

Azusa USD



FLEET MANAGEMENT



References



Since 2017,
Ryan DiGuilo



Since 2016,
Nelson
Cayabyab



Since 2016, David
Jaynes



Since 2022,
Julie Arthur



Since 2015
Tamara Letourneau



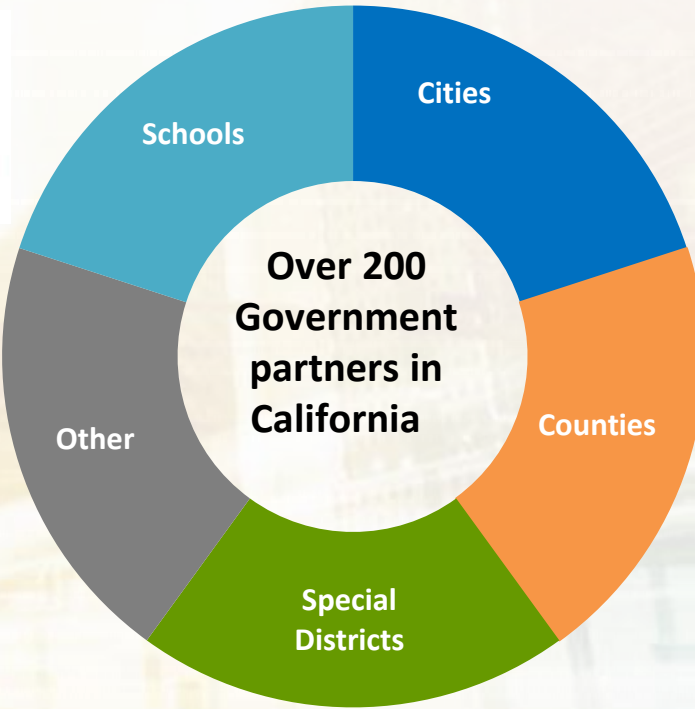
Since 2012
James
Makshanof



Since 2018
Cathy
Burke



