

#### **WELCOME TO OUR PRESENTATION**





Today's Presenter:
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Sales@AgileFleet.com
571-498-7555 x505





We can help
you address
challenges
brought on by
the COVID-19
crisis –and
more!

- Welcome
- Overview of Fleet Technologies
- Managing Drivers & Vehicles
- Motor Pool & Car Sharing
- Other Fleet Solutions
  - Maintenance
  - Fuel
  - GPS
  - Reporting & Analytics
- Fleet Savings
- Success Stories





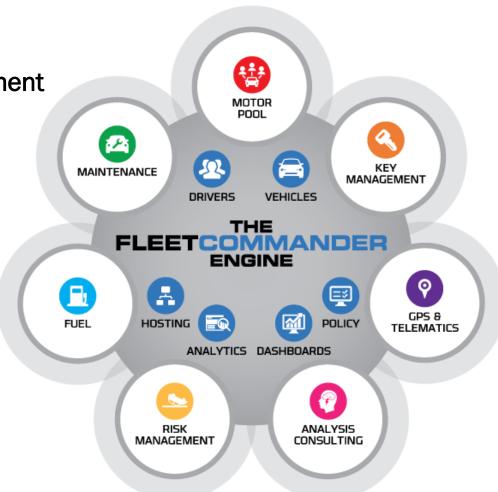


#### Core Product Engine

- Drivers & Vehicle Management
- Hosting
- Analytics & Reports
- Dashboards
- Policy

#### Optional Modules

- Motor Pool & Keys
- Maintenance
- Fuel
- Risk
- GPS





#### CHANCES ARE, WE HAVE HELPED **SOMEONE LIKE YOU!**



#### Government









MONTGOMERY COUNTY Maryland







#### **Education**







**IOWA STATE UNIVERSITY** 







#### **Utilities**











#### **Healthcare & Social Services**







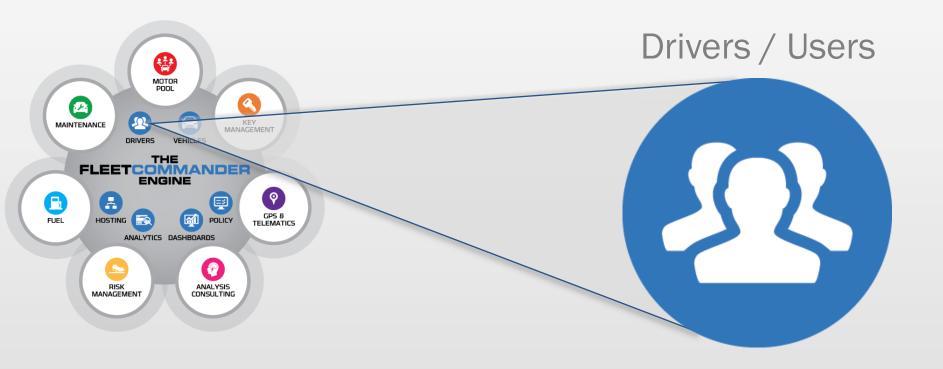
# USING TECHNOLOGY TO MANAGE DRIVERS & OTHER USERS



### MANAGING DRIVERS / USERS AGILEFLEET FLEET MANAGEMENT SOLUTIONS



## F FLEETCOMMANDER





#### MANAGING DRIVER / USERS



#### **BENEFITS**

- All of your driver and fleet staff information in one location, including:
  - Standard, demographic data (e.g. name, contact info)
  - Policy acceptance, certifications, training, etc.
  - Vehicle access permissions and/or restrictions
  - Default billing and charge-back info
- Eliminating or reducing paper
- Standardizing data across the enterprise for queries & reports
- Automatically communicating and enforcing fleet policy consistently
- Having accountability for use of vehicles
- Enabling self-service for fleet tasks by fleet drivers
- Easily communicating with affected drivers on fleet-related matters



### MANAGING DRIVERS / USERS



	Username	Name 🍑		E-mail	Status	Access Groups	Out of state license?
90×	jadams	Adams, John	mwade@agilef	leet.com	Enabled	Std safety training Golf cart	
Q.OX	sfarmerie	Farmerie, Scott	sfarmerie@agi	efleet.com	Enabled	Std safety training	
Q Ø X	dfi Profile Pe	ermissions Usage	HR Dependents	Time			
QAX	a(			Back to Mana	ge Users Send Welco	ome Email Undo Changes D	elete User Save Changes  Make Reservation
Q.ØX	User Inform	nation					
90×		ast, first middle):	Mills	, Moyna		•	
Q.OX	b Salutatio	on		a la			
30X	Usernam	ne:	mmills				
SOX	New Pass	sword:					
90×	jr Confirm	Password:					
QAX	b Profile Ex	xpiration Date:		<b>**</b>			
Q & X	Ę D						man states
QAX							ORBELLO SRAMLATE
Q.ØX						The second second	TOTAL
						arr 9	
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Q & X							1
200							
						Upload Ima	ge

