



State of UT Fleet Discussion

Free Market Protection & Privatization Board

June 10, 2013

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Enterprise Rent-A-Car

ENTERPRISE HOLDINGS.

enterprise

National

Agenda

- Areas of Opportunities
- Potential Solutions/Programs
- Benefits to the State
- Other States

State of UT – Areas of Opportunity

- **POV – Mileage Reimbursement**
 - 2012 - \$2.5 Million, 2013 – \$2.4 Million
 - Typical savings 20%
- **Right-sizing fleet** (7000+ vehicles)
 - Increased Utilization
 - Seasonal/Project based needs
 - Vehicles in rural locations (Moab, Vernal, STG)
 - Sharing vehicles across Departments/Agencies
- **Fleet Disposal**
 - Maximizing sale price of existing fleet

State of UT – Potential Solutions

- How to Maximize savings
 - Tools to determine most cost effective option
 - Policy – Each trip
- Car Sharing
 - Long Term rentals with technology included
 - Online Reservation capability
 - 24 hour access
 - Hourly Rentals
 - Technology on current fleet
 - Sharing vehicles across Departments/Agencies

State of UT – Potential Solutions (cont.)

- Supplemental Car Rental
 - Project based, seasonal, rural needs
- Privatize Fleet disposal
 - Maximize revenues from Fleet Disposal
 - Leverage relationships
- Vehicle Leasing
 - Alternative to ownership in appropriate situations
- Ideal Solution
 - Reduced fleet – Car Rental/Car Sharing – POV reimbursal

Benefits to State of UT

- **Cost Savings**
 - Reduced fleet, lower maintenance costs, rates include coll/comp and liability coverage
 - lowest cost option per trip
 - Transparent costs
 - “Pay as You Go” creates cash flow advantages
- **Traveler Security**
 - Newer reliable vehicles
- **Reduced Environmental Impact**
 - Lower emissions on newer vehicles
- **Fuel Efficiency**
 - Better gas mileage on newer vehicles

Current State programs

- Georgia
 - Uses Car Rental comparison that has to accompany any travel reimbursement
- Texas
 - Utilizes Car Sharing, short and long term rentals
- Pennsylvania
 - Reduced Fleet 20%, and POV mileage 15% with a “short term lease/rental program
- California
 - Currently does not purchase vehicles
 - Uses combination of short and long term rentals



Thank You

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Car Rental vs Mileage Reimbursement Calculator

Input Variables	
Total Miles to be Traveled	155
Total Days in Trip	1
Car Rental Daily Price *	\$33.04
Sales Tax	16.35%
Cost of Gasoline per Gallon	\$ 3.60
Mileage Reimbursement Rate	\$ 0.380
Rental Car Gas Mileage (MPG)	28