Since 2017
Desiree Reyes

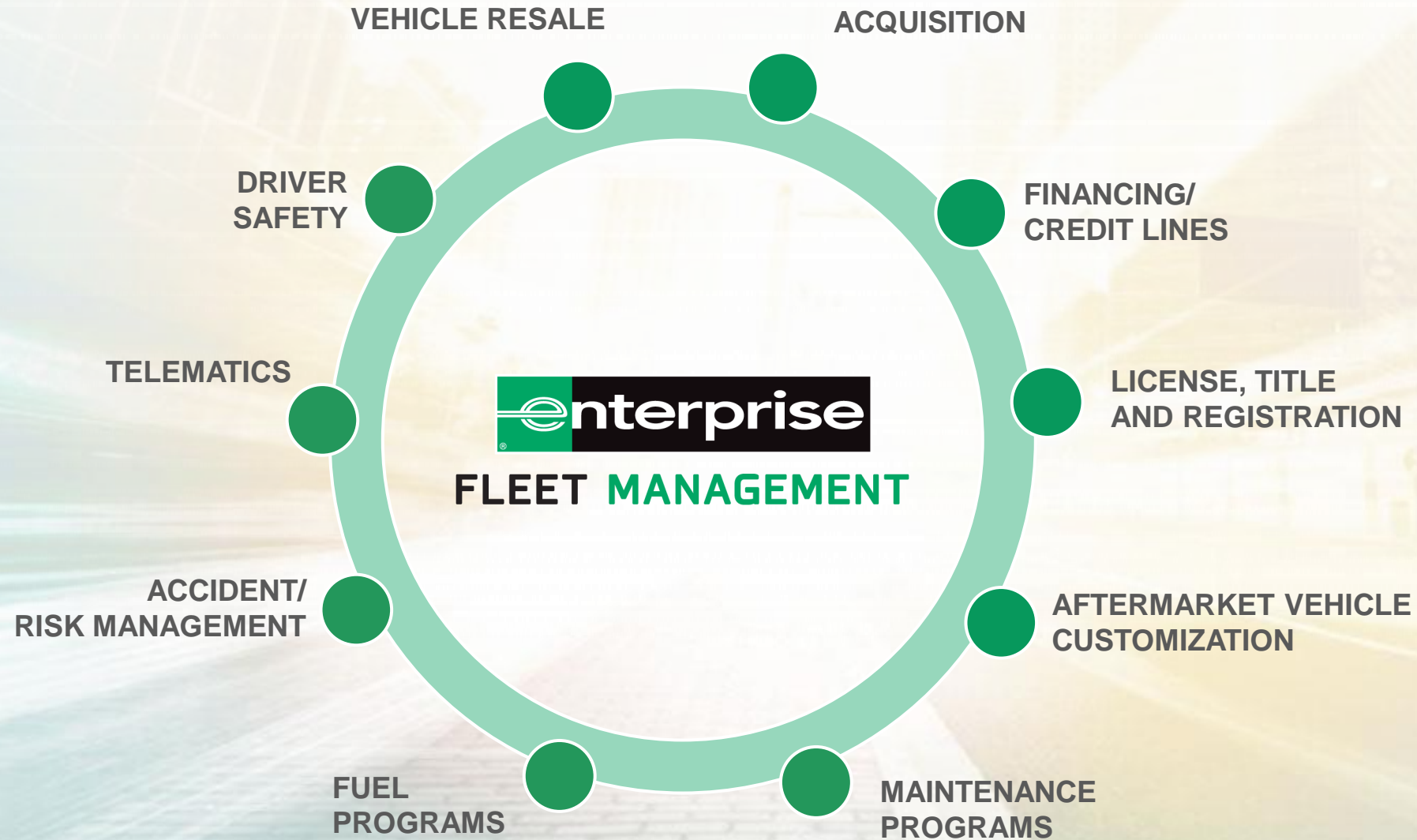


“The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City’s dynamic fleet needs without sacrificing service.”

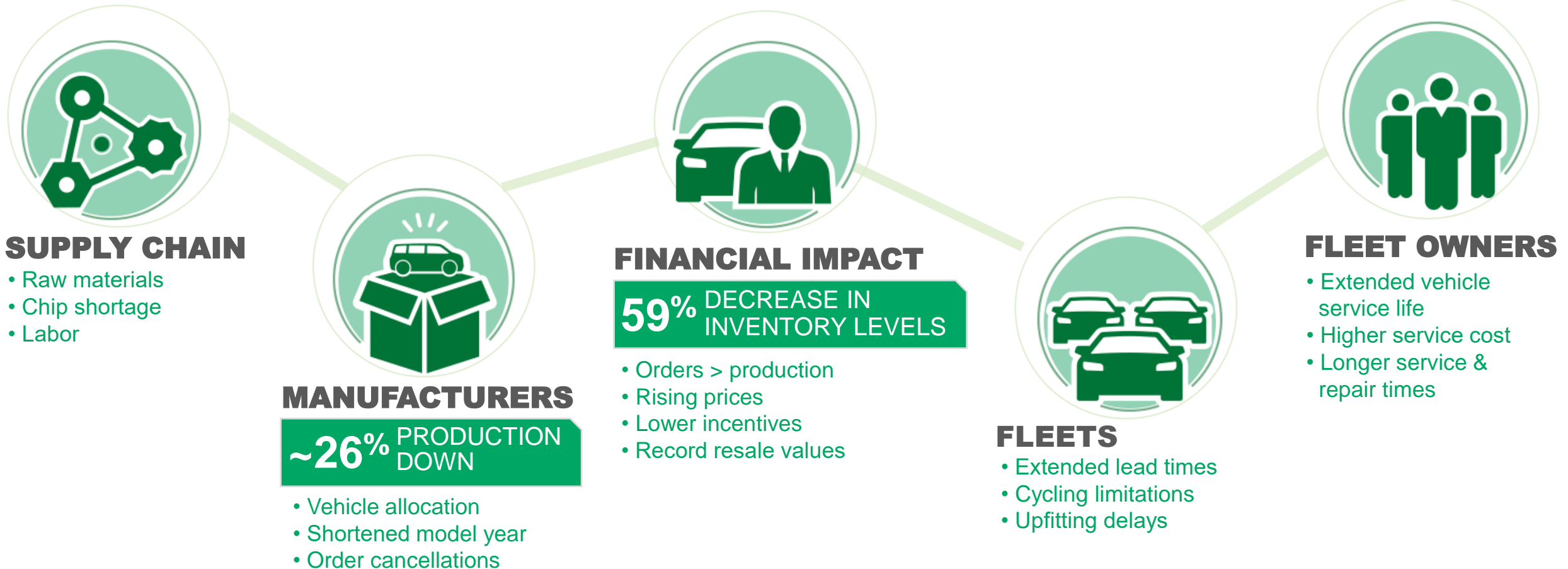
– Lisa Fowler, Public Works Manager- Administration & Fleet

