Department of Administrative Services

SERVICES ELEVATED

Fleet Management and Surplus Property

State Vehicle Breakdown

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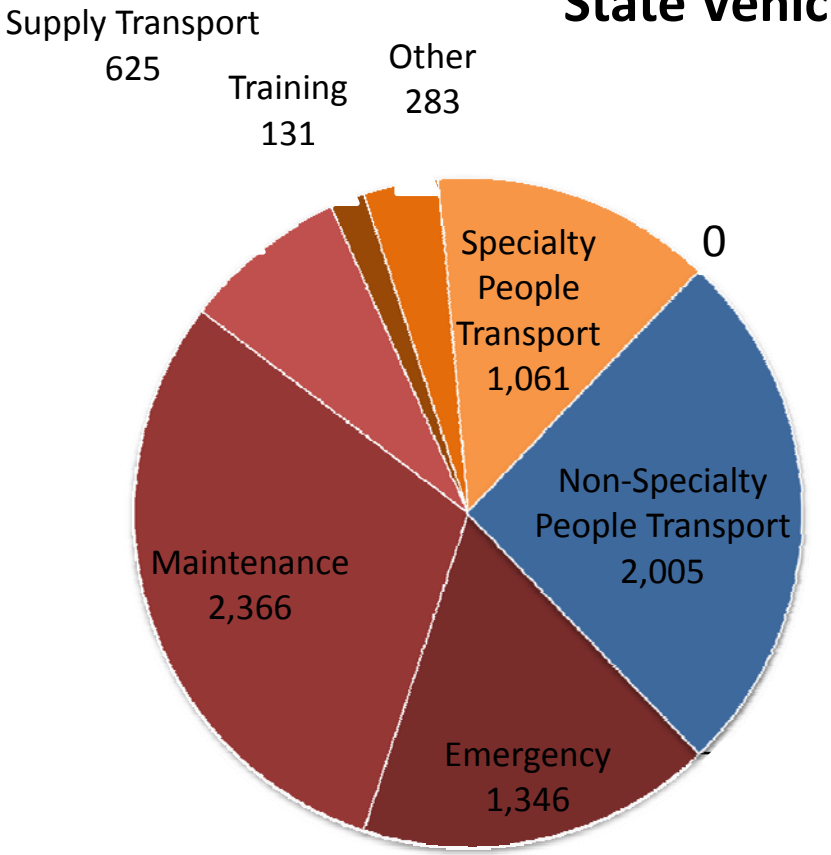
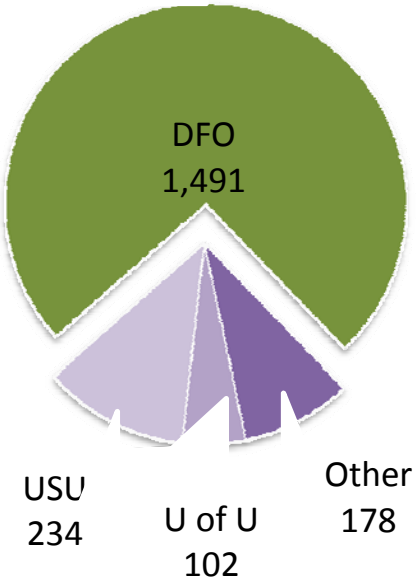
State Vehicle Breakdown





