

# NEW VEHICLES AT OR BELOW BUDGET

CONFIDENTIAL AND PROPRIETARY

# **ENTERPRISE HOLDINGS OVERVIEW**





CONFIDENTIAL AND PROPRIETARY

# **EFM OVERVIEW**

Government



# 1400+

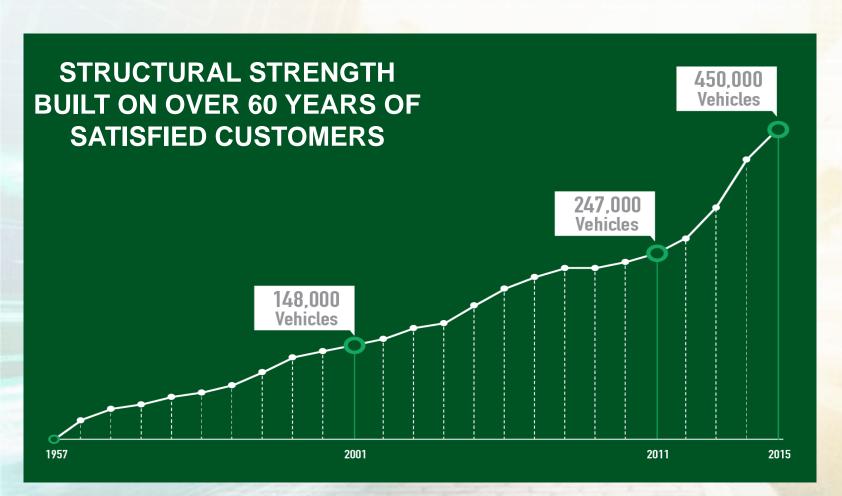
**Government Customers** 

100,000+

**Government Vehicles Managed** 

# 22,000+

**Government Vehicles Leased** 











APPROVED COOPERATIVE PURCHASING CONTRACTS FOR VEHICLE PROCUREMENT AND FLEET MANAGEMENT:



North Lauderdale







**SUCCESS STORIES** 







## **CITY OF RIVIERA BEACH**



#### How Fleet Budgets Are Managed:

Capital budget drives fleet replacement

however if underfunded capital budget, replacement plan falls off track, and **Operating Budget** takes the hit

Low annual mileage on vehicles cause misconception of optimal time to replace, which ages Gov. Fleets (resale & safety opportunities missed) Current age of fleet 10+ years

Proactive Approach <u>\$400+K</u> with an 8-Year proactive plan

### 

#### FLEET MANAGEMENT

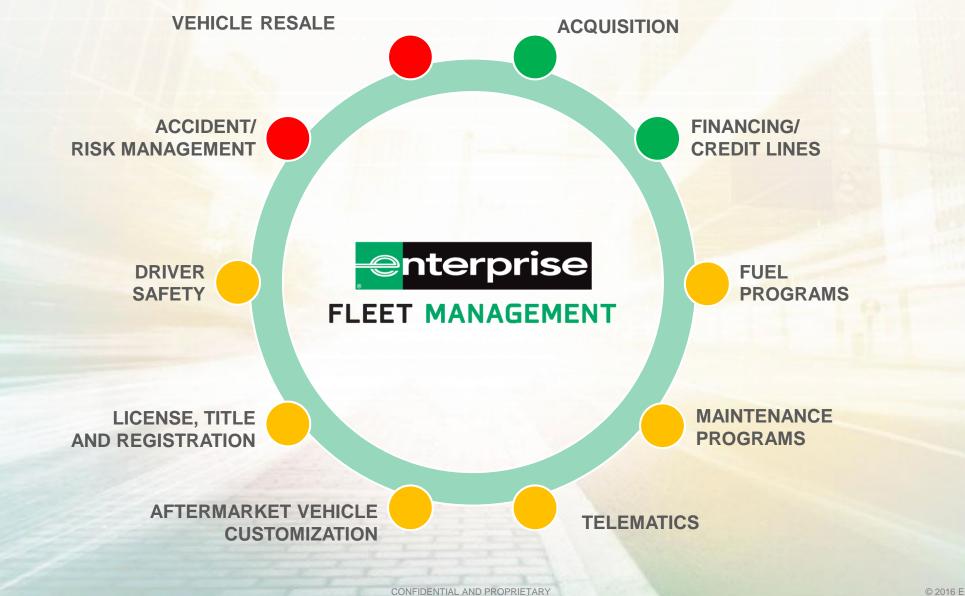


### Key Objectives

- Purchase Budget
  - Maximize purchase budget to replace aged fleet
  - Funding strategy to create cashflow
- Maintenance & Fuel
  - New vehicles will drive lowering operating costs, increase safety & fuel efficiency
  - Reduce maintenance costs with new vehicles operated, and allow police vehicles to use local shops
  - Manufacturers make vehicles more fuel-efficient year over year with latest technology

# TOTAL FLEET MANAGEMENT SOLUTION





© 2016 Enterprise Fleet Management, Inc.