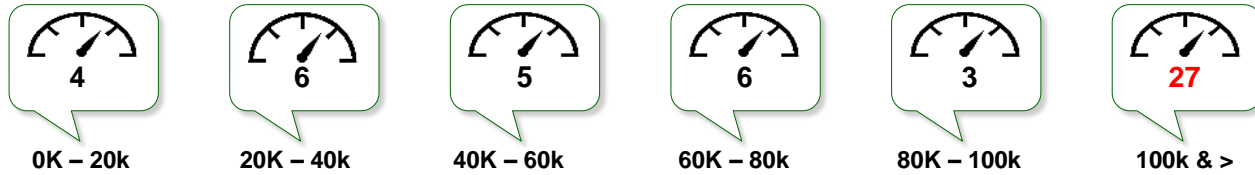
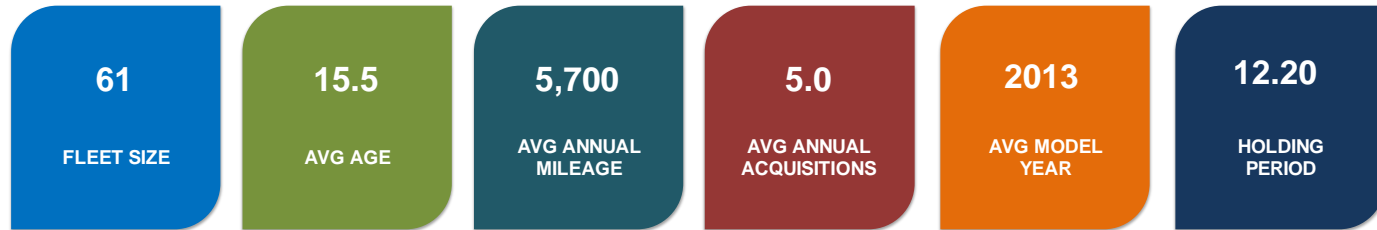


DELIVERING SOLUTIONS. DRIVING RESULTS.

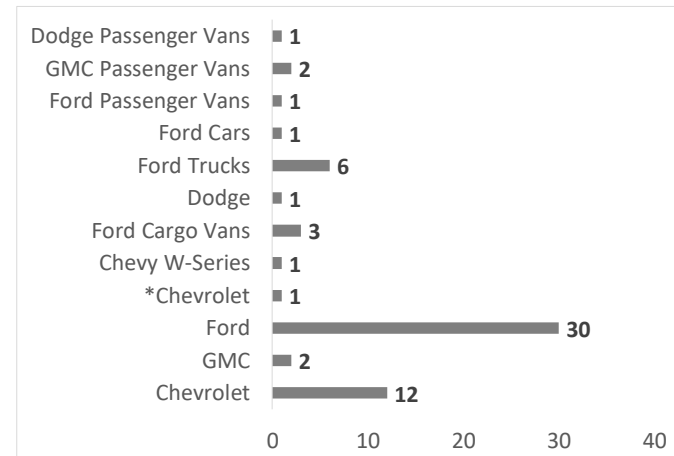
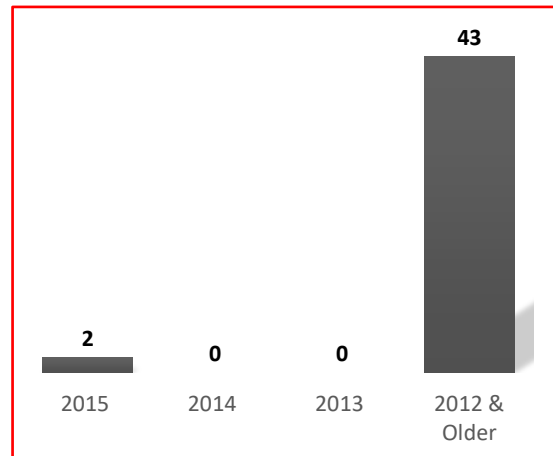
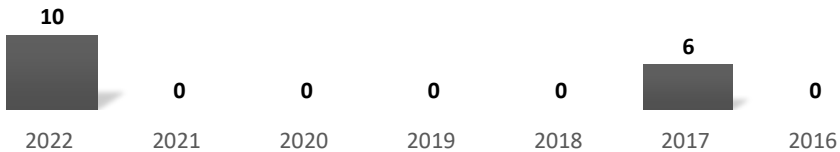
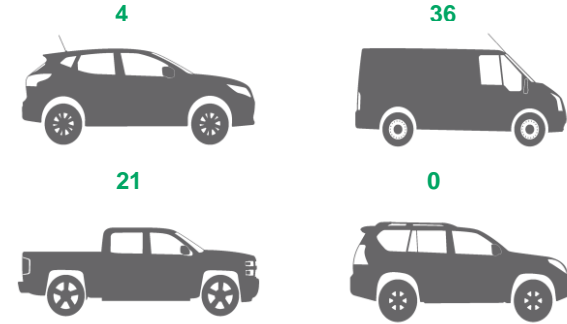


