



FLEET MANAGEMENT

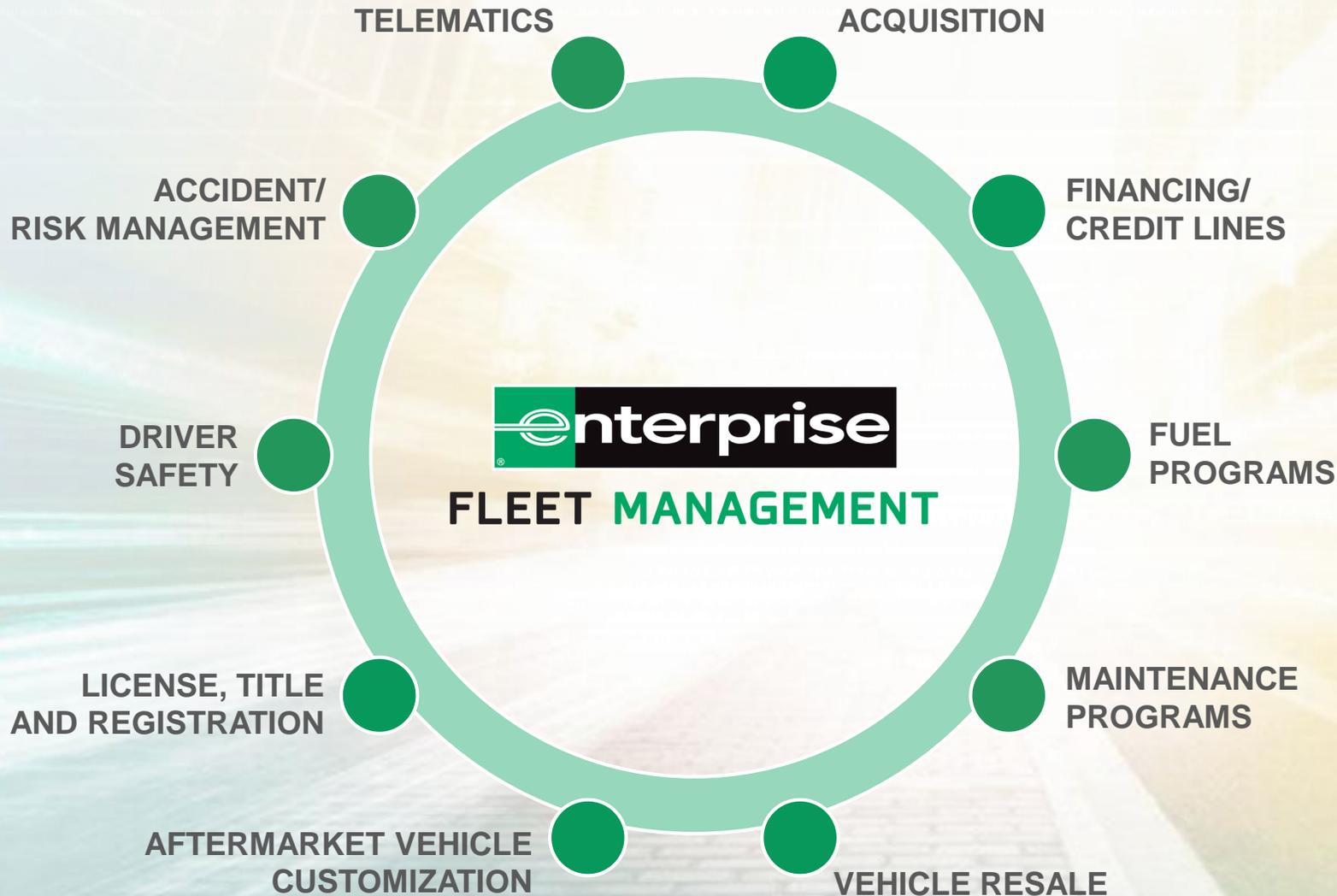


Northwest

INDEPENDENT SCHOOL DISTRICT



DELIVERING SOLUTIONS. DRIVING RESULTS



THE INTERLOCAL PURCHASING SYSTEM



Sourcing. Strategy. Savings.