### **REAL TIME WEBSITE & MOBILE APP**

### Fleet Technology



#### FLEET MANAGEMENT

#### Asset Management Software

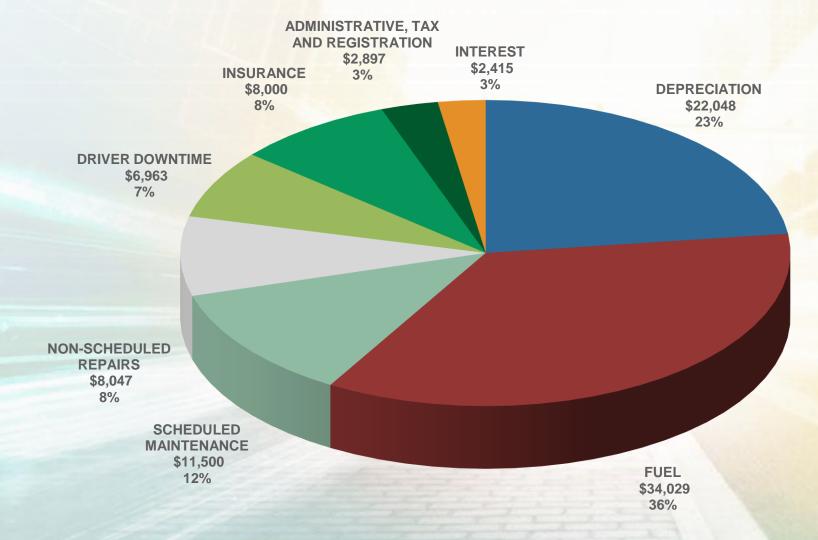
- Visibility and tracking of vehicle data
- Customized dashboards with easy reporting
- Real-time alerts
- Simplify accounting processes with vehicle descriptors
- Self-service features including driver changes, vehicle descriptors, mileage information and more
- Assign unlimited unique identifiers to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

