

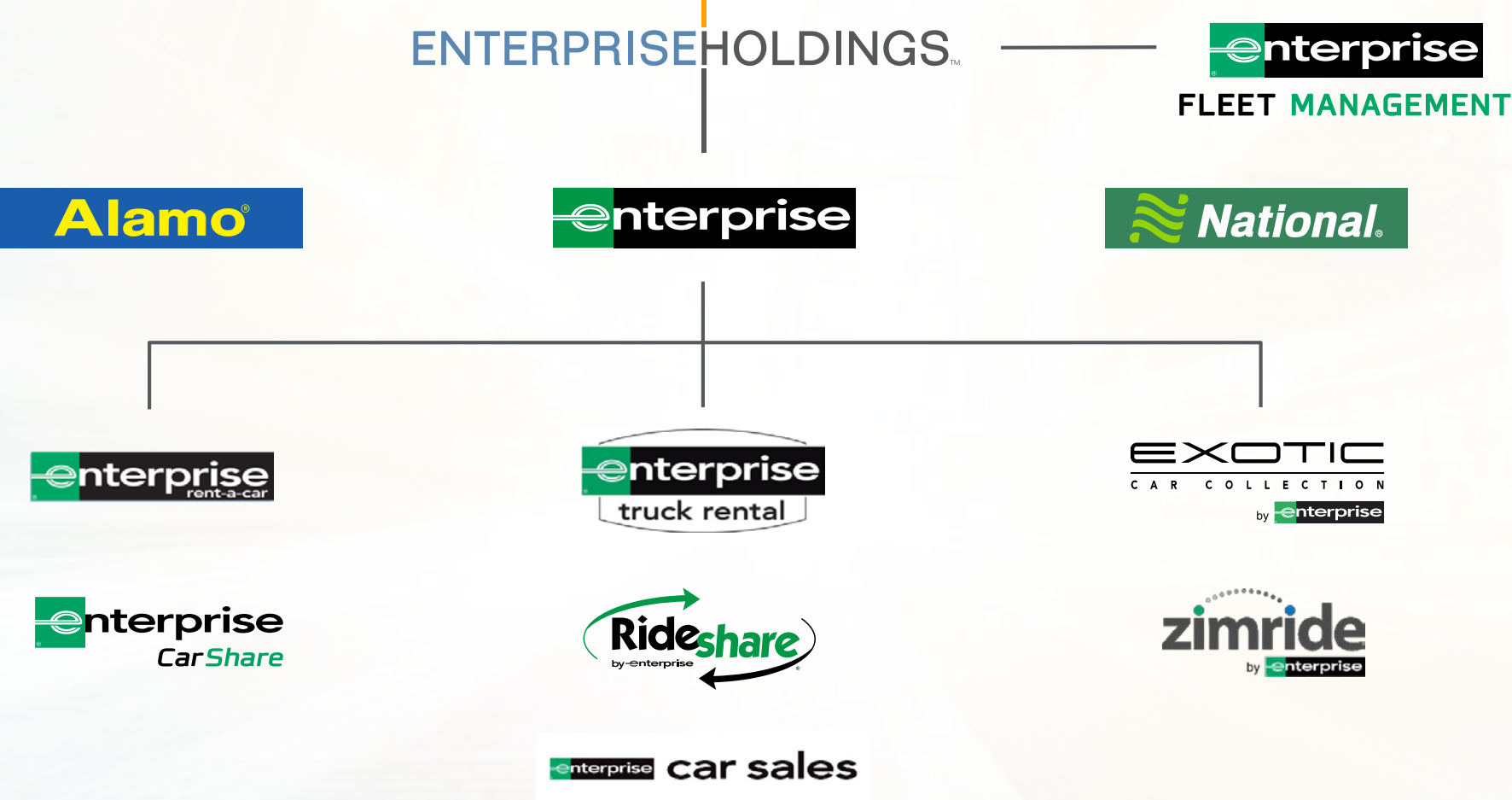


**FLEET MANAGEMENT**

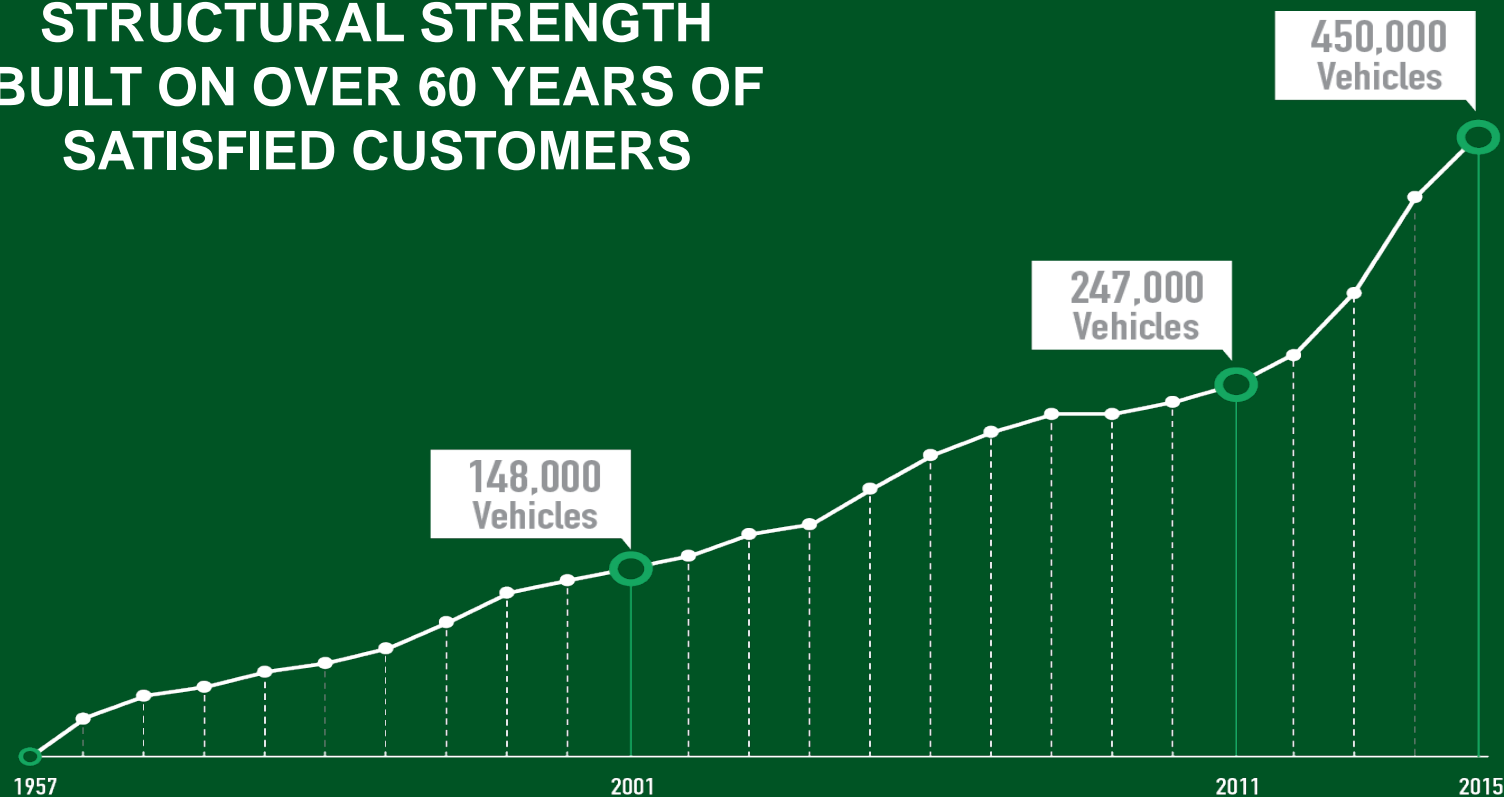


***NEW VEHICLES AT OR BELOW BUDGET***