AUTOMOTIVE INDUSTRY DISRUPTION





Vehicle Class



Government Buying Power



2022
Super Duty F-250 XL
Starting at \$43,035

← FORD'S WEBSITE

Retail
Pricing

Government Pricing

\$36,315

BLACK BOOK (CVI) RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
Hold 1 Year	5,400	\$39,353	-\$3,038
Hold 3 Years	16,200	\$32,353	\$3,692
Hold 5 Years	27,000	\$22,660	\$13,655
Hold 12+ Years	65,000	\$1000	\$35,315

FLEXIBLE FUNDING OPTIONS

Cash Purchase

\$36,315

Vehicle Cost



Paid down to \$0

Finance

\$36,315

Vehicle Cost

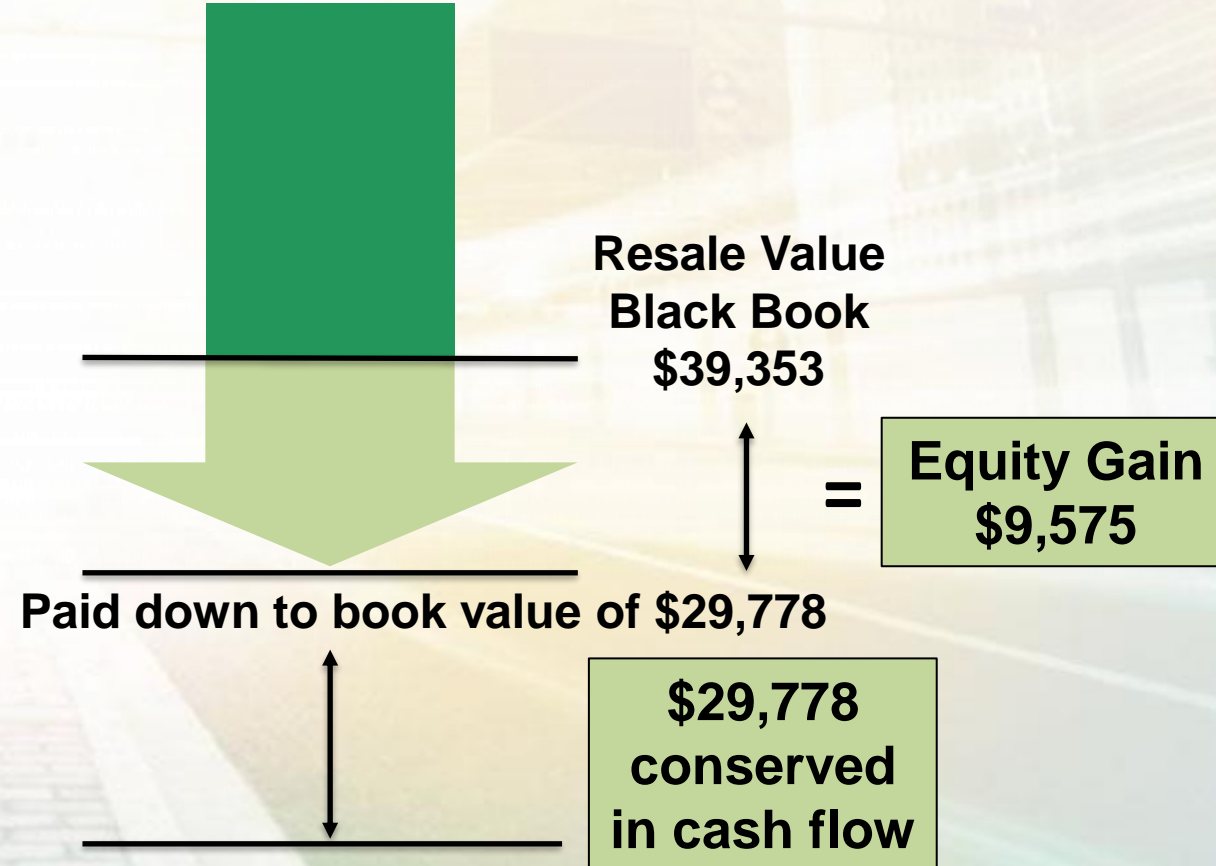


Paid down to \$0

Open-End Equity Lease

\$36,315

Vehicle Cost



OPEN END EQUITY LEASING

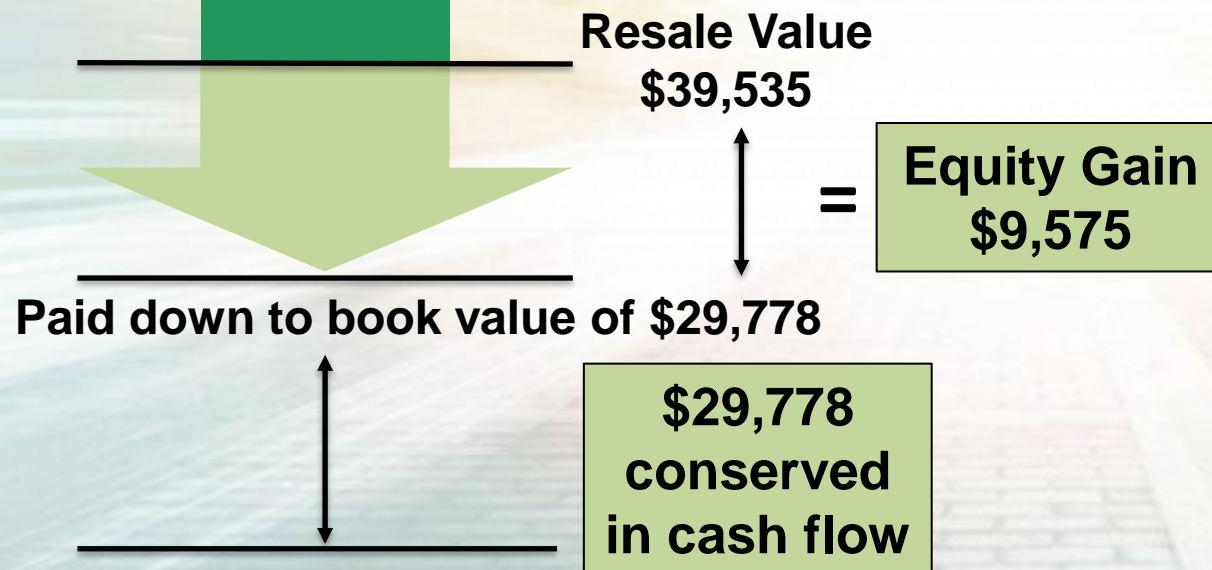
