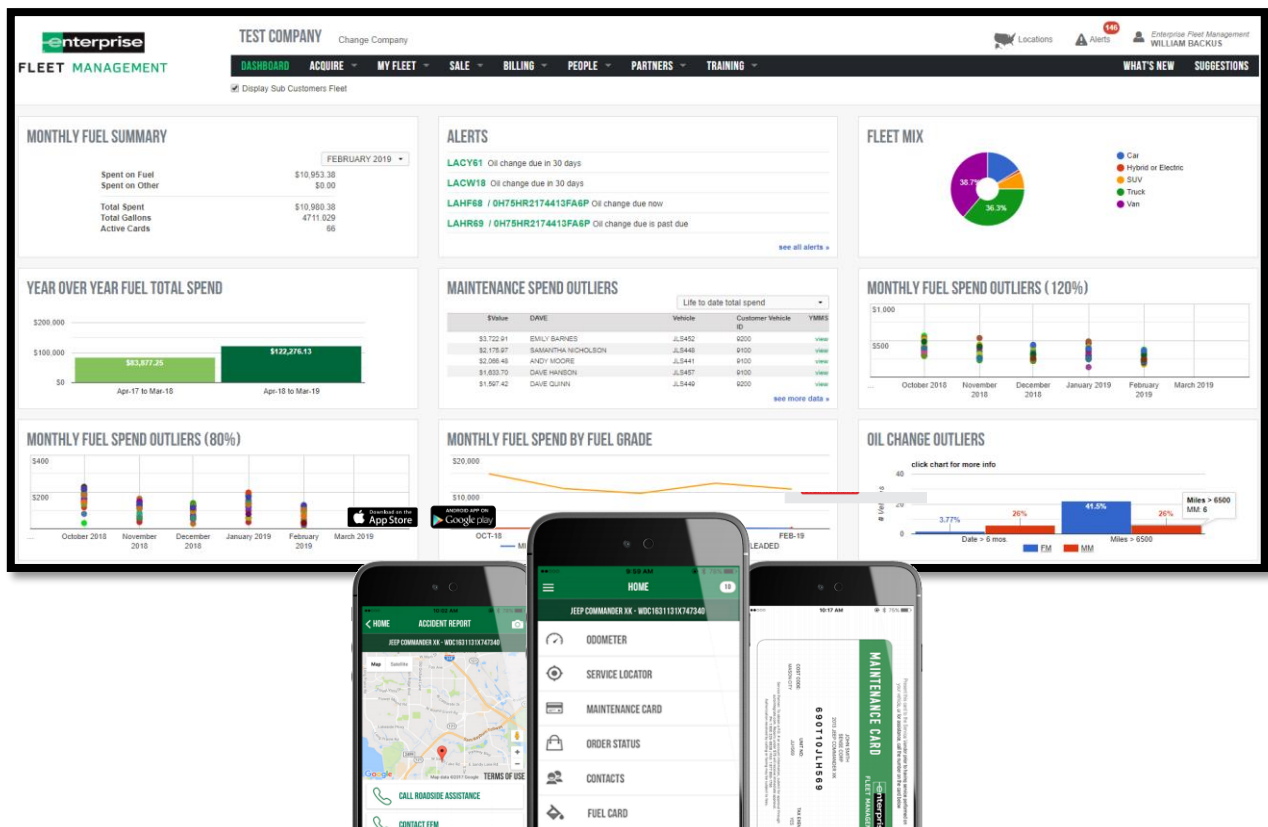
The City of New Port Richey will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 3-4 times a year for both financial and strategic planning.
- Your Account Manager 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 any specific lease or transaction



REFERENCES | CITY OF NEW PORT RICHEY, FL

CURRENT PARTNERS

- Citrus County Sheriff's Office
- Pasco County, FL
- Tampa Bay Water
- Hillsborough Community College
- City of Lake City
- Tampa Housing Authority
- Hendry County Sheriff's Office
- City of Mt. Dora

REFERENCES

Below is a list of at least three (3) client/customer references including company name, contact person, and telephone number.

Company Name: [Citrus County Sheriff's Office](#)

Business Phone #: 352-726-4488

Contact Person: Mike Prendergast, Sheriff

Company Name: [Tampa Bay Water](#)

Business Phone #: 813-929-4568

Contact Person: Ed Davis, Technical Support/Fleet Manager

Company Name: [Pasco County, FL](#)

Business Phone #: 727-861-3089

Contact Person: Brent Wahl, Fleet Director

Company Name: [City of Lake City, FL](#)

Business Phone #: 386-719-5760

Contact Person: Grayson Cayson, Assistant City Manager

CONTRACTS

- E&I
- SOURCEWELL
- TIPS USA