



1111 Bayou
La Marque, Texas 77568
409.938.9202

OFFICIALLY POSTED ON THE
WEB:
DATE: TIME: 05092013 9:30PM

AGENDA

Notice is hereby given that the City Council of the City of La Marque, Texas will conduct a Workshop Meeting on **Monday, May 13, 2013 at 3:30 p.m.** at 1109-B Bayou Road for purpose of considering the following agenda:

- (1) CALL MEETING TO ORDER
- (2) ROLL CALL
- (3) INVOCATION AND PLEDGE OF ALLEGIANCE
- (4) WORKSHOP
 - a. Presentation/discussion regarding Fleet Management and provide direction to City Manager - Finance Director/Enterprise Representative
- (5) ADJOURNMENT

CERTIFICATION:

I hereby certify that the above notice of meeting was posted at 1109-B Bayou Road, La Marque, Texas before **8:00 p.m. on this the 9th day of May 2013.**

The City Council for the City of La Marque, Texas reserves the right to adjourn into executive session at any time during the course of this meeting to discuss any of the matters listed above, as authorized the Texas Government Code Section 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property), 551.073 (Deliberations about Gifts and Donations), 551.074 (Personnel Matters), 551.076 (Deliberations about Security Devices) and 551.086 (Economic Development)

Deloris McKenzie, TRMC
Interim City Clerk

This facility is wheelchair accessible and accessible parking spaces are available. Request for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the City Clerk's office at (409) 938-9259, or Fax (409) 935-0401, or e-mail cityclerk@cityoflamarque.org or further information.



CITY COUNCIL AGENDA FORM

Meeting Date: 5/13/13
Prepared by: Suzy Kou
Department: Finance

Agenda item: 4a
Reviewed by: CBJ

AGENDA ITEM DESCRIPTION: Presentation/discussion regarding Fleet Management Program and provide direction to City Manager - Finance Director/Enterprise Representative



Attachments for Reference

1. PowerPoint presentation

Staff Briefing: The concept was brought to staff of utilizing private sector's resources to more effectively manage public sectors' fleet operating cost with current and future budget years. The partnership will allow all parties to share overall fixed cost and maximize the benefits already available for optimum management of a larger fleet. In addition, privatizing shop minimizes certain risks attached to City's inventory maintenance system controls (i.e. losses of physical inventory or values over time) due to our limited resources.

History (if applicable):

Target Implementation: N/A

Significant Action Dates: N/A

Action:

☐

Ordinance

☐

Resolution

☐

Proclamation

☒

Special Presentation

☐

Finance Report

☐

Public Hearing

☒

Other - Workshop

Cost Details:

Budgeted	N/A
Actual Bid	
Estimated Expenditure	
Acct. Name	
Line Items #	
Other Funding	

Staff's Recommended Motion: Reach a consensus to provide direction to the City Manager.

Fiscal Impact: To be determined at a regular Council meeting for action.



Providing Government Fleet Solutions.

City of La Marque

Presented By:

Brian Cox

713-300-2816

brian.m.cox@efleets.com

Presented: May 13, 2013



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Agenda

- The Enterprise Difference
- Review Current Situation and Goals
- Provide Analysis and Recommendations
- Questions and Next Steps





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Enterprise Fleet Management





Our Local Account Team Makes it Easy

- **Account Managers** proactively design, review, and execute your fleet program
- **Customer Service Representatives** implement your fleet management programs
- **Make it easy** to get back to what you do best - running your business



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Key Objectives

■ Lower average age of the fleet

- 48% of your fleet is currently 10 years or older
- 44% of your fleet is over 15 years old and 21% is over 20 years old

■ Improve fleet utilization

- Current age and condition of fleet creates a need for spare vehicles

■ Reduce operating costs

- Aging fleet increases maintenance costs and vehicle downtime
- Current age and condition of fleet creates a need for spare vehicles



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Effective Vehicle Life Cycle

- Lower depreciation cost through increased resale value
 - Decrease operating expense
 - Lessen employee and vehicle downtime
-
- Enhance employee morale
 - Reduce carbon emissions



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Commercial Open-End Lease

- Improve cash flow
 - No mileage restrictions and wear and tear charges
 - Customized terms for use and type of vehicle
-
- Flexibility of ownership



Commercial Open-End Lease

Traditional Financing

Vehicle Price \$21,000

\$5,500 Market Value
After 48/mo. term and 100k miles.