Open-End Equity Lease

\$36,315

Vehicle Cost

- Improve cash flow
- No mileage restrictions or wear and tear charges
- Lease terms structured based on total cost of ownership
- Upfit and utilize the vehicle just like if you own it

2022 Ford F-250 XL



- Payment = \$870 per month, \$10,440 annually
- Cash Purchase = \$36,315
- EFM Option = Lease 3 trucks for the same cost

ACQUISITION



Factory Ordering



Infrastructure On Stock



Incentive Strategy



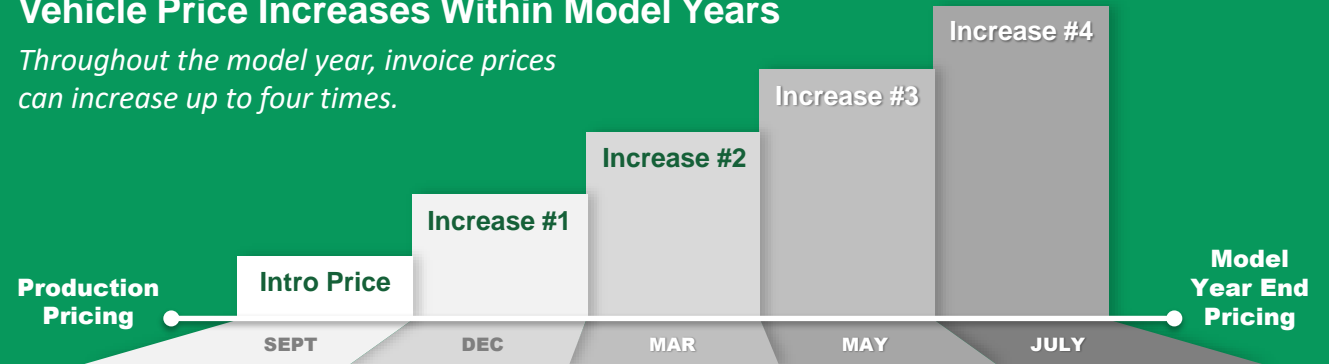
Order Timing



Aftermarket Process & Logistics

Vehicle Price Increases Within Model Years

Throughout the model year, invoice prices can increase up to four times.