FLEET MANAGEMENT DAS	MPANY Change Company IBOARD MY FLEET - PEOPLI Intire Reet data	*				Alerts	Enterprise Fleet Manage KRISTEN CARTER WHAT'S NEW SUDDEST	IONS				
FLEET MIX	1 1/2 Ton Cab Chassis  1 Ton Cab Chassis  1 Ton Cab Chassis  1 Ton Pickup Quad 4x4  1/2 Ton Pickup Quad 4x2  1/2 Ton Pickup Quad 4x2  1/2 Ton Pickup Quad 4x4  1/24 ▼	DIL CHANGE OUTLIERS elick chart for more info	68.5% Mies > 6500		ALERTS LACY61 Of change due LACW18 Of change due LAHF68 Of change due LAHR69 Of change due	e in 30 days now						
MAINTENANCE SPEND OUTLIERS Life to da RC2 8164 - Souther FOR SOC 817 827 8 - CLARP AVAIRS 916 8023 - CLARP AVAIRS 916 8023 - CLARP AVAIRS 918 8799 - undefauet ARDON 918 8799 - undefauet ARD	te total spend + Costaener Verkals M Vang Genesis 0004-100 details details details see more data >	MONTHLY FUEL GALLONS BY	MAG		MONTHLY FUEL SPE \$000,000 \$400,000 \$300,000 \$100,000 JUL-15 MID GRADE UNLEADED		DE					
FLEET SUMMARY Current		4		DOWN	ILOAD - Sea	2.4. I	Q					
Vehicle      Master Cust Num      Master Cust        2222UV      480362      Master Cust        22242A      480362      Master Test C        22283J      480362      Master Test C        22284J      480362      Master Test C        22283J      480582      Master Test C	amp 238784 Test Company amp 238784 Test Company amp 238784 Test Company amp 238784 Test Company	Cust Vehicle ID      Driver        0001-000      OLIVER        0924-221      OLIVER        -      OLIVER        0938-221      OLIVER	VIN 2862FED521801 1EP1FF8799941 1EFXFKD776171 1EF1FFC290771	Year Make 2015 Ford 2015 Ford 2015 Ford 2015 Ford	Model 1 F-250 2 F-150 2 F-150 2		ense State License N	' your a		o the f		
22287D      480362      Master Test C        222GBE      480362      Master Test C        FT30R2      480362      Master Test C        FT30R4      480362      Master Test C	emp 238784 Test Company pemp. 238784 Test Company pemp 238784 Test Company pemp 238784 Test Company		1EF3FFA534201 28T7FEB048451 4GT1FEA896901 4GT4FEB005671	2015 Ford 2015 Ford 2015 Ford 2015 Ford	F-250 X	LT 4x4 SuperCr TX L 4x4 SD Super TX L 4x2 SD Regul TX	¥2537DP	most	етпо	cient	repair	shops.
FT30R6 480362 Master Test C	amp 238784 Test Company	0964-160 OLIVER	AKC8FR1104951	2015 Chevro	let Tahoe							
FT30R6 480362 Master Text C	emp 238784 Test Company	0984-160 OLIVER	AKC8FR1104951	2015 Chewo	Het Tahoe			•				
FT3988 49932 Matter Text C	238744 Test Company	0994-100 QLIVER	AKC8FR1104951	2015 Chevro		- ATAT	O:50 AM HOME		\$ 78% <b>••</b>			
FT3685 49932 Mader Text C	238744 Test Company	994-110 QLMER	ACCEPRITOR	2015 Chevro		2013 JEEP CON			10	< HOME		
FT3685 49532 Mader Ted C	238744 Test Company	994-193 QLMER	ACCEPRITURES	2015 Cherro		2013 JEEP CON	HOME		10		EP COMMANDER XH	
49392 Matter Teat C	238744 Tet Company	994-110 QLMER	ACCEPTION	2015 Cherc		2013 JEEP COM ) ODOI ) SERV	HOME MANDER XX - WOO METER ICE LOCATOR ITENANCE CARI	:1631131X747	10	2013 JE	Ind Handler XM	( - WDC1631131
P7368 49332 Mader Ted C	238744 Tet Company	994-110 QLMER		2015 Cherk		2013 JEEP COM > ODO! > SERI = MAIN D ORDE	HOME MANDER XK - WOO METER VICE LOCATOR ITENANCE CARI ITENANCE CARI	:1631131X747	10	2013 JE Map Sate Trans View of Flower 40, Lakeside PK	EP COMMANDER XM	C - WDC1631131
P7368 49332 Mader Ted C	238744 Tet Company	994-110 QLMER		2015 Cherk		2013 JEEP COM CODO CODO CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CONT CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO CODO	HOME MANDER XX - WOO METER ICE LOCATOR ITENANCE CARI	:1631131X747	10	2013 JE Map Sate Prove 44 Laberard Ph Orbits 42 Orbits 42	EP COMMANDER XI W MAR <sup>10</sup> Inte Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Browner Brown	C - WDC 1631131