# ENTERPRISE HOLDINGS OVERVIEW



### STRUCTURAL STRENGTH BUILT ON OVER 60 YEARS OF SATISFIED CUSTOMERS



**1400+**

**Government Customers**

**100,000+**

**Government Vehicles Managed**

**22,000+**

**Government Vehicles Leased**



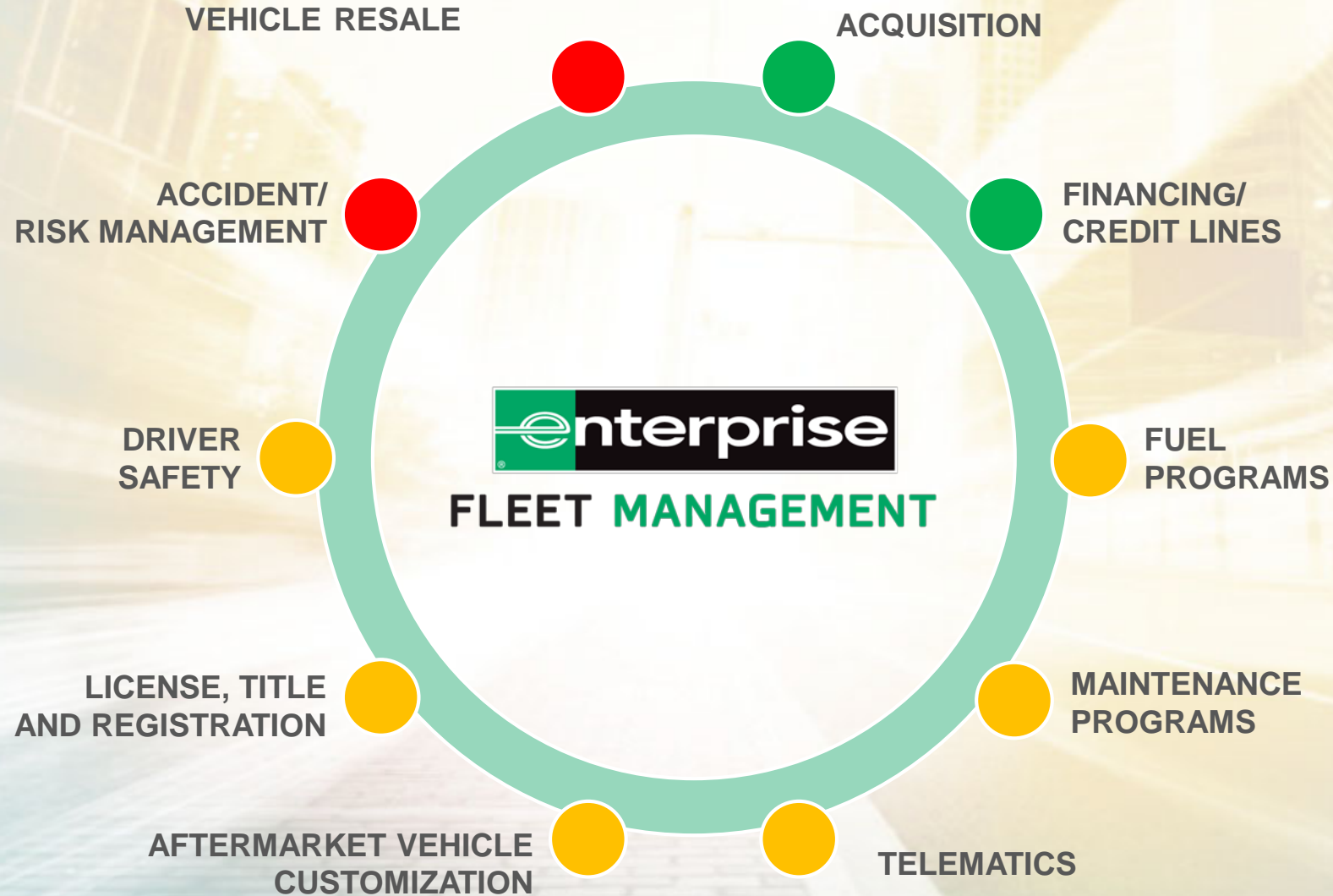