LAST YEAR ALONE,
ENTERPRISE FLEET MANAGEMENT
COLLECTED
\$55 MILLION
IN MANUFACTURER
INCENTIVES FOR CLIENTS.

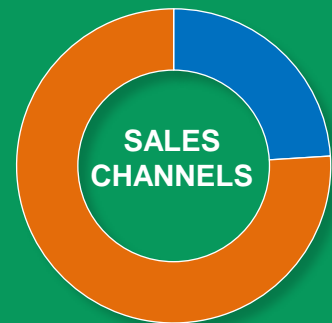


VEHICLE DISPOSAL

700 DEDICATED
REMARKETING EMPLOYEES



150 REMARKETING
LOTS IN NORTH AMERICA



■ AUCTION 15%
■ DIRECT
TO
DEALER 85%

19,000+
UNIQUE BUYERS



IN 2021, ENTERPRISE
SOLD OVER
1,100,000
VEHICLES.

COMMERCIAL SALES
EXCEEDED AT AN
AVERAGE OF
118.4%
OVER
BLACK BOOK (CVI).

TELEMATICS



FLEET

- Improve MPG
- Decrease Idling
- Reduce Speeding
- Engine Diagnostics
- Vehicle Maintenance



SAFETY

- Risk & Safety Reports
- In-vehicle Coaching
- Accident Notifications
- Seatbelt Usage
- Driving in Reverse



PRODUCTIVITY

- Customer Svc. Time
- Identify Unplanned Stops
- Drive Time vs. Customer Service Time

