



FLEET MANAGEMENT

FLEET SYNOPSIS | ASHE COUNTY SHERIFF OFFICE



Ashe County Sheriff Office
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FLEET MANAGEMENT

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FLEET SYNOPSIS | ASHE COUNTY SHERIFF OFFICE

Impact of Partnership

BACKGROUND

Location: Jefferson, NC

Industry: Government/ County

Total Vehicles: 43

THE SITUATION

Ashe County Sheriff Office is looking for a solution to reduce the age of the current fleet and create a more sustainable replacement budget/cycle.

- Of the current light and medium duty fleet, 42% is over 5 years old and 33% is over 100,000 miles.
- Older vehicles have higher fuel costs, maintenance costs, and tend to be unreliable.
- It would take almost 10 years to cycle out the entire fleet at current acquisition rates.

THE OBJECTIVES

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

- Utilize an open-end lease* as a funding mechanism, allowing the district to acquire additional vehicles while avoiding a large capital budget outlay.
- Replace aged vehicles with newer models to increase fuel efficiency and safety while reducing maintenance expense. Maintenance and repairs will continue to be completed through the current process.
- Establish a proactive replacement plan that maximizes potential equity at time of resale, reduces operational expenses, and increases safety.

*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 town receives flexibility of ownership, as well as net equity from sale at time of disposal.

CLIENT TESTIMONIAL

"Our customized program will help the Town of Mount Olive operate more efficiently by modernizing its fleet to maximize performance, reduce risk, save time and cut costs,"

- Mount Olive (NC) Mayor Joe Scott.

THE RESULTS

By partnering with Enterprise Fleet Management, Ashe County Sheriff Office will reduce vehicle operating costs significantly by reducing the age of the fleet. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold. By shifting from reactively replacing old vehicles to planning vehicle purchases, the Sheriff Office will be able to replace 18 of its oldest vehicles within a year with no additional budget allocation (compared to paying cash for an average of 4 annual replacements). Furthermore, by utilizing Enterprise's resale channels and selling units at the optimum time, the Ashe County Sheriff Office can implement a 5-year vehicle cycle in which all units remain under warranty while maintaining a sustainable budget year over year.



SAVE
\$43,423
IN 10 YEARS

REDUCE
Fuel &
Maintenance
Costs

**INCREASED VISIBILITY
& TRACKING**

SUPPORTING EVIDENCE | ASHE COUNTY SHERIFF OFFICE

10 Year Cost Going Forward

ASHE COUNTY SHERIFF OFFICE

Cost Going Forward & Fleet Replacement Analysis

Fleet Replacement Plan

	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Year 6	Year 7	Year 8	Year 9	Year 10	TOTAL
SUV (Pursuit Upfit)	10	2	1	2	3	10	2	1	3	3	15
1/2 Ton Pick Up (No Upfit)	1	0	3	0	0	1	0	3	0	0	4
SUV (Admin Upfit)	3	4	1	3	2	3	4	1	3	2	11
1/2 Ton Pick Up (Admin Upfit)	2	1	0	0	1	2	1	0	0	1	3
Pursuit Sedan	2	0	2	0	0	2	0	2	0	0	4
Existing Vehicles	25	18	11	6	0	25	18	11	5	0	2
Fleet Size	43	43	43	43	43	43	43	43	43	43	43