Traditional Financing

\$0

\$5,500 in Equity

Enterprise Solution

Vehicle Price \$21,000

\$5,500 Market Value
After 48/mo. term and 100k miles.

Commercial
Open-End Lease

\$5,000

\$500 in Equity

**Approx. \$100/month lower
payment per vehicle.**



Full Maintenance

- Maintenance covered for a fixed monthly charge up to 100,000 miles or 7 years
- Proactive programs save you down time
- Roadside assistance is available 24 hours a day
- - - - -
- Local vendor network

FULL MAINTENANCE		
07 F150 XL 6502 • SUZLON WIND ENERGY CORPORATION		
690T10BLS527		
TIRE / \$ LIMIT 0/050	COST CODE MASON CITY	UNIT NO. BLS527
EXP. DATE 06/10		
GPBR 1P62		

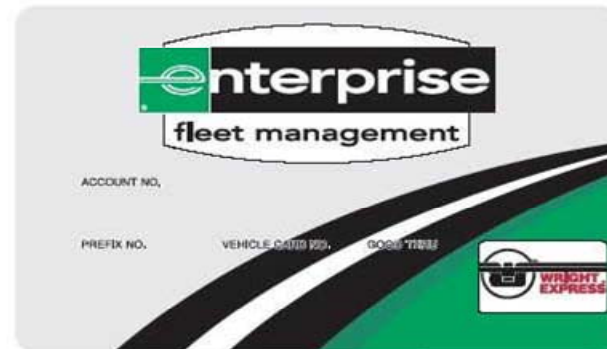
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Fuel Management

- Accepted at 9 out of 10 fueling locations
- Tax exempt - net billing where available
- Track and help prevent irregular or unauthorized activities

- Tax and exception reporting





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Mobile Resource Manager

- Real time GPS navigation, turn-by-turn and real time traffic
- Exception reporting for more effective management
- Geo-fencing: notification when workers enter or exit specific areas
- Speed tracking with speed alerts and reports
- Wireless job dispatching and real-time job status



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Accident Management

- Our Claims Support Coordinators will get you back on the road safely, timely, and cost effectively
- One of the industry's lowest average cost of repair and all with minimal driver involvement
- Our program brings you expertise designed to simplify the vehicle repair process
- Roadside assistance is available 24 hours a day
- We will help submit claims information to your insurance carrier if necessary





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Physical Damage Management

- One of the industry's lowest average cost of repair
 - Claims are handled with minimal driver involvement
 - Free glass repair on chips and stars under \$75
-
- No betterment - you won't be charged for the existing wear and tear
 - Our Claims Support Coordinators will get you back on the road safely, timely, and cost effectively



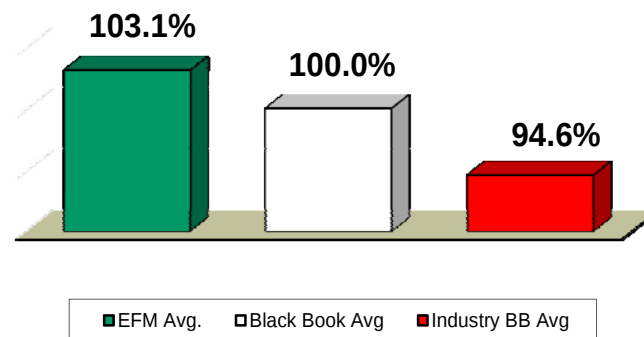
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Selling Your Vehicles