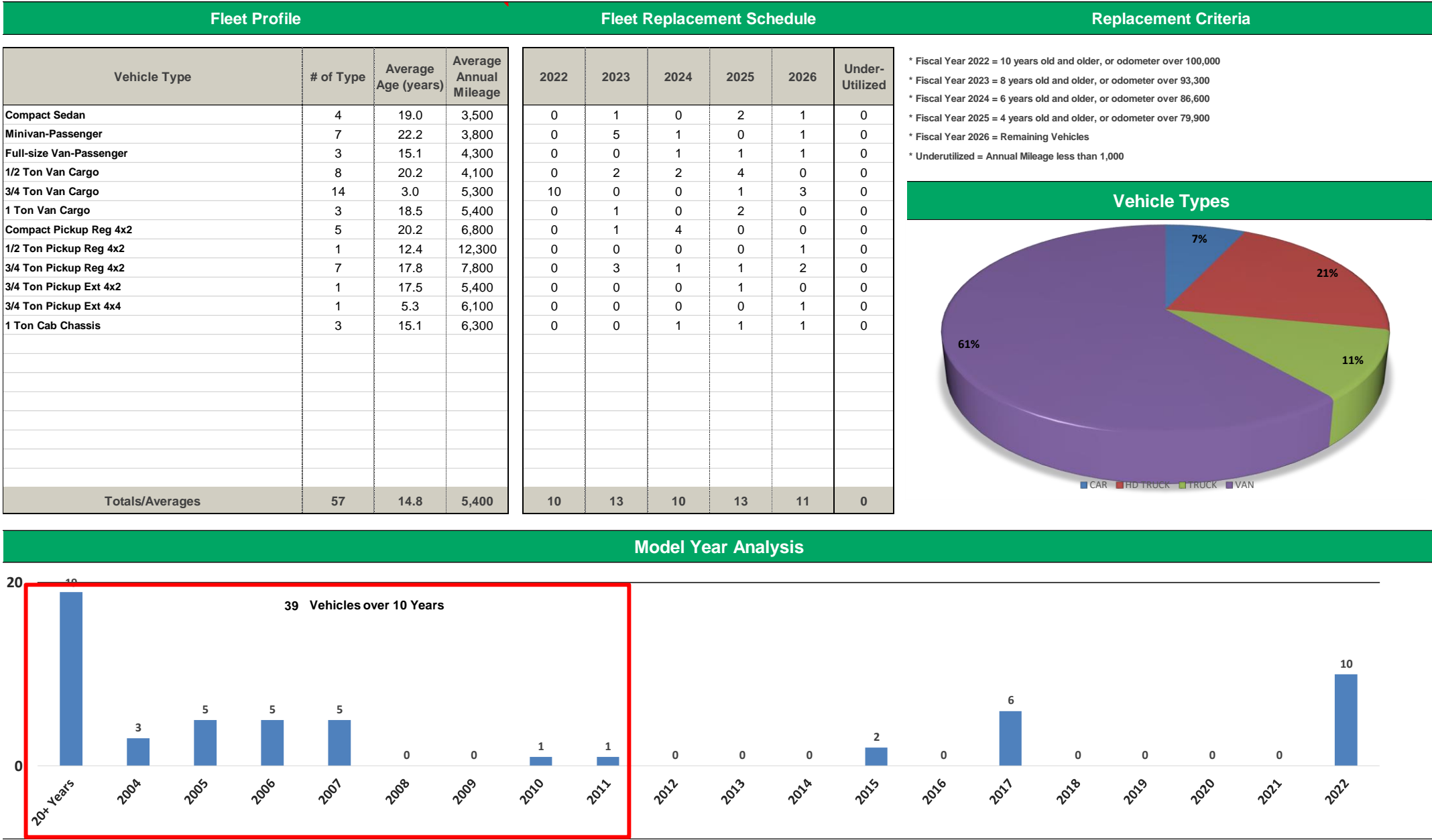


COMPLIANCE

- HOS
- *DVIR*
- *IFTA*
- *Driver e-logs*
- *Reduce Paperwork*



Azusa Unified School District - Fleet Profile

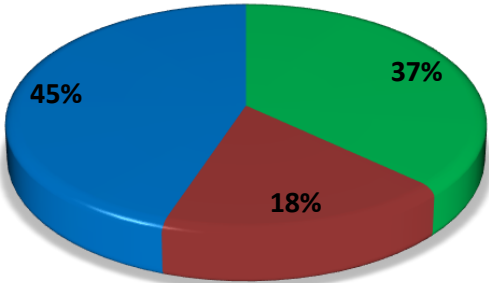


Azusa Unified School District - Fleet Planning Analysis

Fleet Costs Analysis

Current Fleet	57	Fleet Growth	0.00%	Proposed Fleet	57
Current Cycle	11.40	Annual Miles	5,400	Proposed Cycle	4.26
Current Maint.	\$100.00			Proposed Maint.	\$29.93
Maint. Cents Per Mile	\$0.22	Current MPG	10	Price/Gallon	\$4.45

Fleet Mix				Fleet Cost							Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Incl. Tax												
Average	57	5.0	57	0	166,614	0			68,400	136,971	371,985	0
'22	57	10	47	10	0	82,353	-10,000		59,992	132,165	264,510	107,475
'23	57	13	34	23	0	215,635	-7,211	-6,148	49,061	125,917	377,254	-5,269
'24	57	11	24	33	0	245,766	-8,380	-30,740	40,653	121,111	368,410	3,574
'25	57	18	11	46	0	304,976	-22,181	-65,042	29,722	114,863	362,338	9,646
'26	57	19	0	57	0	377,067	-146,895	-144,109	20,474	109,577	216,113	155,871
'27	57	17	0	57	0	377,067		-154,772	20,474	109,577	352,345	19,640
'28	57	17	0	57	0	377,067		-158,027	20,474	109,577	349,090	22,895
'29	57	17	0	57	0	377,067		-146,735	20,474	109,577	360,382	11,603
'30	57	18	0	57	0	377,067		-125,725	20,474	109,577	381,393	-9,408
'31	57	15	0	57	0	377,067		-201,966	20,474	109,577	305,151	66,833
									10 Year Savings		\$382,860	



Fuel Maintenance Purchase

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	10	13	10	13	11	0
Est \$	\$1,000	\$555	\$838	\$1,706	\$13,354	\$0
TOTAL	\$10,000	\$7,211	\$8,380	\$22,181	\$146,895	\$0
Estimated Current Fleet Equity**					\$194,668	

* 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.