# SUCCESS STORIES



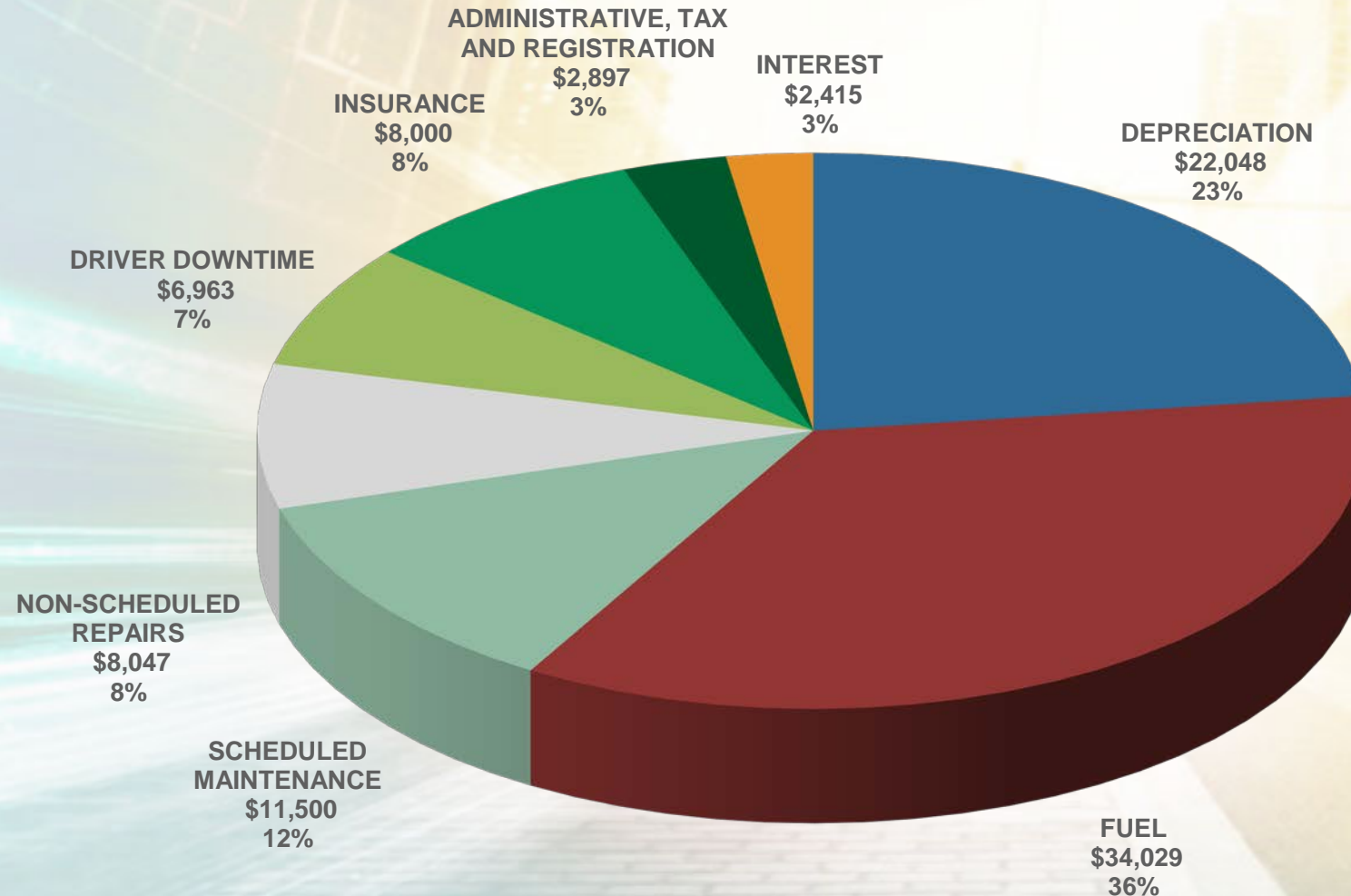
APPROVED COOPERATIVE PURCHASING CONTRACTS FOR VEHICLE PROCUREMENT AND FLEET MANAGEMENT:



