Azusa USD



FLEET MANAGEMENT

References



Sourcewell Sourcewell - Lisa Fown

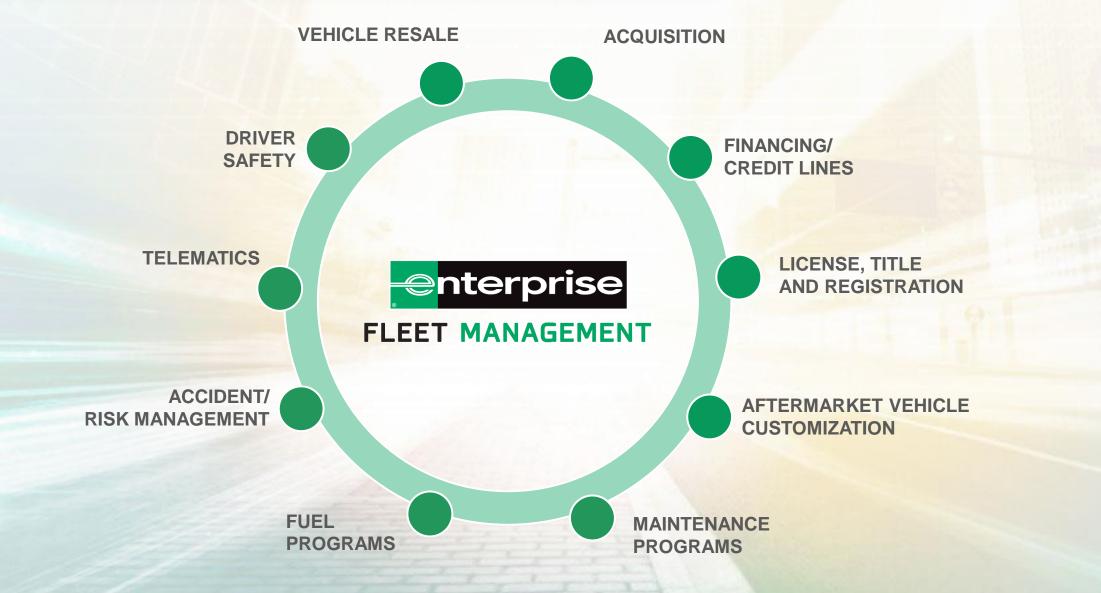
"The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City's dynamic fleet needs without sacrificing service."

City of San Marcos

- Lisa Fowler, Public Works Manager- Administration & Fleet

DELIVERING SOLUTIONS. DRIVING RESULTS.





CONFIDENTIAL AND PROPRIETARY

INDUSTRY UPDATE



AUTOMOTIVE INDUSTRY DISRUPTION



- Raw materials
- Chip shortage
- Labor





- Orders > production
- Rising prices
- Lower incentives
- Record resale values



FLEETS

- Extended lead times
- Cycling limitations
- Upfitting delays



FLEET OWNERS

- Extended vehicle service life
- Higher service cost
- Longer service & repair times