Fleet Synopsis

THE SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- 44% of the light and medium duty fleet is currently 10 years or older
- 83% of the light and medium duty fleet is currently 5 years or older
- 8.9 years is the current average age of the fleet

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$1591000 over next 11 years

- Shorten the current vehicle life cycle from 10 years to 5 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$684,000 in capital from the resale of existing fleet in the first year
- Reduce current maintenance and fuel expense by \$2,075,000 over next 10 years
- Leverage an open-ended equity lease that recognizes equity and enables the NISD to maintain a healthy life cycle

Increase employee safety with newer vehicles

- Currently:
 - 35 predate Electronic Stability Control standardization (2012)
 - ESC is the most significant safety invention since the seatbelt
 - 11 vehicles predate Anti-Lock Brake Standardization (2007)

Piggyback the T.I.P.S awarded RFP 2072513 that addresses the following:

- Access to all fleet management services as applicable to the needs of the NISD
- Supports the NISD's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

Key Results

- *Reduce Fuel Cost by 15%*
- *Reduce Maintenance & Repair Expense by 67%*
- *Open-End Equity Lease will enable NISD to retain equity from resale and reduce the age of the fleet*
- *NISD will leverage Enterprise's ability to sell vehicles in the commercialized market*
- *Will enable NISD to replace 76 of its oldest vehicles within a year*
- *Replacing 78% of the oldest vehicles will provide safer, newer and more efficient models for staff and students*

Fleet Analysis

Fleet Analysis for NISD

Current Fleet		98	Fleet Growth		0.00%	Proposed Fleet		98					
Current Avg. Cycle		8.9	Annual Miles		6,741	Proposed Cycle		5.0					
Est. Current Maint.		\$213	Percentage of Idle Time		0%	Est. New Vehicle Maint		\$63					
Current Fuel Economy		17	Cost of Fuel		\$3.00	Est. New Vehicle Fuel Economy		20					
Fleet Mix				Fleet Cost				Annual					
Fiscal Year Start	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease/Finance*	Upfront Capital & Equipment	Est. Maintenance & Fuel	Equity	Telematics	Fleet Budget	Net Difference	Savings Balance
Current	98	10	98	10	580,523		44,490	400,237	-20,000	0	1,005,249	0	0
2023	98	76	22	76		935,056	201,750	219,972	-684,000	0	672,779	332,471	332,471
2024	98	6	16	82		1,007,602	9,000	213,885	-120,000	0	1,110,487	(105,237)	227,234
2025	98	4	12	86		1,059,602	0	211,043	-80,000	0	1,190,646	(185,396)	41,838
2026	98	1	11	87		1,071,560	0	210,839	-31,740	0	1,250,659	(245,409)	-203,572
2027	98	2	10	88		1,083,518	0	210,753	-1,745,737	0	-451,467	1,456,716	1,253,144
2028	98	75	10	88		1,083,518	201,750	210,753	-164,658	0	1,331,363	(326,114)	927,031
2029	98	7	9	89		1,095,476	9,000	209,720	-103,397	0	1,210,799	(205,549)	721,482
2030	98	4	9	89		1,095,476	0	209,720	-27,887	0	1,277,308	(272,059)	449,423
2031	98	2	9	89		1,095,476	0	209,720	-16,147	0	1,289,048	(283,799)	165,624
2032	98	1	9	89		1,095,476	0	209,720	-1,725,737	0	-420,542	1,425,791	1,591,415
EST. TOTAL 10-YEAR SAVINGS											\$1,591,415		