	Phase 1	Phase 2	Phase 3	Phase 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
EFM Annual Payment	\$ 151,283	\$ 211,037	\$ 263,115	\$ 306,640	\$ 340,967	\$ 340,967	\$ 340,967	\$ 340,967	\$ 340,967	\$ 340,967	
EFM Full Maintenance	\$ 15,573	\$ 21,647	\$ 27,980	\$ 32,180	\$ 37,415	\$ 37,415	\$ 37,415	\$ 37,415	\$ 37,415	\$ 37,415	
EFM Projected Fuel	\$ 26,135	\$ 36,821	\$ 47,907	\$ 55,354	\$ 64,550	\$ 64,550	\$ 64,550	\$ 64,550	\$ 64,550	\$ 64,550	
Resale Gains from Existing Fleet	\$ (153,388)	\$ (113,900)	\$ (101,833)	\$ (84,275)	\$ (37,148)	\$ -	\$ -	\$ -	\$ -	\$ -	
Upfront Cost	\$ 86,219	\$ 26,328	\$ 16,090	\$ 21,331	\$ 28,089	\$ 53,824	\$ 20,854	\$ 20,854	\$ 17,875	\$ 17,875	
Existing Vehicles - Maintenance	\$ 36,300	\$ 26,136	\$ 15,972	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance Management - Existing	\$ 1,800	\$ 1,296	\$ 792	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Existing Vehicles - Fuel	\$ 44,068	\$ 31,234	\$ 19,088	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Resale of EFM Units (Phase 1 - 5)	\$ -	\$ -	\$ -	\$ -	\$ (152,035)	\$ (68,681)	\$ (68,480)	\$ (45,966)	\$ (54,460)	\$ (152,035)	
Total Expense	\$ 207,990	\$ 240,599	\$ 289,311	\$ 351,230	\$ 281,838	\$ 427,875	\$ 395,305	\$ 417,819	\$ 406,347	\$ 308,771	AVERAGE
Savings	\$ 129,061	\$ 96,452	\$ 47,739	\$ (14,179)	\$ 55,213	\$ (90,824)	\$ (58,254)	\$ (80,768)	\$ (69,296)	\$ 28,280	\$ 4,342

10-YEAR SAVINGS

\$43,423

Current Fleet

	Phase 1	Phase 2	Phase 3	Phase 4	Phase 5	Year 6	Year 7	Year 8	Year 9	Year 10
Acquisitions	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000	\$ 200,000
Resale	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Maintenance	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436	\$ 62,436
Fuel	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615	\$ 74,615
Total Current Expense	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051	\$ 337,051

	Aug. Annual	Aug. Monthly
Maintenance	\$ 1,452	\$ 121
Fuel	\$ 1,735	\$ 145
Total	\$ 3,187	\$ 266

City of Lincolnton Resale Testimonial

RESALE TESTIMONIAL – CITY OF LINCOLNTON

City of Lincolnton NC Resale Results

Driver	Year	Make	Model	Series	Lease Ending Miles	Months in Service	Delivered Price	Sale Price	NET DIFFERENCE PURCH VS RESALE	RBV	Gross Gain / (Loss)	Net Settlement Amt	Sale Date	Client
Street Dept.	2018	Chevrolet	Silverado 1500	WT 4x4 Double Cab 6.6 ft. box 143.5 in. WB	6,827	34	\$24,129.05	\$30,000.00	\$5,870.95	\$14,419.33	\$15,580.67	\$15,580.67	10/27/2020	City Of Lincolnton Nc
Water Plant (7100)	2018	Chevrolet	Silverado 1500	WT 4x2 Double Cab 6.6 ft. box 143.5 in. WB	9,167	34	\$21,128.15	\$25,000.00	\$3,871.85	\$11,748.65	\$13,251.35	\$13,251.35	10/26/2020	City Of Lincolnton Nc
Waste Treatment	2018	Chevrolet	Silverado 1500	WT 4x2 Double Cab 6.6 ft. box 143.5 in. WB	15,580	34	\$21,128.15	\$24,500.00	\$3,371.85	\$11,902.51	\$12,597.49	\$12,597.49	10/26/2020	City Of Lincolnton Nc
Waste Treatment	2018	Chevrolet	Silverado 1500	WT 4x4 Double Cab 6.6 ft. box 143.5 in. WB	8,454	34	\$24,129.05	\$27,500.00	\$3,370.95	\$14,419.33	\$13,080.67	\$13,080.67	11/12/2020	City Of Lincolnton Nc
Pool Vehicle	2019	Chevrolet	Silverado 2500HD	WT 4x4 Crew Cab 6.6 ft. box 153.7 in. WB	14,251	21	\$29,357.20	\$32,500.00	\$3,142.80	\$22,760.45	\$9,739.55	\$9,739.55	10/20/2020	City Of Lincolnton Nc
Waste Treatment	2018	Chevrolet	Silverado 1500	WT 4x4 Crew Cab 5.75 ft. box 143.5 in. WB	8,264	34	\$26,291.03	\$29,000.00	\$2,708.97	\$15,640.86	\$13,359.14	\$13,359.14	10/13/2020	City Of Lincolnton Nc
Dist & Collect (7110)	2018	Chevrolet	Silverado 2500HD	WT 4x4 Double Cab 6.6 ft. box 144.2 in. WB	33,413	34	\$28,212.41	\$30,500.00	\$2,287.59	\$16,947.74	\$13,552.26	\$13,136.46	10/26/2020	City Of Lincolnton Nc
Street (4520)	2018	Chevrolet	Silverado 2500HD	WT 4x4 Double Cab 6.6 ft. box 144.2 in. WB	18,526	34	\$28,212.41	\$30,000.00	\$1,787.59	\$16,947.74	\$13,052.26	\$13,052.26	10/27/2020	City Of Lincolnton Nc
							TOTAL	\$26,413		TOTAL	\$103,798			