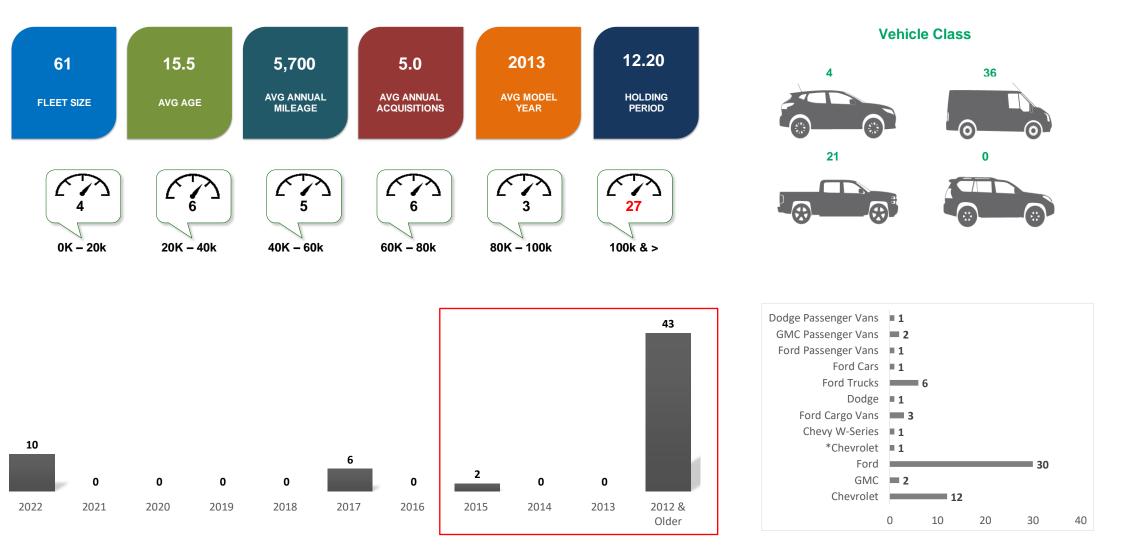
- Vehicle allocation
- Shortened model year