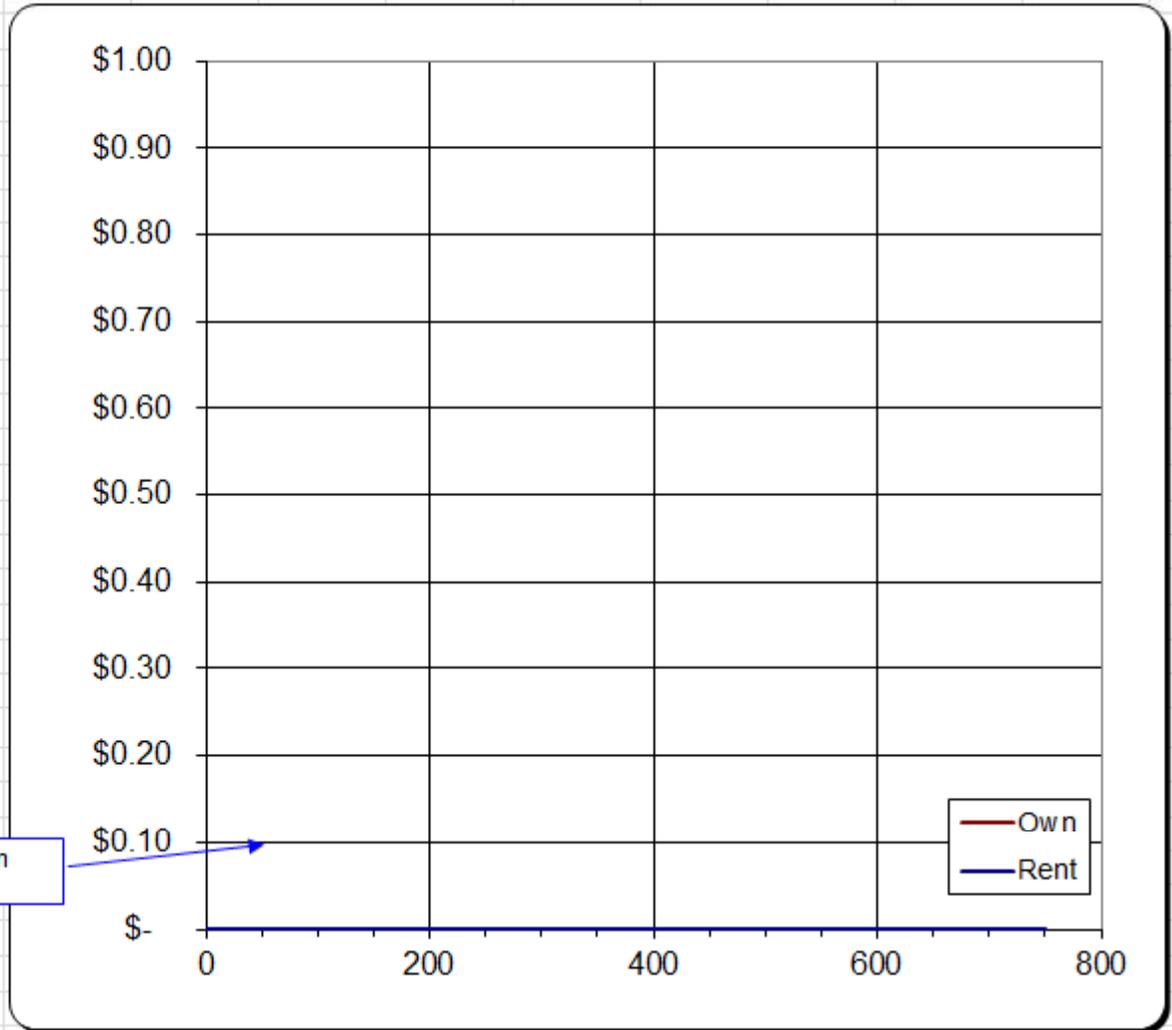
Input variables

Calculated Results	
Own Car Cost	
Mileage	\$ 58.90
Rental Car Cost	
Rental	\$33.04
Sales Tax	\$ 5.40
Refueling	19.93
Total	\$ 58.37

Results

Breakeven

* Business Use Daily Rate	
Compact	\$31.14
Intermediate	\$33.04
Full Size	\$35.61



State of UT comparing Standard Reimbursement

Breakeven is approximately 155 miles per day



Car Rental vs Mileage Reimbursement Calculator

Input Variables	
Total Miles to be Traveled	90
Total Days in Trip	1
Car Rental Daily Price *	\$33.04
Sales Tax	16.35%
Cost of Gasoline per Gallon	\$ 3.60
Mileage Reimbursement Rate	\$ 0.555
Rental Car Gas Mileage (MPG)	28

1

Calculated Results	
Own Car Cost	
Mileage	\$ 49.95
Rental Car Cost	
Rental	\$33.04
Sales Tax	\$ 5.40
Refueling	11.57
Total	\$ 50.01

Results

Breakeven

* Business Use Daily Rate	
Compact	\$31.14
Intermediate	\$33.04
Full Size	\$35.61

