

TAB 1



enterprise

Presentation Goal

To Support City Administration in Gaining Approval from Elected Body to Take This Concept to the Next Step Which is the Due Diligence Process.



Agenda

- The Enterprise difference
- Review current situation
- Achievable Results
- Questions



The Enterprise Difference

- Local Account Team
- Enterprise was founded in 1957
- Manage more than 1.1 million vehicles
- Comprehensive environmental platform
- Total transportation solutions:
 - Fleet Management
 - Business Rental
 - Commercial Truck

enterprise



Fleet Management – Government Focus

- 400 Government Fleet Reviews Performed Nationally Per Year
- Government Results- Sampling
 - City of Ferndale, MI - 11% budget reduction
 - Harris County, TX (Houston)- 27% budget reduction
 - St. Tammany (District Attorney) –30% budget reduction
 - City of Lake City -31% budget reduction

Accolades and Awards

- 2009-10 Nominee for the American Society for Public Administration (Los Angeles Metro Chapter), Henry Reining Outstanding Organization Award:

This award is presented to an organization whose accomplishments have significantly contributed to good government or improved quality of life in the Los Angeles Metropolitan

- Mississippi's Institution of Higher Learning Finance & Administration Best Practice Competition- Awarded 2nd Place for Innovative Partnership with Jackson State University. Financial Impact: \$114,000 sustainable savings/ 37% budget reduction. Increase utilization by 15%.

City of Palmetto's Current Fleet Situation

State of Fleet

- 14 year replacement cycle
- 37% of fleet is 10 years or older
- 7 % of the fleet is currently driving less than 2,500 miles per year
- The City is leveraging a capitalized lease program currently
- No defined replacement policy

Operating Costs

- \$225.00 per month maintenance cost per vehicle
- Estimated 10 miles per gallon fuel economy

Achievable Results

- **State of Fleet** - Shorten vehicle use cycle from **14** years to **5-7** years
 - Five Year Implementation with consistent volume in year over year replacement
 - Eliminate underutilized vehicles (7% of current fleet)
 - Support Department Directors in standardizing / 'right-typing' the fleet
 - Improve City of Palmetto's image in the community by creating a City "Trademark" Fleet
 - Instills operator pride
- **Operating Costs**
 - Full Maintenance program creates a low, fixed expense
 - Proposed maintenance cost at **\$34.34** per month per vehicle vs. current **\$225.00**
 - Estimated **20%** improvement of fuel economy or approximately **\$19,000** Per year
- **Financial Impact & Long-Term Sustainability**
 - 10 year savings - **\$460,956**
 - **15%** Budget Reduction or \$50,274/Yr
 - Quarterly Review and Annual Year over Year Assessments to Ensure Results are achieved

Questions and Answers