PROGRAM RESOURCES | ASHE COUNTY SHERIFF OFFICE

ACCOUNT MANAGEMENT

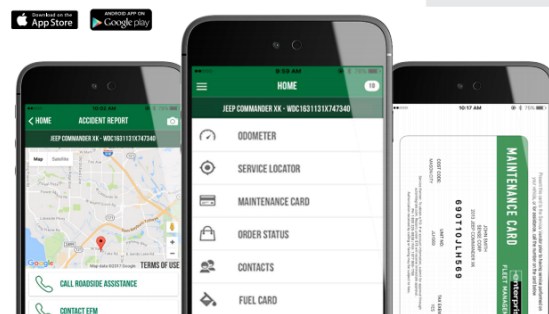
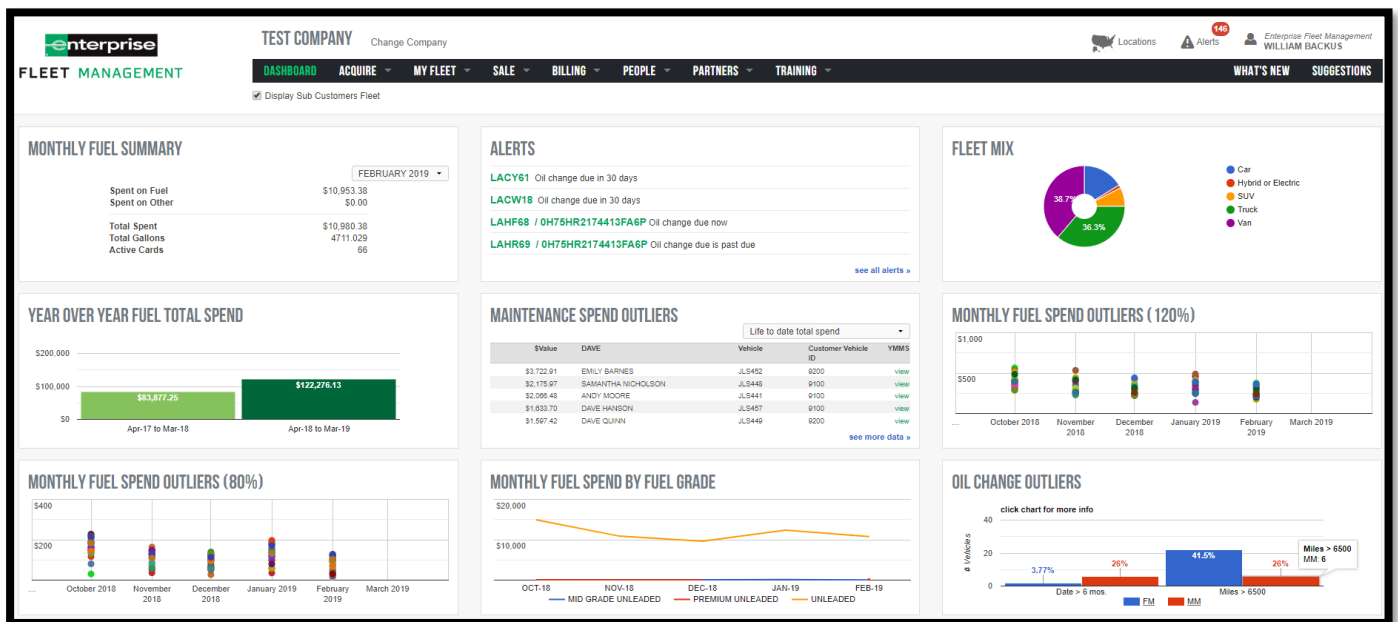
The Ashe County Sheriff Office will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- 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