Theory Of Constraints Formula

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Feeding Control Point

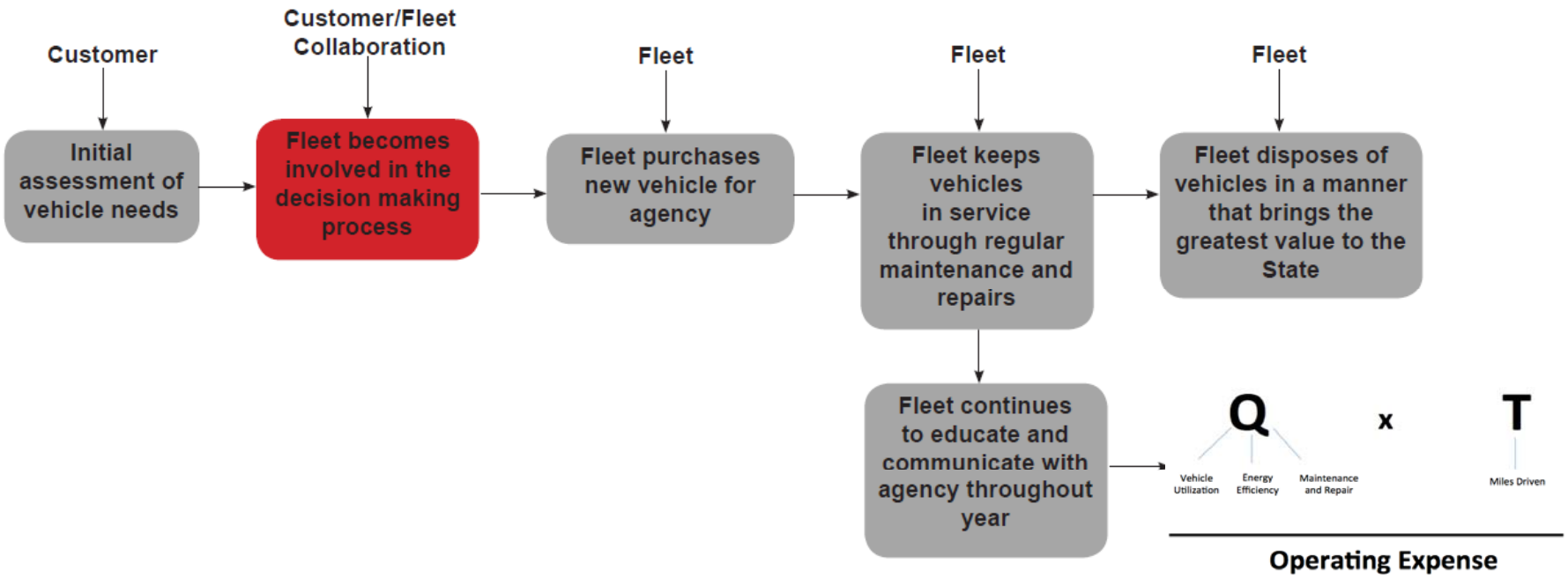
Agencies evaluate vehicle needs for upcoming fiscal year.

Control Point

Fleet works with agencies/legislature to review utilization data to determine how to better utilize vehicles currently leased and educates/incents decision makers about energy efficient choices for new vehicles. Because of Fleet's ongoing work with the agencies, agencies are making better and better use of their vehicles and driving more and more energy efficient vehicles. Fleet's work with both the agencies and the legislature becomes more and more influential in creating a fully utilized and energy-efficient fleet.

Following Control Point

Fleet works with agencies to purchase the most cost/ energy/effective vehicle to meet need.



Theory Of Constraints Formula

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Q x **T**

Vehicle Utilization

Energy Efficiency

Maintenance and Repair

Miles Driven

Operating Expense

Surplus Vehicle Sales Study

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Fleet Staff – Identify vehicles to be turned in

- Grouped by Similar Make, Model, Year, Mileage

Purchasing Staff – randomly assign vehicles to one of the following sales methods

- Surplus Physical Lot
- Surplus Online Auction
- eBay
- Private Sector Live Auction
- Private Sector Online Auction

Surplus Staff – take vehicles to sales location

Surplus Vehicle Sales Study

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Entity	Fee	Fee Information
govdeals	6.8%	No sale no fee
ebay	Posting Fee	Always fee
surplus	5.0%	
tnt	$50 plus 6.8%	Fee for sales
tnt	6.8% of reserve	Fee for no sale

Surplus Vehicle Study Results

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	Sedan - Compact		Sedan - Midsize		Minivan		Sedan - Fullsize	
	Average % NADA	#	Average % NADA	#	Average % NADA	#	Average % NADA	#
TNT	148%	1						
Surplus Property	133%	12	118%	9	121%	4	110%	2
On-line Surplus Property	121%	10	126%	8	107%	5	121%	1
KSL	109%	8	0%	#	91%	3	83%	2
eBay	90%	4	109%	5	97%	3	102%	1
GovDeals	87%	6	92%	8	108%	4	64%	3
Total		**41**		**30**		**19**		**9**

Surplus Vehicle Study Results

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	Truck - 1/2 Ton		Truck - 3/4 Ton		Truck - 1 Ton		Truck - Compact	
	Average % NADA	#	Average % NADA	#	Average % NADA	#	Average % NADA	#
Surplus Property	118%	5	103%	2	80%	1	115%	1
GovDeals	87%	2	65%	1	81%	1		
KSL	72%	2	92%	1				
On-line Surplus Property	61%	2	76%	1	119%	1	94%	2
eBay	54%	1	70%	3				
TNT								
Total		**12**		**8**		**3**		**3**

Surplus Vehicle Study Results

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	SUV - Compact		SUV - Midsize		SUV - Fullsize	
	Average % NADA	#	Average % NADA	#	Average % NADA	#
Surplus Property	107%	1				
eBay	96%	1	73%	1		
On-line Surplus Property	91%	3	80%	2		
GovDeals	91%	2	88%	2	76%	2
KSL					114%	1
TNT						
Total		7		5		3