# TOTAL FLEET MANAGEMENT SOLUTION



# EVALUATING TOTAL COST OF OWNERSHIP



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

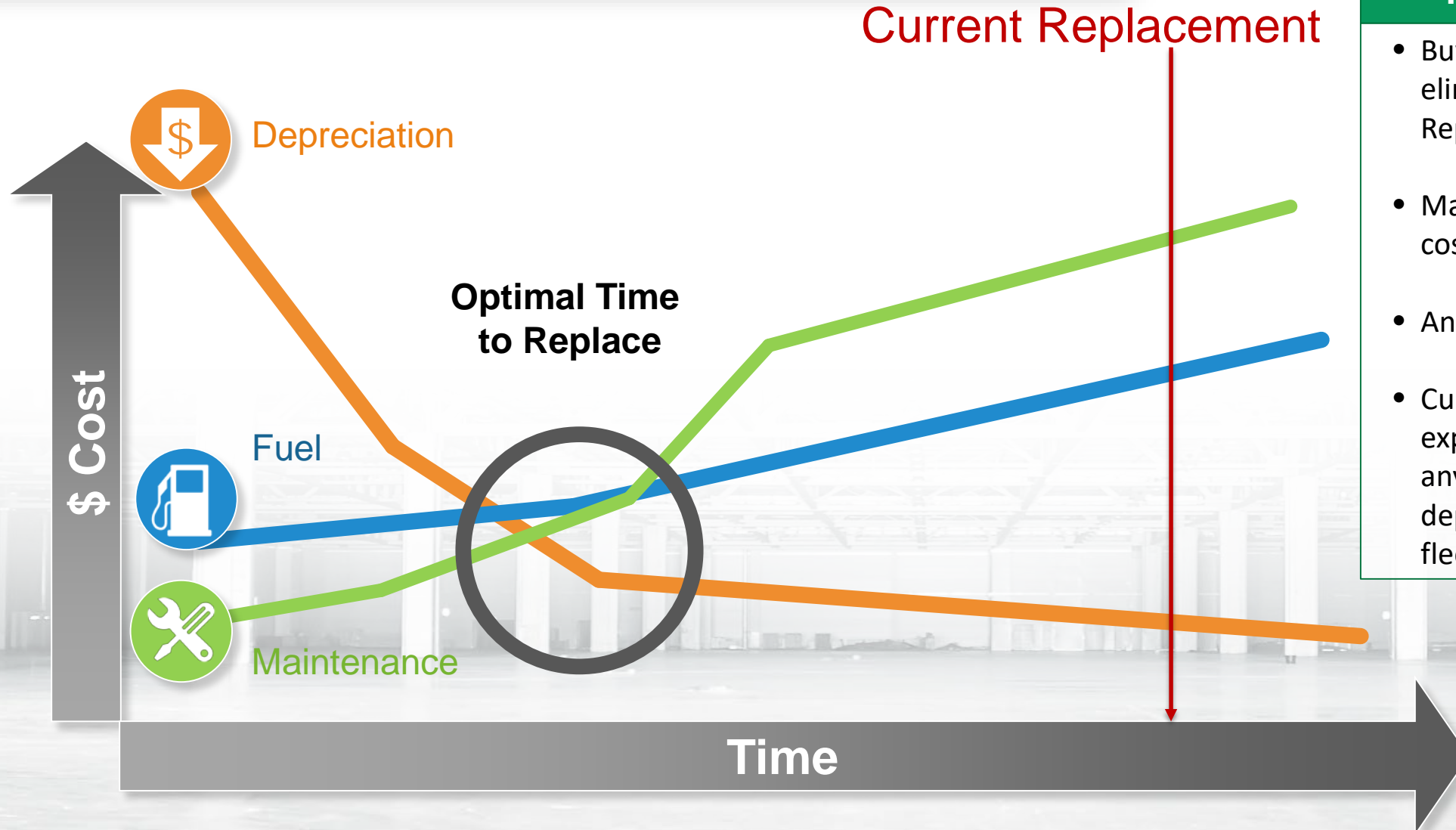


Assumes 8 year holding period at  
25,000 miles per year

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.