# EVALUATING TOTAL COST OF OWNERSHIP



## **EXAMPLE**



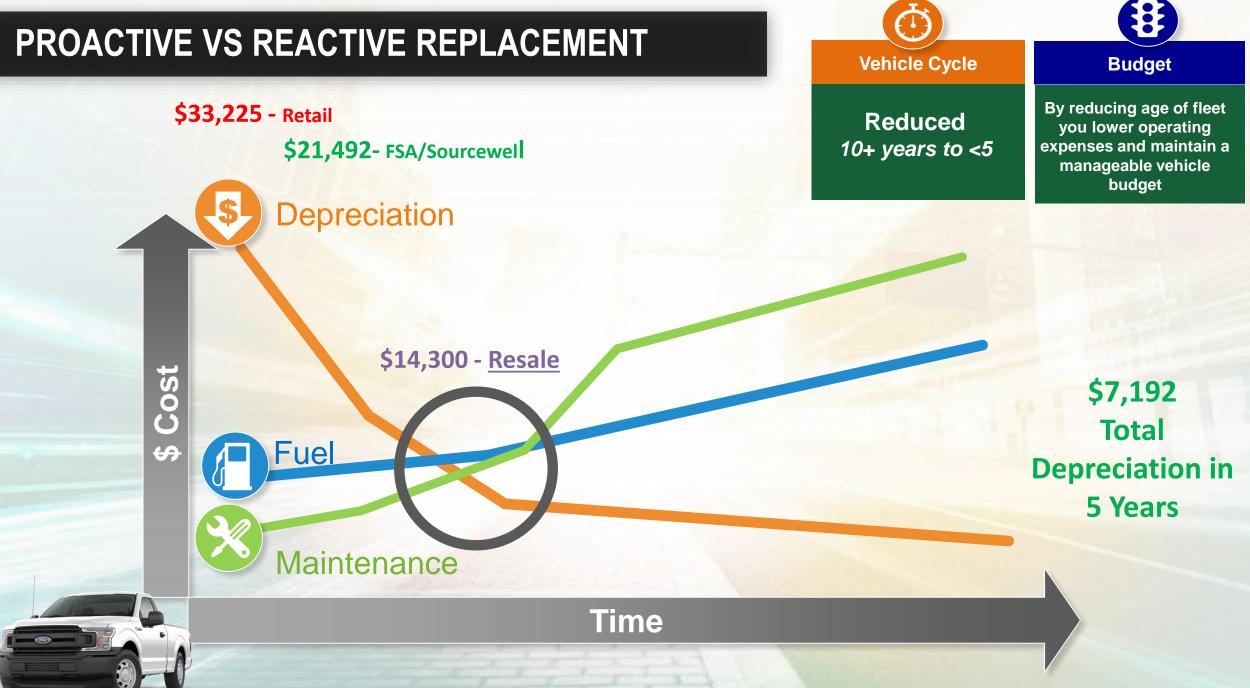
# TOTAL COST OF BUY & HOLD FOR A 1/2 TON PICKUP \$95,899



# Assumes 8 year holding period at 25,000 miles per year

#### Source: Internal Data

Total amount is determined without consideration for Income Tax, time value of money (present value) concepts or inflation. Assumes a holding period of 8 years at 25,000 miles per year.



CONFIDENTIAL AND PROPRIETARY

© 2016 Enterprise Fleet Management, Inc.

# MAINTENANCE

## **Operating Expenses**



#### Full Maintenance – <u>New Vehicles</u>

- Fixed monthly rate
- Simple process for all parties
- Includes: 24/7 Roadside, all major and minor repairs

#### Maintenance Management – <u>Existing/PD</u>

"Bridge" program for currently owned fleet vehicles

Seamless experience for field drivers

#### **Enterprise National Service Department**

- 146 Employees with over 1,100 total ASE certifications
- 322,698 vehicles under management
  on this program
- \$36.2 million in customer savings in 2016
- \$3.1 million in post warranty/goodwill refunded to our customers in 2016

#### **Local Maintenance Vendors**

#### 34 MAINTENANCE AND REPAIR LOCATIONS NEAR "33404"

Preferred Partner (34)

Partner (24)

**A** (C

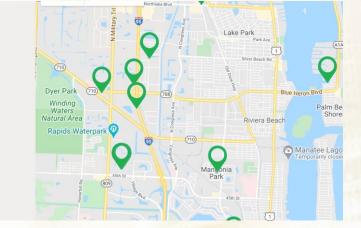
Not what you're looking for? Search again

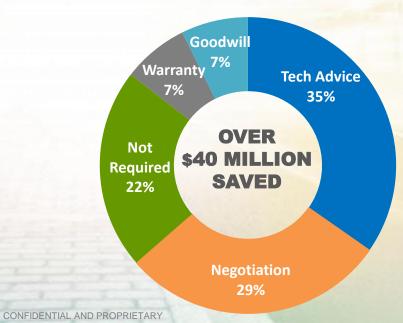
MJ TRUCK NATION

3775 Interstate Park Rd W Riviera Beach, Florida 33404

Telephone: 561-840-9800

SHOWING:

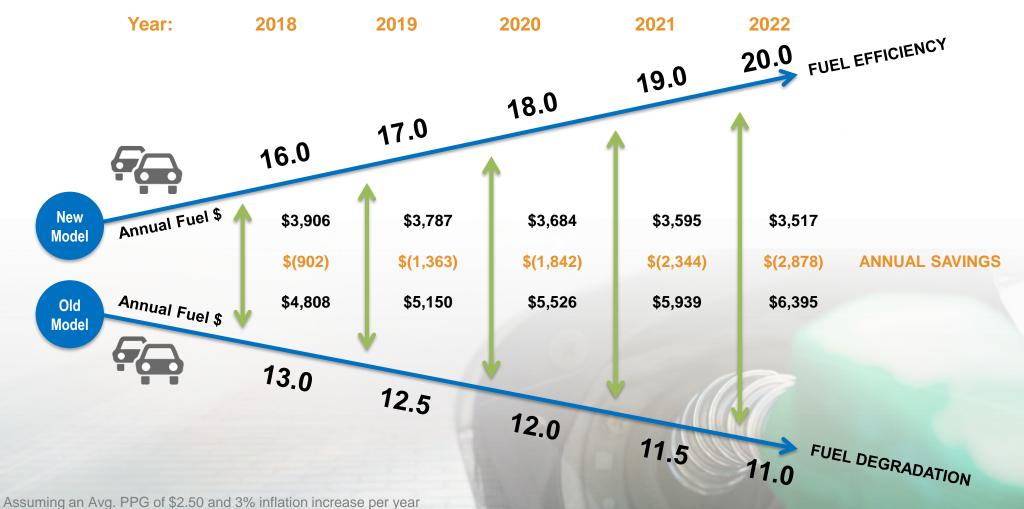




# **OPERATING EXPENSES**

### **Vehicle MPG Change**

**Effects of Newer Fuel Efficient Models vs Fuel Degradation in Older Models** 





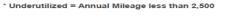
Assuming Annual mileage of 25K per Year CONFIDENTIAL AND PROF

#### **City of Riviera Beach - Fleet Profile**

#### Fleet Profile Fleet Replacement Schedule Average Under-Average 2023 Vehicle Type # of Type Annual 2020 2021 2022 Age (years) Utilized Mileage Compact Sedan 5 8.2 5,000 4 0 0 1 Mid-size Sedan 31 10.5 10,000 25 6 0 0 Full-size Sedan 21 12.1 8.100 10 2 4 0 з 7 Minivan-Cargo 12 5.4 6.700 2 0 3/4 Ton Van Cargo 4 11.3 6,300 4 0 0 0 12.6 5,000 з 0 0 1 Ton Van Cargo з 0 Mid Size SUV 4x2 6 4.3 5,000 0 0 5 1 Mid Size SUV 4x4 17 44 4.8 10.000 6 10 11 Full Size SUV 4x2 72 5.9 8,700 8 25 21 15 1/2 Ton Pickup Reg 4x2 25 5.9 5,000 7 0 8 10 1/2 Ton Pickup Ext 4x2 7 3.8 5.700 0 2 1 4 3.5 9,000 0 0 з 2 1/2 Ton Pickup Quad 4x2 5 8.1 5,000 1 4 3/4 Ton Pickup Reg 4x2 14 6 з 6.7 3/4 Ton Pickup Reg 4x4 6 5,000 з 0 0 з 9.6 5.000 0 3/4 Ton Pickup Ext 4x4 з з 0 0 2.6 5.000 0 0 3/4 Ton Pickup Quad 4x2 4 0 4 3/4 Ton Pickup Quad 4x4 8.2 5,000 2 3 0 6 1 1 Ton Pickup Quad 4x2 3 3.1 5,000 0 0 0 3 1 1/2 Ton Cab Chassis 4 10.5 5,000 2 1 1 0 Med Duty Cab Chassis 8 9.7 5,000 5 0 1 2 **Totals/Averages** 283 7.0 7.700 90 50 63 72

#### **Replacement Criteria**

\* Fiscal Year 2020 = 8 years old and older, or odometer over 100,000 \* Fiscal Year 2021 = 6 years old and older, or odometer over 93,300 \* Fiscal Year 2022 = 4 years old and older, or odometer over 86,600 \* Fiscal Year 2023 = Remaining Vehicles



0

0

5

0

0

0

0

0

з

0

0

0

0

0

0

0

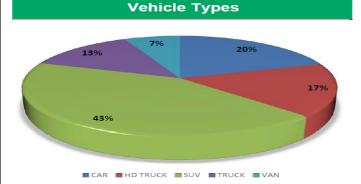
0

0

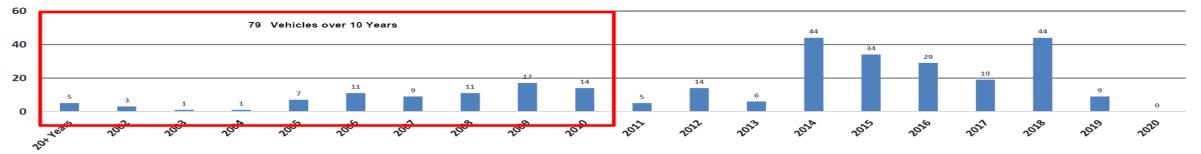
0

0

8



#### **Model Year Analysis**



### **Key Observations**

- 28% of the current fleet is over 10 years old ٠
- 64% of the current fleet is no longer under warranty ٠