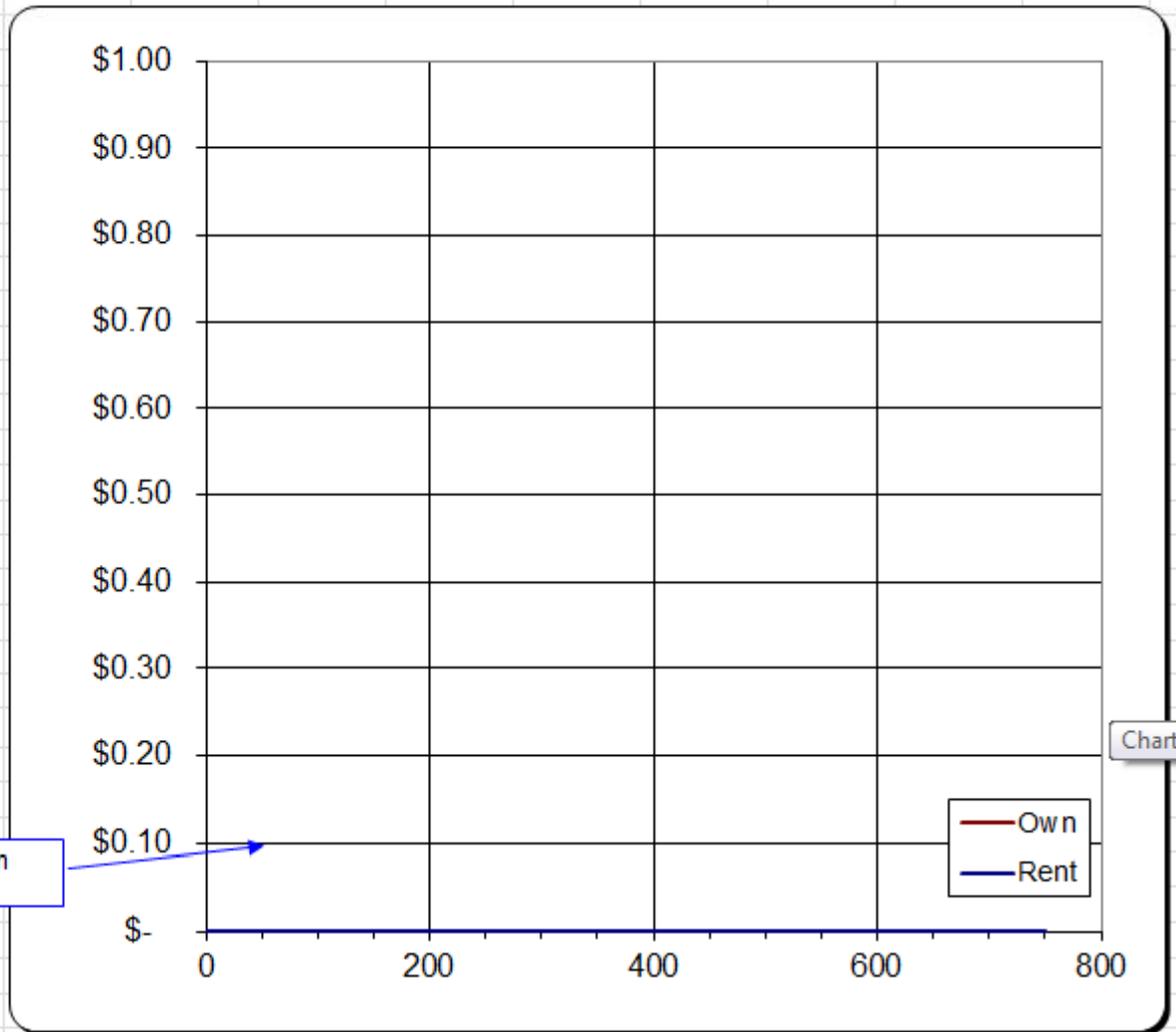


Chart A

State of UT comparing High Reimbursement
 Breakeven is approximately 90 miles per day



Welcome, State of Georgia Employees!

Please select desired options. If you need large SUV's, Cargo or 15 Passenger vans, or Box Truck, please call the branch directly (their number will be available by selecting one of the options below). Contracted rates apply to full and part time State of GA employees, city and county employees, and students of state colleges and universities conducting business on behalf of the state entity, with department approval. A State ID, department approval, and a drivers license is needed to rent.

To Rent For Personal Use

[Select ▶](#)

In order to access personal use rentals, hit select button.

x Compare Travel Costs (Mileage Calculator)

[Select ▶](#)

Please use this option to determine the most cost efficient method of travel.

Capitol Hill Motor Pool Location

[Select ▶](#)

*****In order to maximize customer service please book reservations 48 hours in advance if possible.***** This site is provided for the exclusive use of State employees conducting authorized State Business, as defined by the contract between the GA DOAS and Enterprise. Any other use of this website shall subject the user to disciplinary action.

x Other Areas - Pick up at other locations specified by customer

[Select ▶](#)

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x Vanpool / Commuting Options

[Select ▶](#)

To learn more about our vanpool and commuting options click here or contact us at 1800 VAN 4 WORK.

Car Rental Cost Comparison

Customer Focused, Performance driven

Ad

Pick up location for cost comparison purposes:

[Capitol Hill](#) Motor Pool **** Other Enterprise Locations Compare both locations

Enter number of miles:

Enter miles you plan to drive:

Enter number of days (24 hour period) for which you plan to rent the vehicle:

or ½ Day Rental

Do you have access to a vehicle provided by your organization?***

No

Click on two types of vehicles for comparison by clicking on the pictures below:



Perform Calculations

RESET

Capitol Hill Fuel Calculation.

[Capitol Hill](#) mileage rates with Enterprise Fuel Card (Place cursor over the words "Capitol Hill" printed in blue)

Calculations are for planning purposes only and may not represent actual costs. Calculations include anticipated fuel cost, vehicle type at the time of rental. Rental at the [Capitol Hill](#) location is at a reduced rate. All other locations ½ Day Rental is at the standard one day rate.

Standard mileage reimbursement rate is \$0.565 per mile. If you have access to a vehicle provided by your organization but do not use it, the reimbursement rate is \$0.565 per mile.



Car Rental Cost Comparison Results

Number of business miles you plan to drive: 200.

Number of days for which you plan to rent the vehicle: 1.

Reimbursement for driving your personal car is 200 miles x \$0.565 per mile equals: \$113.

Pickup Location	 Compact	 Mid Size
Capitol Hill Motor Pool	\$54.48	\$63.9

Capitol Hill Motor Pool--Compact

\$54.48

Best Value

Capitol Hill Motor Pool--Mid Size

\$63.9

Second Best Value

Saving

\$9.42

Dollar figures in the table above include daily rental plus estimated taxes and fuel costs (\$3.33 per gallon)

Reserve Car

Close Window

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Approved car rental sizes are economy, compact or intermediate (midsize). Vans may be rented when there are more than four travelers. Other vehicle types require business related justification