

# When is it time to outsource Fleet Management?



**FLEET MANAGEMENT**

# OPRA members rely heavily on vehicles for these and other “applications:.”

Day Programs  
Behavioral Support  
Community Outings  
Residential Services  
Community Employment Programs  
Transport to/from workshops  
Field Administrators & Case Managers



## ...Mission-Critical!



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## What makes things complicated?

- Boards of DD transitioning to private providers
- Growing Fleets are harder to manage
- Geographic Distribution of Vehicles
  - Creates Monitoring Challenge
  - Heavy Mileage Patterns
- Handicap modifications (“Up-fitting”)
- Increasing Acquisition Costs
  - State Purchasing Advantages of BDD’s that Private Entities Don’t Have
- Older Vehicles having higher operating costs
- General Liability

# What does effective Fleet Management look like?

- Strategy & Planning
  - Vehicle Selection
  - When to buy and when to sell?
  - How do we pay for it?
- Execution
  - Titling/Plating/Aftermarket
  - Handling Maintenance, Fuel, Insurance, Cost Consolidation
  - Coordination/Communication/Tracking with drivers
- Evaluation of costs and Alteration
  - Needed to formulate Cost Effective & Logical Replacement Plans



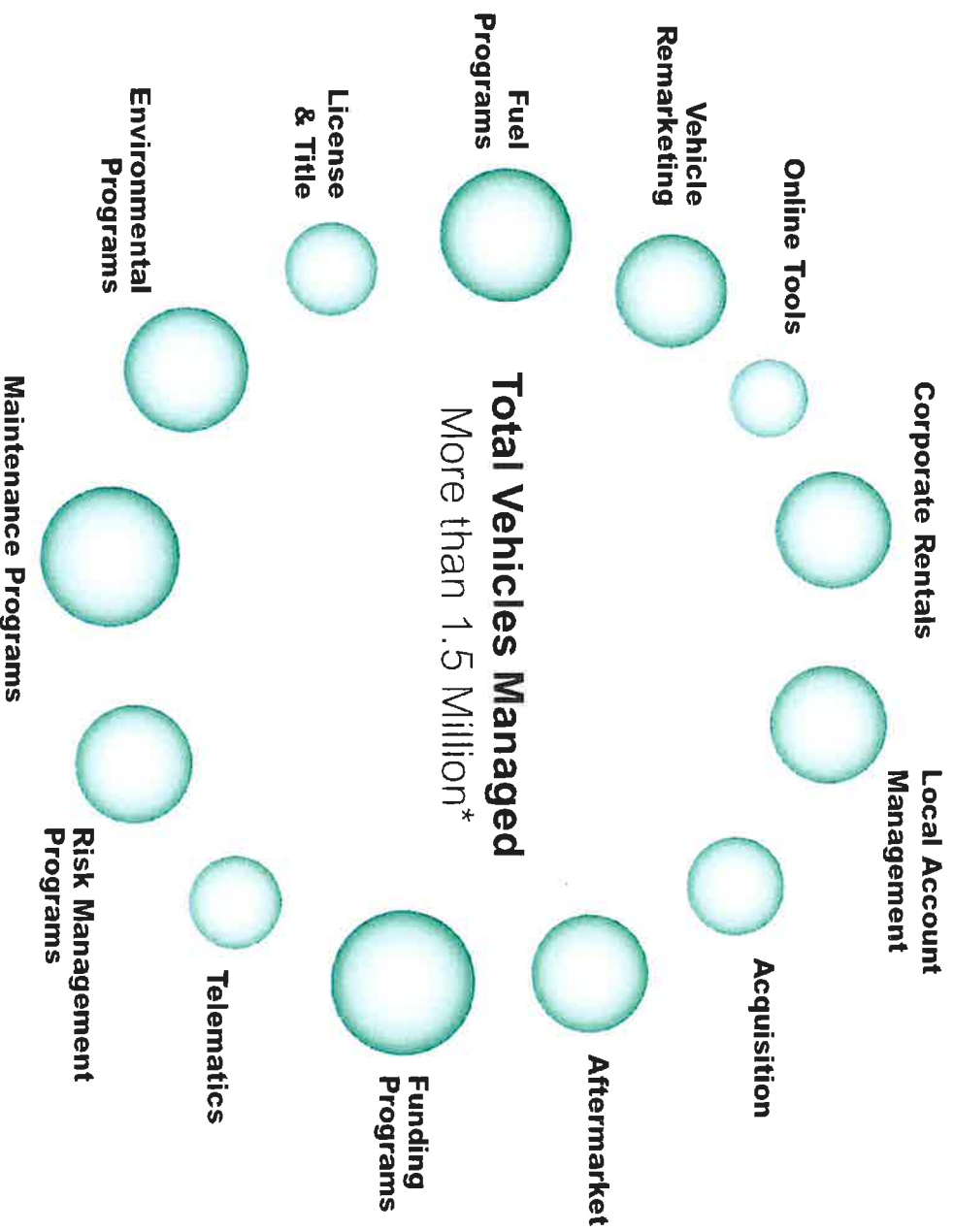
## 3 Options for Fleet Management

- Do-it-Yourself/Self-manage
- Avoid Vehicles altogether and Reimburse employees to use their own cars
- Outsource to accountable third party
  - Enterprise Fleet Management



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# Enterprise Fleet Management

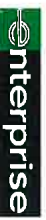


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## Company We Keep

- 10,000 Companies Nationally partner with EFM already
- Roughly 2,500 are government or non-profit sector
- 400 Partners in Ohio which include:
  - Easter Seals both Northern and Central Ohio (Miami Valley)
  - Help Foundation, Threshold Residential, and Viaquest
  - Talbert House & Integrated Services for Behavioral Health



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## **EFM Advantages for Members**

- Local Account Teams in Cleveland and Cincinnati
  - Customer Service and Accountability (Enterprise Family)
- Acquisition Leverage with Manufacturers
- Customized Financing that allows for Improved cash flow
- Remarketing Expertise and Infrastructure
- Enhanced reporting and control procedures
- Increase safety through proactive replacement approach
  - Vehicle Life Cycle Planning