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

***Net Cash is the sum of the 10 year savings from the Fleet Planning Analysis and the Estimated Current Fleet Equity

CASH FLOW ANALYSIS

Implementation Months in Current Starting Fiscal Year Remaining: 6											Total
Fiscal Year Start	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	
Acquisition Count	76	6	4	1	2	75	7	4	2	1	
Fleet Size	98	98	98	98	98	98	98	98	98	98	
Lease Payments	\$ 467,528	\$ 1,007,602	\$ 1,059,602	\$ 1,071,560	\$ 1,083,518	\$ 1,083,518	\$ 1,095,476	\$ 1,095,476	\$ 1,095,476	\$ 1,095,476	\$ 10,155,231
Upfront Capital	\$ 201,750	\$ 9,000	\$ -	\$ -	\$ -	\$ 201,750	\$ 9,000	\$ -	\$ -	\$ -	\$ 421,500
Est. Equity from Resale	\$ (684,000)	\$ (120,000)	\$ (80,000)	\$ (31,740)	\$ (1,745,737)	\$ (164,658)	\$ (103,397)	\$ (27,887)	\$ (16,147)	\$ (1,725,737)	\$ (4,699,304)
Total Acquisition Expense	\$ (14,722)	\$ 896,602	\$ 979,602	\$ 1,039,820	\$ (662,220)	\$ 1,120,610	\$ 1,001,078	\$ 1,067,588	\$ 1,079,328	\$ (630,262)	\$ 5,877,426
Est. Maintenance & Fuel Expense	109,986	213,885	211,043	210,839	210,753	210,753	209,720	209,720	209,720	209,720	\$ 2,006,140
Total Est. Fleet Expense	\$ 95,264	\$ 1,110,487	\$ 1,190,646	\$ 1,250,659	\$ (451,467)	\$ 1,331,363	\$ 1,210,799	\$ 1,277,308	\$ 1,289,048	\$ (420,542)	\$ 7,883,566
Current Est. Average Fleet Expense	\$ 502,625	1,005,249	1,005,249	1,005,249	1,005,249	1,005,249	1,005,249	1,005,249	1,005,249	1,005,249	\$ 9,549,870
Cash Flow Difference/Savings	\$ 407,360	\$ (105,237)	\$ (185,396)	\$ (245,409)	\$ 1,456,716	\$ (326,114)	\$ (205,549)	\$ (272,059)	\$ (283,799)	\$ 1,425,791	\$ 1,666,305

EQUITY FROM RESALE OF EXISTING FLEET

Year	2023	2024	2025	2026	2027	2028	
Quantity	76	6	4	1	1	0	
Average Equity	\$9,000	\$20,000	\$20,000	\$20,000	\$20,000	\$0	
Total Equity	\$684,000	\$120,000	\$80,000	\$20,000	\$20,000	\$0	
Estimated Current Fleet Equity **							\$924,000

- 1st Year includes equity from resale of 0 vehicles that will be sold and not replaced

MAINTENANCE, FUEL & TELEMATICS



Maintenance

- **Full Maintenance**
 - Covers ALL maintenance (preventative & unscheduled) up to 120,000 miles
 - Fixed monthly rate ranging from \$0.03 - \$0.08/mile
- **Maintenance Management**
 - All vehicles can be enrolled
 - No out of network fees
 - EFM pays shop directly and catalogues all transactions
 - EFM negotiates parts/ labor on companies' behalf
 - 200 NSD Employees with over 1,100+ total ASE certifications
 - \$43.5 million in customer savings (2019)
 - \$6.00 per vehicle per month

Geotab Telematics

- No hardwire installation
 - Plugs directly into OBDII port
- Provides track, trace and route optimization capability
- Live odometer readings and engine diagnostic reporting
- Available through Sprint, Verizon & AT&T
- Cost Structure
 - \$54 to own device, can be moved from vehicle to vehicle.
 - Pro Package - \$24.00/month per vehicle

WEX Fuel

- Track and enforce fleet policy
- Purchase controls: abuse/unauthorized purchases
- 24/7 online account management
- Accepted at over 90% of the retail fueling locations across the US
- Mobile app allows drivers to find locations with lower priced fuel options
- Save 5¢ per gallon at more than 10,000 Exxon- or Mobil-branded service stations nationwide.
- Cost Structure:
 - Upfront: \$0
 - Per month: \$0
 - All fees waived through partnership with EFM