MANUFACTURERS

~26[%] PRODUCTION DOWN

Order cancellations





Government Buying Power



2022 Super Duty F-250 XL

Starting at \$43,035

← FORD'S WEBSITE

Retail Pricing

Government Pricing

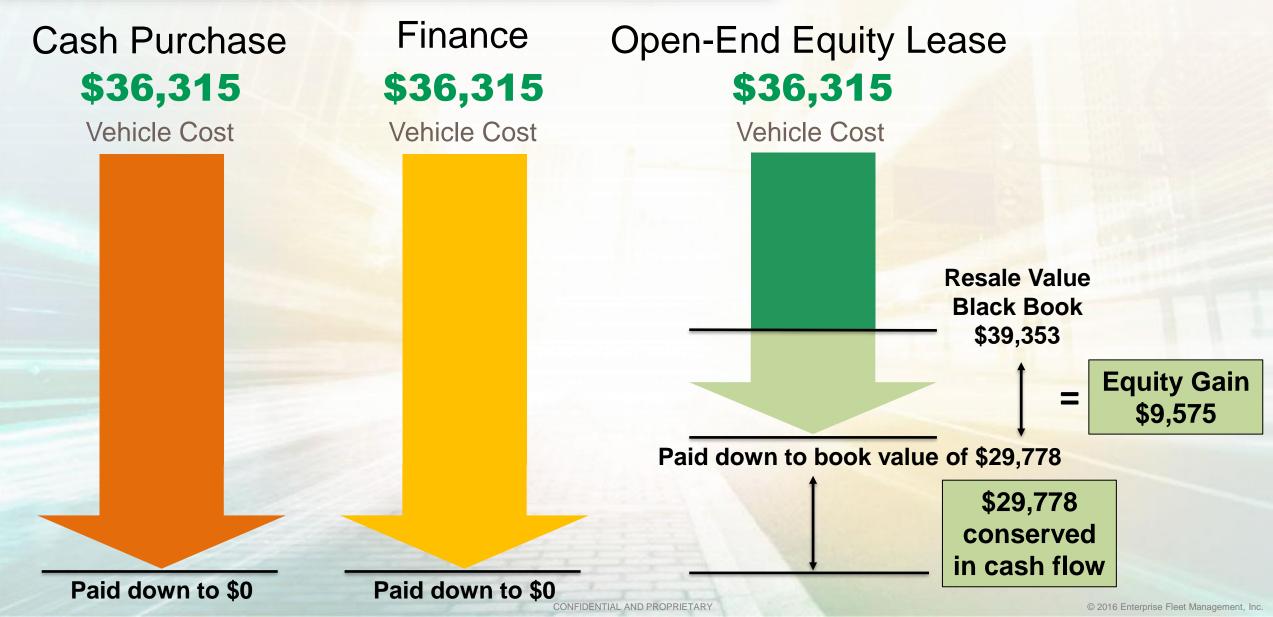
\$36,315

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

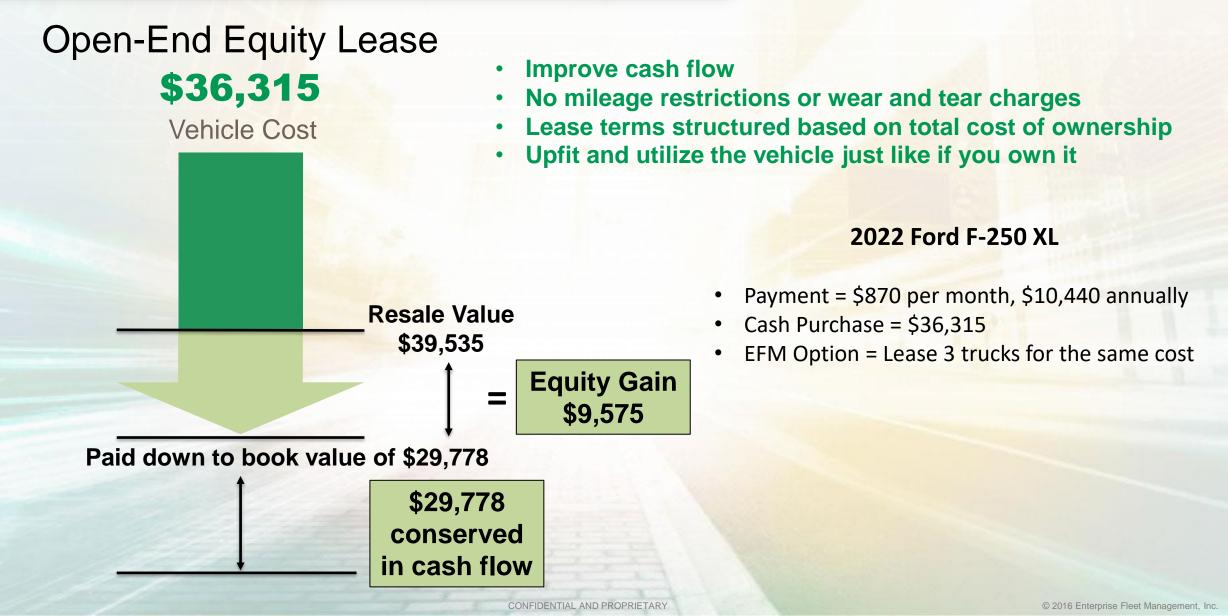
FLEXIBLE FUNDING OPTIONS





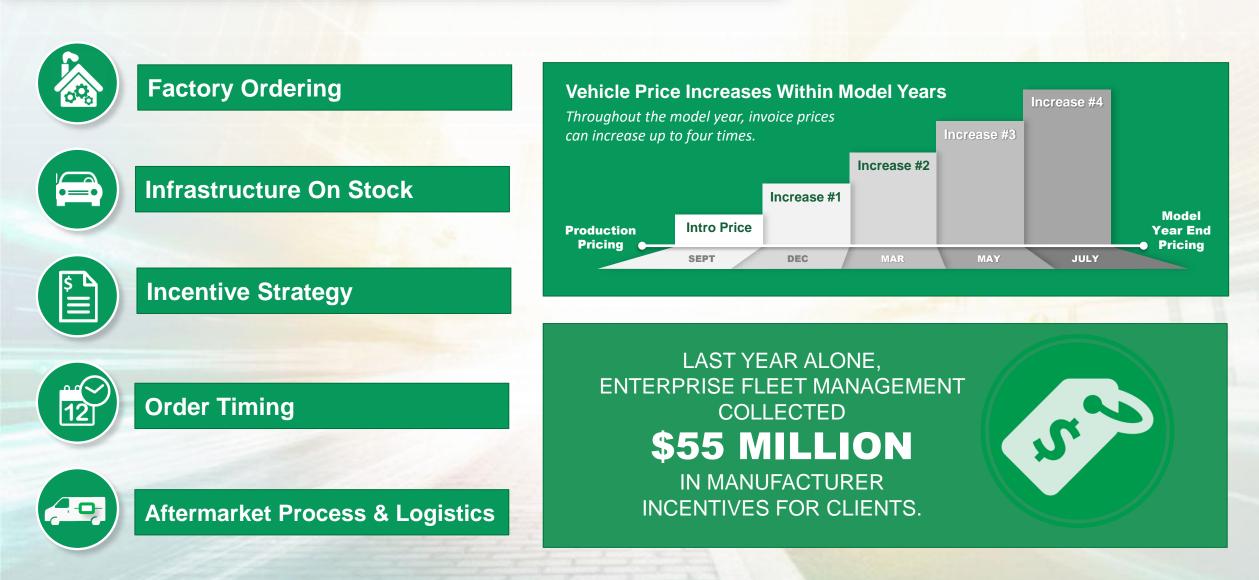
OPEN END EQUITY LEASING





ACQUISITION

Therprise FLEET MANAGEMENT









CONFIDENTIAL AND PROPRIETARY

TELEMATICS

FLEET MANAGEMENT

\$		Ċ	
FLEET	SAFETY	PRODUCTIVITY	COMPLIANCE
 Improve MPG Decrease Idling Reduce Speeding Engine Diagnostics Vehicle Maintenance 	 Risk & Safety Reports In-vehicle Coaching Accident Notifications Seatbelt Usage Driving in Reverse 	 Customer Svc. Time Identify Unplanned Stops Drive Time vs. Customer Service Time 	 HOS DVIR IFTA Driver e-logs Reduce Paperwork

GEOTAB

Azusa Unified School District - Fleet Profile

Fleet Profile	e				Fleet I	Replace	ment Sch	nedule		Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2022	2023	2024	2025	2026	Under- Utilized	 * Fiscal Year 2022 = 10 years old