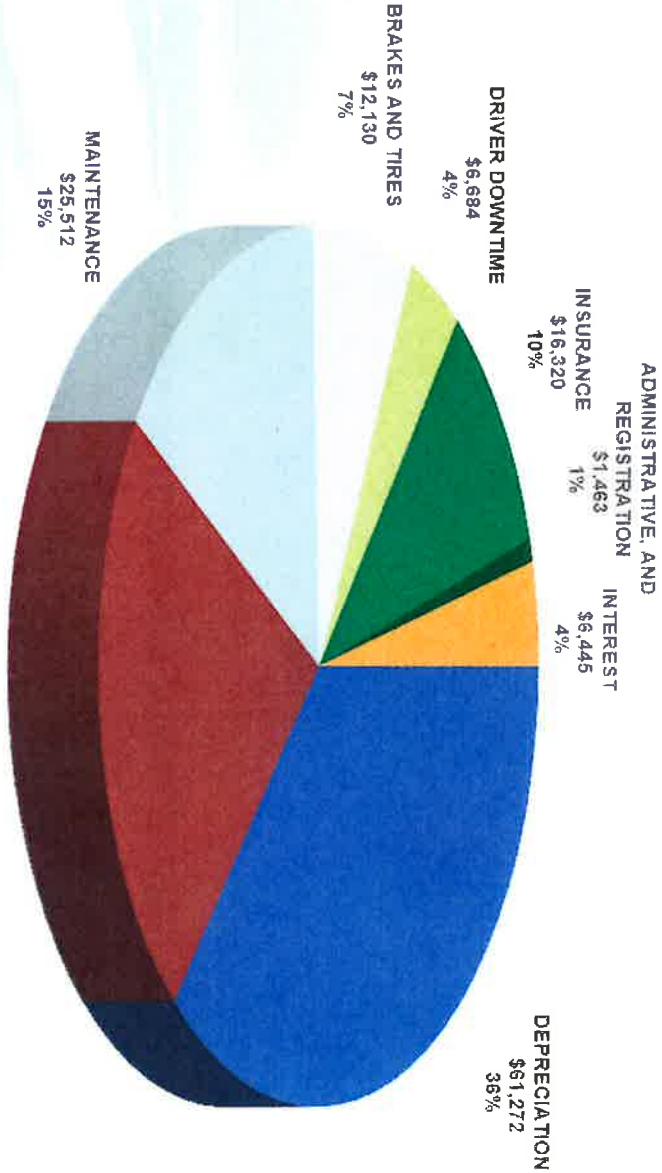


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# Total Cost of Ownership Approach

TOTAL COST OF BUY & HOLD FOR A Ford E-350 12 & 2WC Handicap Accessible Bus



TOTAL COST OF BUY  
& HOLD

**\$168,797**



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

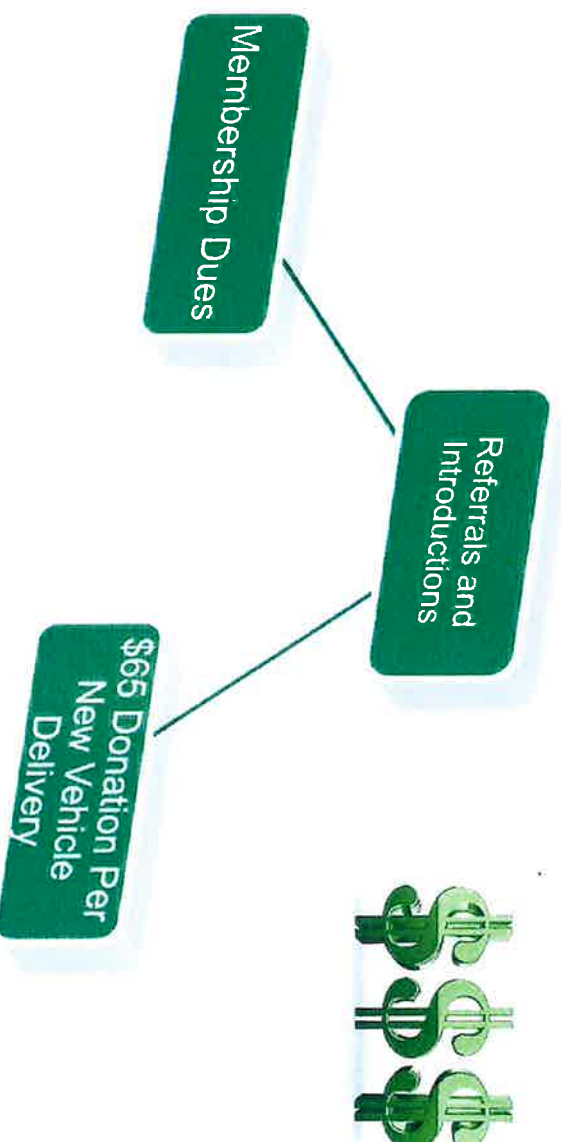
Source: Internal Data  
Total amount is determined without consideration  
for income tax, time value of money, present  
value, concepts of inflation. Assumes a holding  
period of 8 years at 25,000 miles per year.



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## Helping Us Help You

- Receive your Association Endorsement for Members to meet with us
- Give each member a customized fleet plan
- Use associations buying volume for bigger discounts for your members
- Attend various networking events, potentially speak on industry
- Provide referrals of members through phone, mail or email



## Other Partnership Suggestions and Questions?

# Thank you



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