OPERATING EXPENSES

Maintenance

For all new vehicles cycled into the fleet:

Full Maintenance

- Fixed monthly rate
- Simple process for all parties
- Includes: 24/7 Roadside, all major and minor repairs
- Removes you from the maintenance game

For the remaining vehicles:

Maintenance Management

- “Bridge” program for currently owned fleet vehicles
- Seamless experience for field drivers

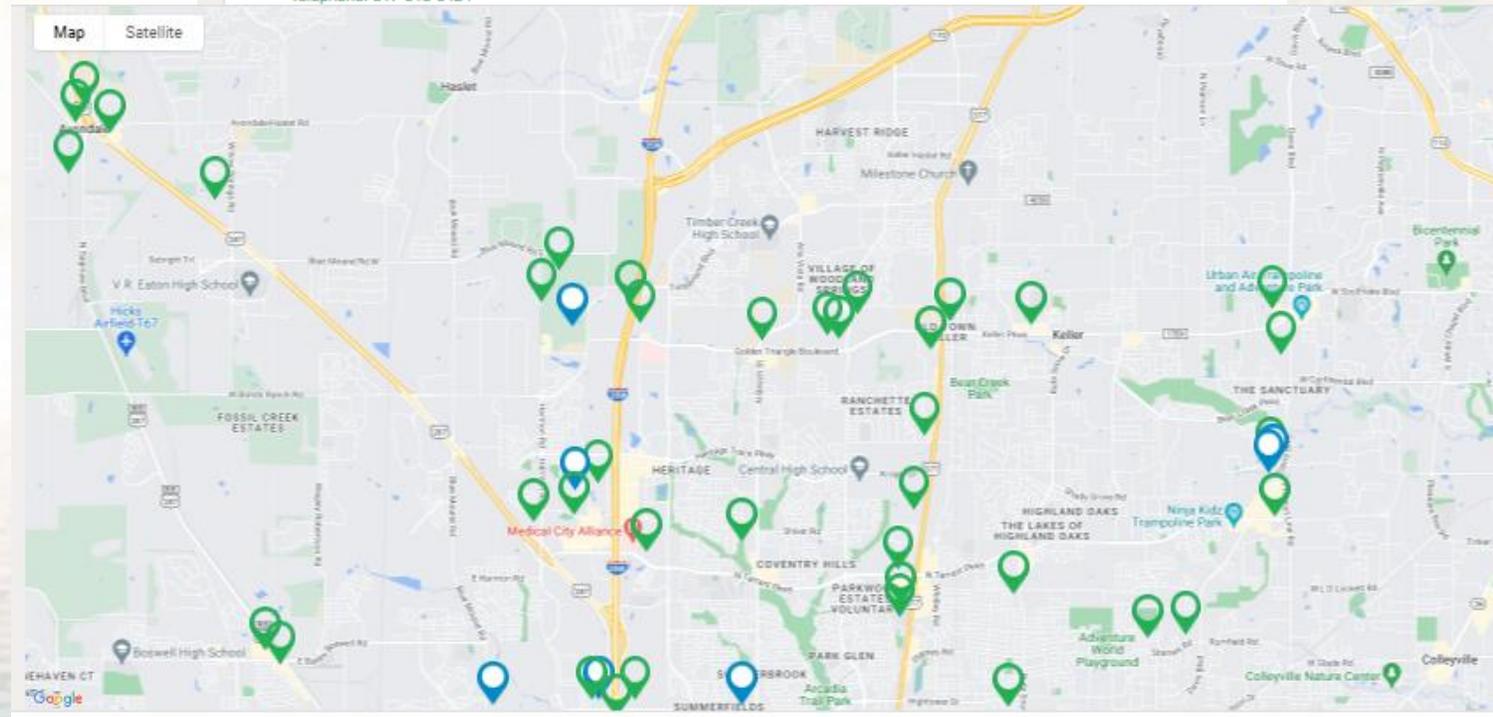


66 MAINTENANCE AND REPAIR LOCATIONS NEAR "76177"

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JIFFY LUBE # 3953
3432 Highway 114
Fort Worth, Texas 76177
Telephone: 817-916-0424