MEDIA & CASE STUDY| ASHE COUNTY SHERIFF OFFICE

Town Finds Savings With Enterprise Fleet Management

BY KEN CONNERS · DECEMBER 18, 2018 · 2 COMMENTS
LOCAL ·



The Town of Mount Olive is partnering with Enterprise Fleet Management to upgrade its fleet while also reducing costs. Through the partnership, the Town expects to save over \$300,000 over the next ten years. Enterprise Fleet Management is helping the Town replace its aging fleet with a variety of vehicles that will reduce maintenance costs, be more fuel efficient and more reliable. These new vehicles will be equipped with the latest in safety and crash-avoidance technology. Law enforcement and all other Town departments will be receiving the initial group of new vehicles starting in January of 2019.

The Town of Mount Olive currently operates 49 vehicles not including firefighting equipment. Enterprise has helped us right size our current fleet of vehicles, and over a five year period will replace all vehicles with newer, more fuel efficient models that require far less maintenance. That will save the Town money that can be used to improve the Town's overall financial health.

Enterprise Fleet Management operates one of the nation's largest service departments, comprising more than 100 Automotive Service Excellence (ASE)-certified technicians. The National Service Department has been recognized with the ASE "Blue Seal of Excellence" award for 21 consecutive years, an industry record.

After analyzing the Town's needs, Enterprise Fleet Management identified ways to manage its fleet more efficiently and developed a strategy that includes replacing outdated vehicles every five years. Enterprise is delivering an initial 20 vehicles to the Town in the first year.

The Town has been operating a fleet of 49 vehicles 35 of which are over 10 years old. Half of those vehicles are over 20 years old. These new vehicles will provide a 40 percent improvement in fuel economy as well as reducing maintenance costs by as much as 66 percent.

"Our customized program will help the Town of Mount Olive operate more efficiently by modernizing its fleet to maximize performance, reduce risk, save time and cut costs," said Mount Olive Mayor Joe Scott.

Commissioner Barbara Kornegay brought this program to the Mount Olive Town Board's attention in November after seeing an article in the North Carolina League of Municipalities "Southern Cities" publication. The Mount Olive Town Board of Commissioners unanimously approved this agreement at their December 3rd regularly scheduled Board meeting.

<http://goldsbordailynews.com/blog/2018/12/18/town-finds-savings-with-enterprise-fleet-management/>



FLEET MANAGEMENT

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REFERENCES | ASHE COUNTY SHERIFF OFFICE

CURRENT NORTH CAROLINA PARTNERS

- Henderson County Board of Education
- Cleveland County Board of Education
- Lincoln County Board of Education
- Jackson County Board of Education
- Bertie County, NC
- Stokes County, NC
- Orange County, NC
- Stanly County, NC
- Onslow County, NC
- City of Hendersonville
- City of Shelby
- City of Spring Lake
- Town of Mount Olive
- City of Shelby
- Bessemer City
- City of Lincolnton
- University of North Carolina, Chapel Hill
- Asheville Buncombe Technical Community College
- City of Fayetteville PD
- City of Raleigh PD
- Charlotte Housing Authority

REFERENCES

Below is a list of four (3) local client/customer references including entity, contact person, and telephone number.

Company Name: **City of Lincolnton**

Business Phone #: 704-736-8980

Contact Person: Ritchie Hayes, City Manager

Company Name: **Stokes County**

Business Phone #: 336-593-2452

Contact Person: Glenda Pruitt, Director of Support Services

Company Name: **Town of Mount Olive**

Business Phone #: 919-658-9539

Contact Person: Charles Brown, Town Manager

COOPERATIVES

- Sourcwell # 060618-EFM
- TIPS #190402