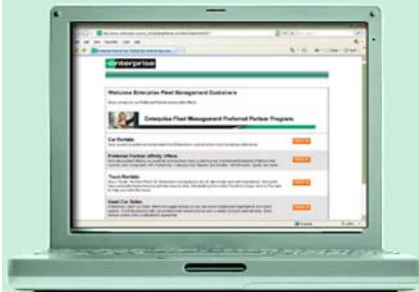
- Bid process maximizes resale of your assets
- Trust your vehicles are in the hands of a professional sales team that sells more than 500,000 vehicles annually
- Minimize your involvement by outsourcing the entire process
- Consistently experience higher than average price returns

Sales Price vs. Black Book





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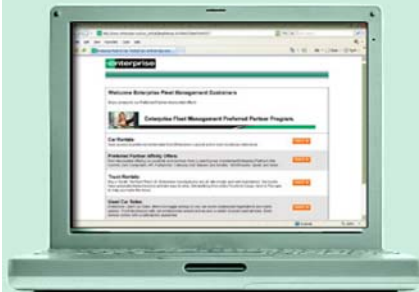
Online Capabilities

- Measure overall efficiency and cost effectiveness in one user-friendly snap shot
- Access key fleet information
- All reporting functions are fully customizable
- Online reporting system turns vehicle data into valuable decision-making information

Sample Online Reporting

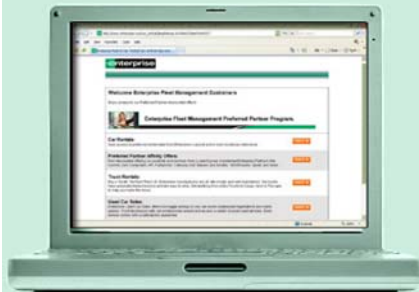


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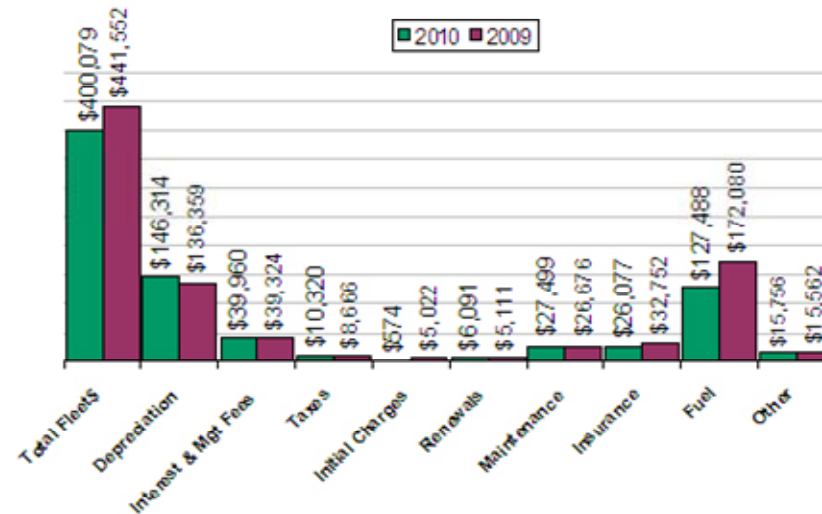


Annual Client Review Sample

Fleet Summary - Financial Performance Overview

2009 - 2010 Change

Total Fleet \$	Fleet Size	Variable Expenses		
		Depreciation \$	Fuel \$	Maintenance \$
↓ 9.4%	↑ 5.7%	↑ 7.3%	↓ 25.9%	↑ 3.1%



Key Financial Summary

- Maintenance and depreciation in line with fleet growth
- Decrease in market fuel prices have had the biggest impact on total fleet expense



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Next Steps

- Validation of the numbers
- Understand decision making process
- Develop additional support materials
- Discuss due diligence process
- Follow up date