

### Comparison of Fleet Fees

Fees by type	Ford F150 Regular Cab			Ford F150 Crew Cab			Chevrolet Silverado 1500			Total of All Vehicles		
	Current Town Cost @ 5 yr	Enterprise Cost @ 5 yr	Add'l Cost (savings) @ 5 yrs	Town Cost @ 5 yr	Enterprise Cost @ 5 yr	Add'l Cost (savings) @ 5 yrs	Current Town Cost @ 5 yr	Enterprise Cost @ 5 yr	Add'l Cost (savings) @ 5 yrs	Current Town Cost @ 5 yr	Enterprise Cost @ 5 yr	Add'l Cost (savings) @ 5 yrs
Disposal Charge at time of vehicle sale	\$ 1,095.00	\$ 400.00	\$ (695.00)	\$ 1,312.50	\$ 400.00	\$ (912.50)	\$ 1,245.00	\$ 400.00	\$ (845.00)	\$ 3,652.50	\$ 1,200.00	\$ (2,452.50)
Maintenance Costs*	\$ 1,685.00	\$ 1,150.20	\$ (534.80)	\$ 1,685.00	\$ 1,150.20	\$ (534.80)	\$ 1,685.00	\$ 1,120.20	\$ (564.80)	\$ 5,055.00	\$ 3,420.60	\$ (1,634.40)
Monthly Management Fee (0.10% of vehicle cost/mo)	NA	\$ 1,326.60	\$ 1,326.60	NA	\$ 1,503.00	\$ 1,503.00	NA	\$ 1,311.00	\$ 1,311.00	NA	\$ 4,140.60	\$ 4,140.60
Purchase Price	\$ 22,106.00	\$ 22,106.00	\$ -	\$ 25,050.00	\$ 25,050.00	\$ -	\$ 21,855.00	\$ 21,855.00	\$ -	\$ 69,011.00	\$ 69,011.00	\$ -
Extended Warranty	\$ 1,900.00	NA	\$ (1,900.00)	\$ 1,900.00	NA	\$ (1,900.00)	\$ 1,936.00	NA	\$ (1,936.00)	\$ 5,736.00	NA	\$ (5,736.00)
Estimated staff time handling purchase and sale	\$ 105.00	NA	\$ (105.00)	\$ 105.00	NA	\$ (105.00)	\$ 105.00	NA	\$ (105.00)	\$ 315.00	NA	\$ (315.00)
Salvage Value	\$ (14,600.00)	\$ (14,600.00)	\$ -	#####	\$ (18,600.00)	\$ -	\$ (16,600.00)	\$ (16,600.00)	\$ -	\$ (49,800.00)	\$ (49,800.00)	\$ -
<b>Total over Five Years</b>	<b>\$ 12,291.00</b>	<b>\$ 10,382.80</b>	<b>\$ (1,908.20)</b>	<b>\$ 11,452.50</b>	<b>\$ 9,503.20</b>	<b>\$ (1,949.30)</b>	<b>\$ 10,226.00</b>	<b>\$ 8,086.20</b>	<b>\$ (2,139.80)</b>	<b>\$ 33,969.50</b>	<b>\$ 27,972.20</b>	<b>\$ (5,997.30)</b>
<b>Total Amortized per Year</b>	<b>\$ 2,458.20</b>	<b>\$ 2,076.56</b>	<b>\$ (381.64)</b>	<b>\$ 2,290.50</b>	<b>\$ 1,900.64</b>	<b>\$ (389.86)</b>	<b>\$ 2,045.20</b>	<b>\$ 1,617.24</b>	<b>\$ (427.96)</b>	<b>\$ 6,793.90</b>	<b>\$ 5,594.44</b>	<b>\$ (1,199.46)</b>
Interest rate over Five Years (optional) Tbill + 325 basis points	NA	\$ 3,969.46	\$ 3,969.46	NA	\$ 4,498.10	\$ 4,498.10	NA	\$ 3,924.39	\$ 3,924.39	NA	\$ 12,391.94	\$ 12,391.94

### Value of a Data-Driven Fleet Strategy

Fees by type	Chevrolet Silverado 1500			Ford Escape		
	Current Town Cost @ 1 yr	Enterprise Cost @ 1 yr	Add'l Cost (savings) @ 1 yr	Current Town Cost @ 5 yr	Current Town Cost per year	Value Difference of Data-Driven Strategy
Disposal Charge at time of vehicle sale	\$ 1,245.00	\$ 400.00	\$ (845.00)	\$ 705.00	\$ 141.00	\$ 259.00
Maintenance Costs*	\$ 337.00	\$ 224.04	\$ (112.96)	\$ 1,685.00	\$ 337.00	\$ (112.96)
Monthly Management Fee (0.10% of vehicle cost/mo)	NA	\$ 262.20	\$ 262.20	NA	NA	\$ 262.20
Purchase Price	\$ 21,855.00	\$ 21,855.00	\$ -	\$ 19,662.00	\$ 3,932.40	\$ 17,922.60
Extended Warranty	\$ 1,936.00	NA	\$ (1,936.00)	\$ 1,725.00	\$ 345.00	\$ (345.00)
Estimated staff time handling purchase and sale	\$ 105.00	NA	\$ (105.00)	\$ 105.00	\$ 21.00	\$ (21.00)
Salvage Value	\$ (23,100.00)	\$ (23,100.00)	\$ -	\$ (9,600.00)	\$ (1,920.00)	\$ (21,180.00)
<b>Total over One Year</b>	<b>\$ 2,378.00</b>	<b>\$ (358.76)</b>	<b>\$ (2,736.76)</b>	<b>\$ 14,282.00</b>	<b>\$ 2,856.40</b>	<b>\$ (3,215.16)</b>

-----This is the amount saved when better decisions are made based on better data.

\*Assumption for Town Maintenance Costs is based on an average of all vehicle maintenance, and data is not currently tracked on a per vehicle basis