# **FLEXIBLE FINANCING OPTIONS**



### **Open-End Lease**

- Equity lease
- Flexible term
- No mileage restrictions
- No abnormal wear and tear clauses
- Lessee responsible for book
  value at term
- Lessee keeps vehicle equity at term



**Self-Funded** 

- Pay down lease upfront to a \$1 book value or to projected residual book value
- No abnormal wear and tear charges or mileage restrictions
- EFM is title holder until term for vehicle management services

### **Closed-End Lease**

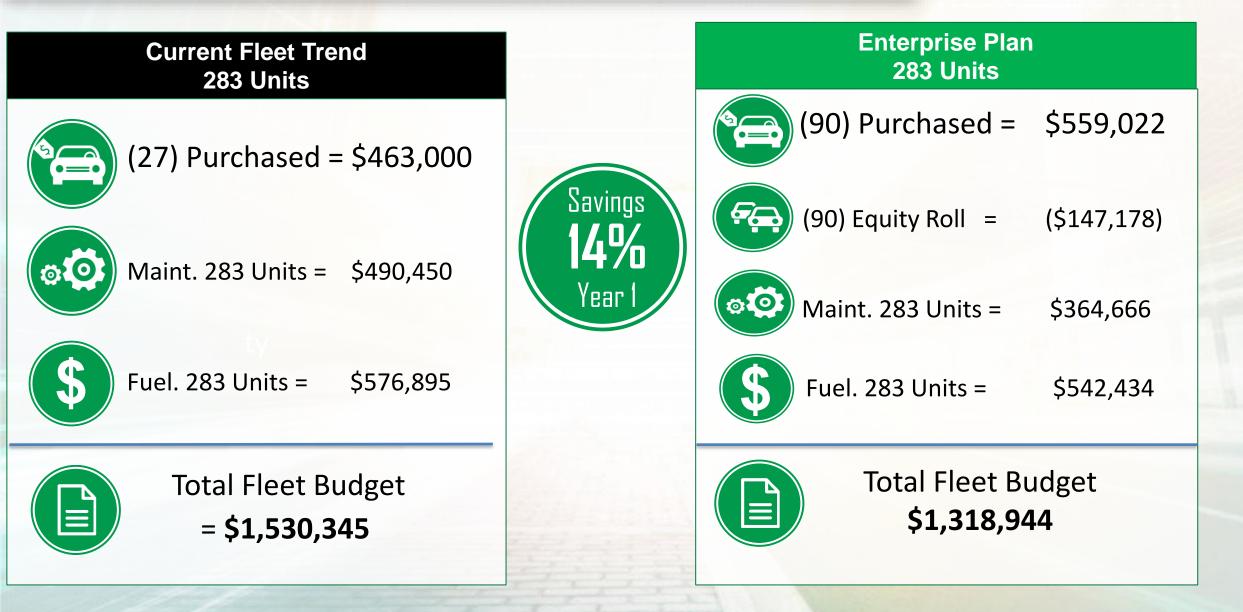
- Walk-a-way lease
- Fixed term
- Mileage restrictions
- Abnormal wear and tear clauses
- No responsibility for vehicle resale at term
- Most appropriate for cars and SUV's and mileage predictability



FLEET MANAGEMEN

# FLEET COMPARISON – CURRENT VS. PROPOSED





# **INDUSTRY UPDATE**

AUGUST 2020



### MANUFACTURER

 Manufacturer Shutdowns
 20%+ less vehicles being produced

### AFTERMARKET > Get in line now



CONFIDENTIAL AND PROPRIETARY

### RESALE

 Used car market at an all time high
 Specifically trucks

© 2016 Enterprise Fleet Management, Inc.

# **BENEFITS OF REPLACEMENT IMPLEMENTATION**



FLEET MANAGEMEN



### **Key Objectives**

- Savings estimated over \$422,000 with an 8 year implementation plan City-Wide
- Recommending manufacturers with highest incentives and lowest total cost of ownership
- Purchasing cash vs equity lease Pay for what you use and increasing cash flow
- Lowering age of fleet & increasing resale value with EFM wholesale dealers
- Reducing operating expenses (Maintenance and Fuel) by operating newer vehicles
- Positive City Image & Employee Morale
- Updated safety technology in new vehicles