# EFFECTIVE VEHICLE LIFECYCLE



## Key Observations

- Buying power impact eliminated after Optimal Replacement Time
- Maintenance and fuel move costs rise exponentially
- Anomaly of half ton trucks
- Currently fleet maintenance expenses are increasing anywhere from 10%-30% in departments due to age of fleet

## GASB Compliant

**1**  
Option

Pay-Cash

\$25,000 in Year 1



**2**  
Option

Finance

\$5,000 in Each Year



**3**  
Option

Market-Value Finance  
(aka Municipal Lease)

\$3,600 in Each Year





# VEHICLE DISPOSAL INFRASTRUCTURE

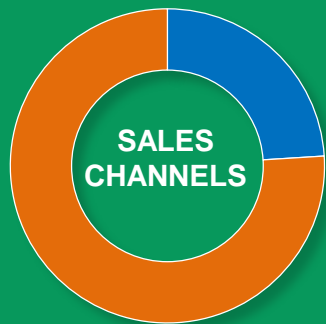
700 DEDICATED  
REMARKETING EMPLOYEES



150 REMARKETING  
LOTS IN NORTH AMERICA

IN 2019, ENTERPRISE  
SOLD OVER  
1,800,000  
VEHICLES.

COMMERCIAL SALES  
EXCEEDED AT AN  
AVERAGE OF  
109.4%  
OVER  
BLACK BOOK (CVI).



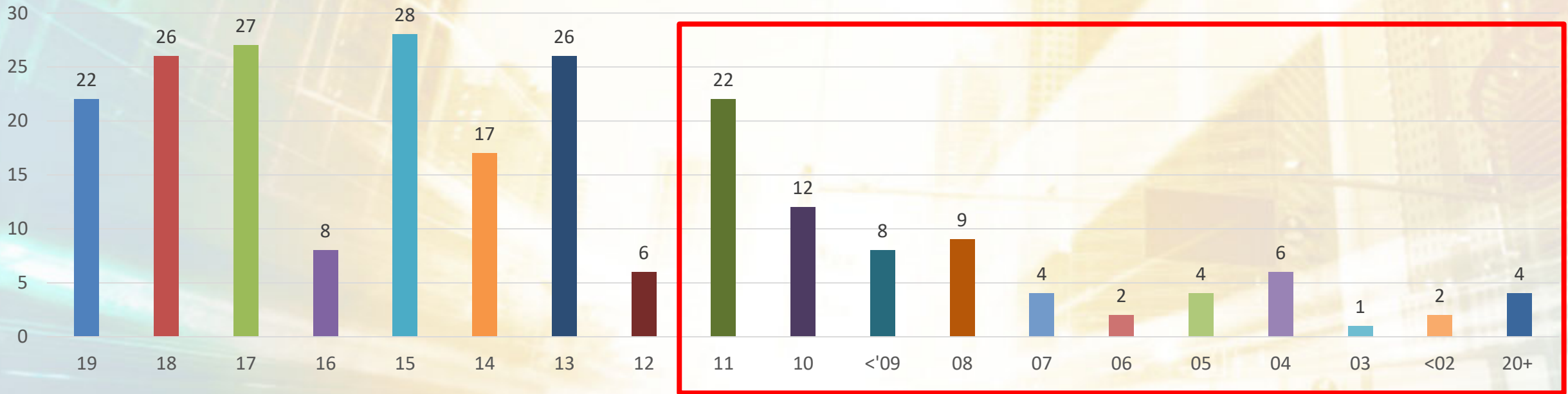
■ AUCTION 15%  
■ DIRECT  
TO  
DEALER 85%