and older, or odometer over 100,000 * Fiscal Year 2023 = 8 years old and older, or odometer over 93,300 * Fiscal Year 2024 = 6 years old and older, or odometer over 86,600
Compact Sedan	4	19.0	3,500	0	1	0	2	1	0	* Fiscal Year 2025 = 4 years old and older, or odometer over 79,900
Minivan-Passenger	7	22.2	3,800	0	5	1	0	1	0	* Fiscal Year 2026 = Remaining Vehicles
Full-size Van-Passenger	3	15.1	4,300	0	0	1	1	1	0	* Underutilized = Annual Mileage less than 1,000
1/2 Ton Van Cargo	8	20.2	4,100	0	2	2	4	0	0	
3/4 Ton Van Cargo	14	3.0	5,300	10	0	0	1	3	0	
1 Ton Van Cargo	3	18.5	5,400	0	1	0	2	0	0	Vehicle Types
Compact Pickup Reg 4x2	5	20.2	6,800	0	1	4	0	0	0	7%
1/2 Ton Pickup Reg 4x2	1	12.4	12,300	0	0	0	0	1	0	170
3/4 Ton Pickup Reg 4x2	7	17.8	7,800	0	3	1	1	2	0	21%
3/4 Ton Pickup Ext 4x2	1	17.5	5,400	0	0	0	1	0	0	
3/4 Ton Pickup Ext 4x4	1	5.3	6,100	0	0	0	0	1	0	
1 Ton Cab Chassis	3	15.1	6,300	0	0		1		0	61% 11%
Totals/Averages	57	14.8	5,400	10	13	10	13	11	0	

Model Year Analysis 39 Vehicles over 10 Years 20x Years



4/14/2022

Azusa Unified School District - Fleet Planning 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 Costs Analysis