KEY OBJECTIVES

Lower average age of the fleet

68% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

Reduce operating costs

Newer vehicles have a significantly lower maintenance expense

Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

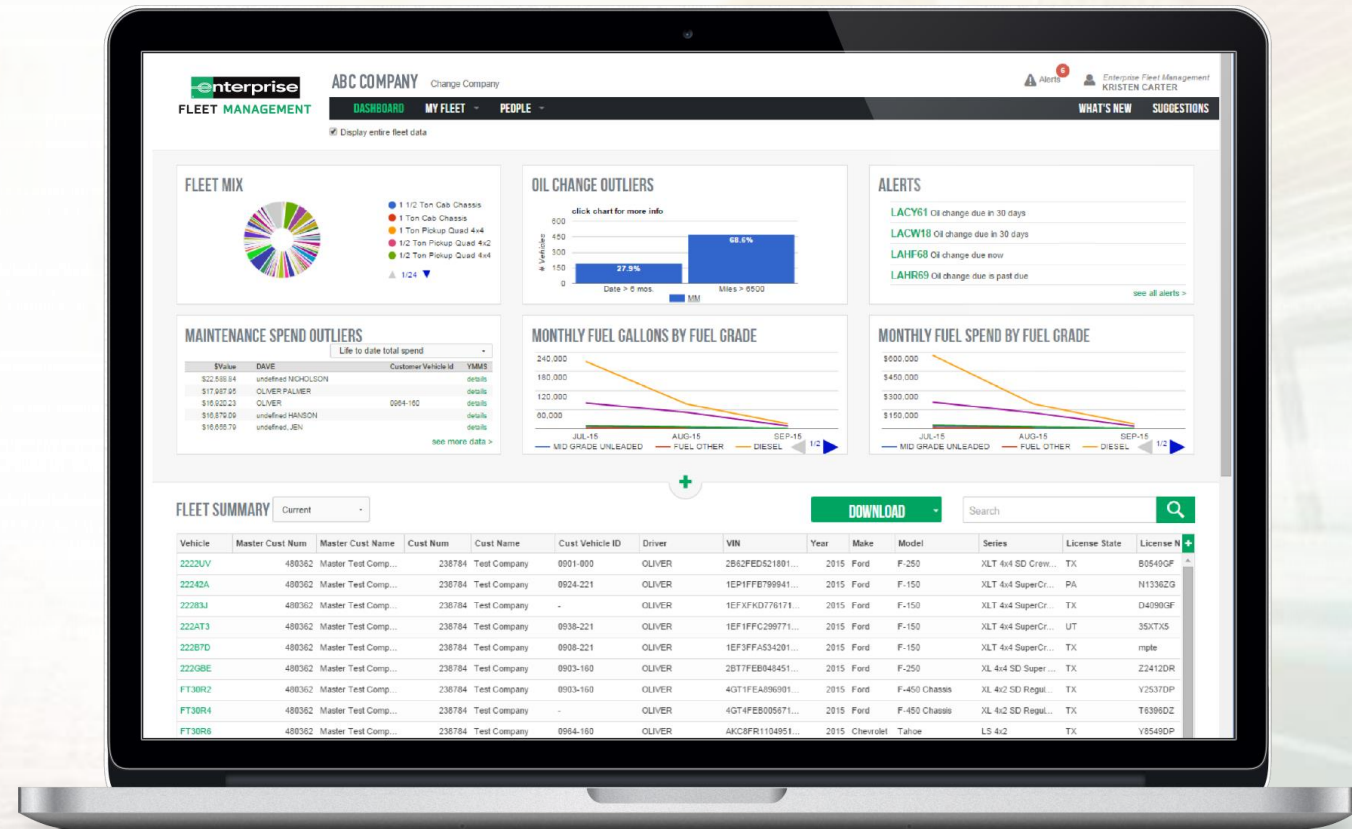
Currently vehicle budget is underfunded



FLEET MANAGEMENT

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



Annual Client Review

If we don't measure it, you can't improve it:

- Web based solution for the EFM team to evaluate the prior year's fleet performance
- Analyze all fleet costs including *maintenance, fuel, insurance, depreciation, etc.*
- Document future goals to develop the best possible fleet cycling plan for the future of the fleet

Fleet Planning Tool Kit

Purchase the right vehicle at the right cost:

- Online vehicle selector allowing Enterprise to compare up to 6 vehicles side-by-side
- Integrate all costs for a total cost analysis: *monthly vehicle costs, replacement schedules, maintenance, taxes, fuel, etc .*
- Determine the best time to replace your vehicles