19,000+  
UNIQUE BUYERS



# MARGATE - FLEET PROFILE

## By Model Year



## Key Observations

- 74 Vehicles or 32% of fleet is 10+ Years old
- Annual Mileage is 6,500 (*missed opportunity/ advantage*)
- **Propose that Optimal Average Cycle <5 years**

# FLEET COMPARISON – CURRENT VS. PROPOSED

## Current Fleet Trend – Police Fleet 120 Units



(26) Purchased = \$1,060,000



Est Maint. 120 Units = \$234,887



Est Maint. 120 Units = \$284,400



Total Fleet Budget  
= **\$1,579,287**

Savings  
**46.5%**  
Year 1

## Enterprise Plan – Police Fleet 120 Units



(48) Purchased = \$533,715



Est Maint. 120 Units = \$211,663



Est Maint. 120 Units = \$262,957



(40) Equity Roll = (\$163,470)



Total Fleet Budget **\$844,865**



# BENEFITS OF REPLACEMENT IMPLEMENTATION

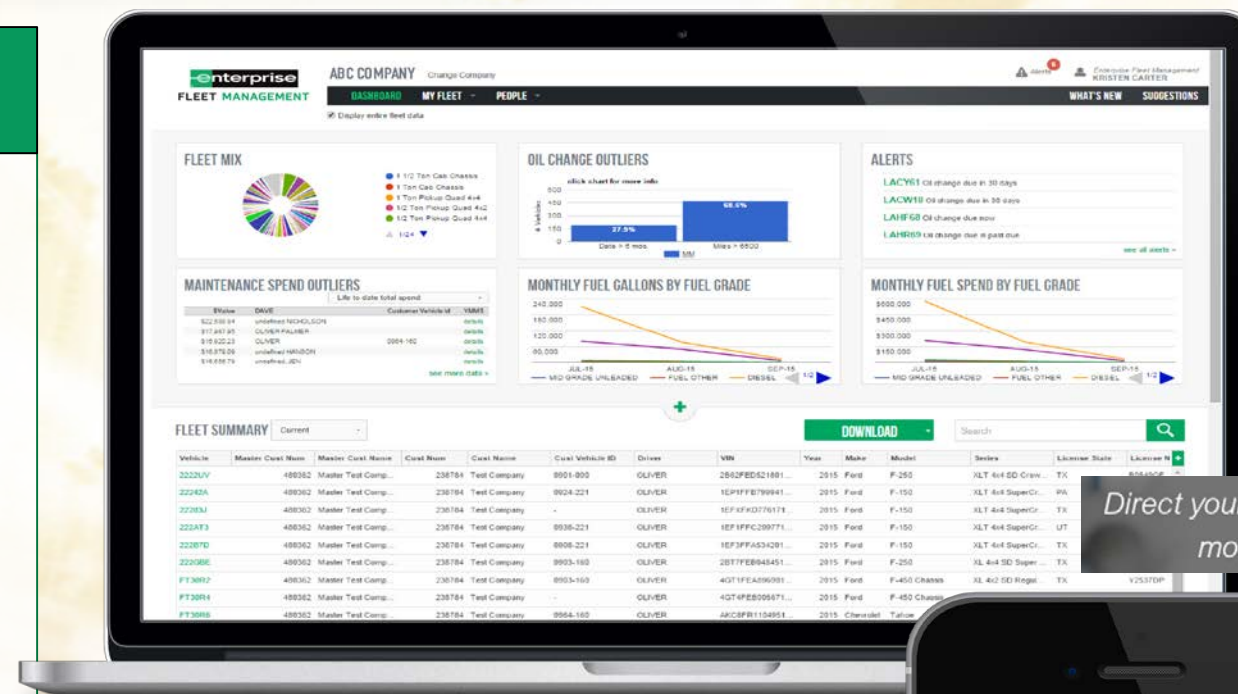


## Key Objectives

- **Savings estimated over 2 million with a 10 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

## 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



Direct your drivers to the **fastest**,  
most **efficient** repair shops!