		Fleet Mix					Fle	eet Cost				Annual		
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash		
						Incl. Tax							45%	
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	18%	
'24	57	11	24	33	0	245,766	-8,380	-30,740	40,653	121,111	368,410	3,574	18%	
'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	Fuel Maintenance	
'31	57	15	0	57	0	377,067		-201,966	20,474	109,577	305,151	66,833		
									10) Year Saving	gs	\$382,860	Avg. Sustainable Savings	

	Cu		eet ⊏qu	ity Anal	ysis	
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
	Estimate	d Current Fle	eet Equity**		\$19	4,668

Current Elect Equity Analysis

* 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 Maintenace 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

RESOURCES

Fleet Technology



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

FLEET MIX	1 1/2 Ten Cab Chas 1 Ten Cab Chass 1 Ten Cab Chass 1 Ten Pickup Cual 1/2 Ten Pickup Cual	4x4 d 4x2 d 4x4	Click chart for m		68.6%		1	ERTS ACY61 Of change	due in 30 days		
			0 Date > 6		Mies > 6500		1	ACW18 Oil chang AHF68 Oil change AHR69 Oil change	e due now		see all alerts
Division Division 522 888 44 worksteine NICHOLDDN 517 887 55 OLVER PALIER 316 870 50 worksfreid HARDON 316 870 59 worksfreid HARDON 516 800 79 worksfreid JBN	Ife to date total spend Customer Vehicle Id Y d d 0004-160 d d	· 2 MMS 2 etais 1 etais 1 etais 1 etais 2 etais 2 etais 2	AONTHLY FUEL CA 240,000 120,000 00,000 JUL-15 MID GRADE UNLEAD	AUG-15	5 SEP-15	12	\$0 54 53 \$1	00,000 50,000 50,000 50,000 JUL-15 – MID GRADE UNLE	AUG-15 AUG-15 FUEL OTH	SE	P-15 1/2
	r Cust Name Cust Num	Cust Name	Cust Vehicle ID	Driver	VIN	Year	Make	Model	Series	License State	License
2222UV 480362 Maste	r Test Comp 238784	Test Company	0901-000	OLIVER	2862FED521801	2015	Ford	F-250	XLT 4x4 SD Crew	TX	B0549GF
22242A 480362 Maste	r Test Comp 238784	Test Company	0924-221	OLIVER	1EP1FFB799941	2015	Ford	F-150	XLT 4x4 SuperCr	PA	N1336ZG
22283J 480362 Maste	r Test Comp 238784	Test Company	-	OLIVER	1EFXFKD776171	2015	Ford	F-150	XLT 4x4 SuperCr	TX	D4090GF
222AT3 480362 Maste	r Test Comp 238784	Test Company	0938-221	OLIVER	1EF1FFC299771	2015	Ford	F-150	XLT 4x4 SuperCr	UT	35XTX5
222B7D 480362 Maste	r Test Comp 238784	Test Company	0908-221	OLIVER	1EF3FFA534201	2015	Ford	F-150	XLT 4x4 SuperCr	TX	mpte
222GBE 480362 Maste	r Test Comp 238784	Test Company	0903-160	OLIVER	2BT7FEB048451	2015	Ford	F-250	XL 4x4 SD Super	TX	Z2412DR
FT30R2 480362 Maste	r Test Gomp 238784	Test Company	0903-160	OLIVER	4GT1FEA896901	2015	Ford	F-450 Chassis	XL 4x2 SD Regul	TX	Y2537DP
FT30R4 480362 Maste	r Test Comp 238784	Test Company		OLIVER	4GT4FEB005671	2015	Ford	F-450 Chassis	XL 4x2 SD Regul	TX	T6396DZ
	r Test Comp 238784	Test Company	0964-160	OLIVER	AKC8FR1104951		Chevrolet				Y8549DP

RESOURCES

Fleet Technology

FLEET MANAGEMENT

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

