

Comparison of Fleet Fees

	Ford F150 Regular Cab			Ford F150 Crew Cab			Chevrolet Silverado 1500			Total of All Vehicles		
Fees by type	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)	\$ -
Total over Five Years	\$ 12,291.00	\$ 10,382.80	\$ (1,908.20)	\$ 11,452.50	\$ 9,503.20	\$ (1,949.30)	\$ 10,226.00	\$ 8,086.20	\$ (2,139.80)	\$ 33,969.50	\$ 27,972.20	\$ (5,997.30)
Total Amortized per Year	\$ 2,458.20	\$ 2,076.56	\$ (381.64)	\$ 2,290.50	\$ 1,900.64	\$ (389.86)	\$ 2,045.20	\$ 1,617.24	\$ (427.96)	\$ 6,793.90	\$ 5,594.44	\$ (1,199.46)
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

	Chevrolet Silverado 1500			Ford Escape		
Fees by type	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)
Total over One Year	\$ 2,378.00	\$ (358.76)	\$ (2,736.76)	\$ 14,282.00	\$ 2,856.40	\$ (3,215.16)

<----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