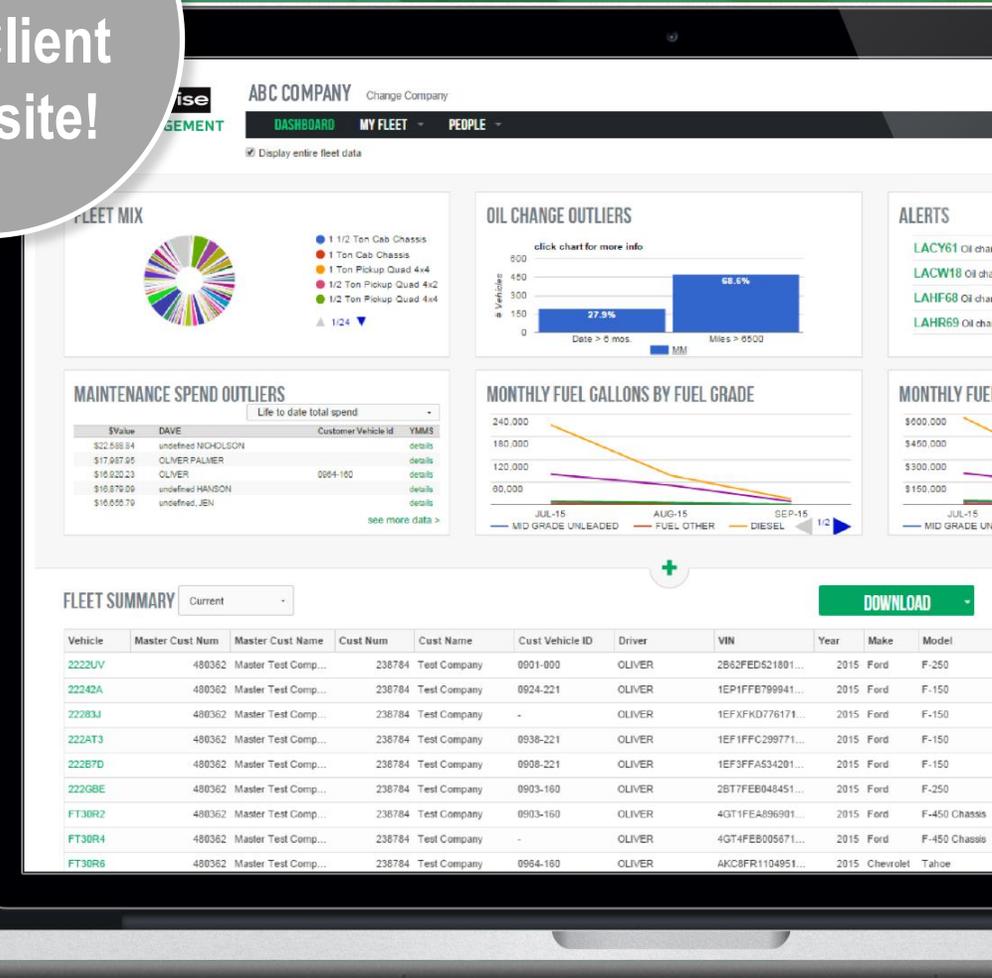
RESOURCES

The **Data Warehouse** pulls from millions of data records to give you immediate access to important vehicle information.

Your staff will be trained on how to access vehicle information so you can track and measure your vehicles, and we can:

- Track Total Cost of Ownership
- Predict Operating Costs
- Visibility into Saving Opportunities
- Support Vehicle Replacement Plan
- Determine Most Efficient Fleet Plan
- Improve Driver Behaviors

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