We'll import your driver information using data import templates





Profile	Permissions	Usage	HR	Dependents	Time					
			-		Bac	ck to Manage Users	Send Welcome Emai	Undo Changes	Delete User	Save Changes ake Reservation
Nam Salu User New Conf	formation ne (last, first middle) station rname: Password: firm Password:			Mills mmills  12/31/2018	, Ma	loyna				
lc	Use FleetCon ogin services uthenticate a servic	or remo against y	er's		Exp ens driv	opiring accounts insure only authorivers remain ac FleetCommand	orized ctive in	Linload I	ORBELLO ORAMANIA TOTAL	



### **USERS - ACCESS GROUPS**



Profile	Permissions	Usage	HR	Dependents	Tim	е					
					В	ack to Manage	Users	Send Welcome Email	Undo Changes	Delete User	Save Changes
										M	ake Reservation
-											
<u>~~~~</u>		~~~~	اسمم	~~~~~		~~~~~~~				· · · · · · · · · · · · · · · · · · ·	
	Information										
Acc	ess Groups:		~	Std safety train	ing						
				Golf cart							
				] 12-psgr van tra	ining						
			~	CDL							
				Emergency Svc	s						
						Select All	Desele	ect All			
Usa	ige Types:		~	Daily Rental							
				Maintenance							
			~	External Rental							
				Loaner - no cha	rge						
				Golf Cart							
				Long term lease	2						
		-				Select All	Desele	ect All		Minaria.	

Other examples: Safety course, EMS, Hazmat, Off-Road, Handicap Accessible, Assigned vehicle, CDL, "Bad Drivers"



### **USERS - USAGE TYPES**



Profile	Permissions	Usage	HR	Dependents	Time	
					Bac	ck to Manage Users Send Welcome Email Undo Changes Delete User Save Changes
						Make Reservation
-						
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	I <b>nformation</b> ess Groups:		г	T Ctd apfaby train	ing	
Acce	33 Ol oups.		₹	Std safety traini	ng	
1				Golf cart		
1				12-psgr van trai	ining	
			V	✓ CDL		
				Emergency Svcs	S	
						Select All Deselect All
Usag	ge Types:		<u> </u>	✓ Daily Rental		
				Maintenance		
			<b>∑</b>	External Rental		
1				Loaner - no cha	rge	
				Golf Cart		
				Long term lease	3	
			_		<b>-</b>	Select All Deselect All



# USING TECHNOLOGY TO MANAGE VEHICLES



### MANAGING YOUR VEHICLES



## F FLEETCOMMANDER





#### **MANAGING YOUR VEHICLES**



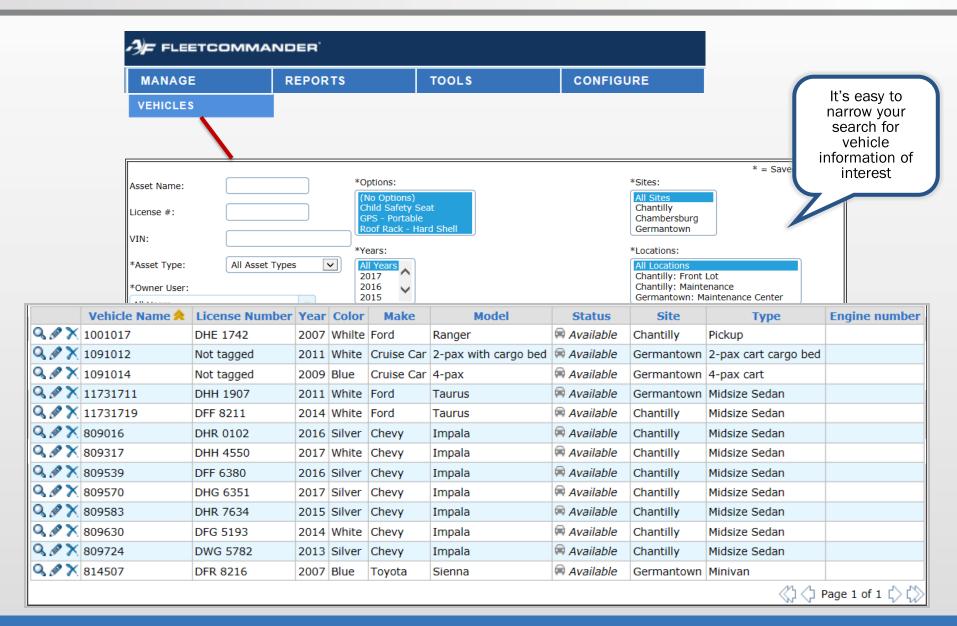
#### **BENEFITS**

- All of your vehicle information in one location
- Standardization of data across the enterprise (variations at site-level)
- Establishing rules-of-use through system permissions
- Managing custody of vehicles through the life-cycle
- Having clear visibility of vehicle-related costs, e.g. maintenance and fuel
- Configuring telematics devices
- Collecting and storing odometer information
- Tracking vehicles as they enter and leave the fleet



### ACCESSING VEHICLE PROFILES AGILEFLEET

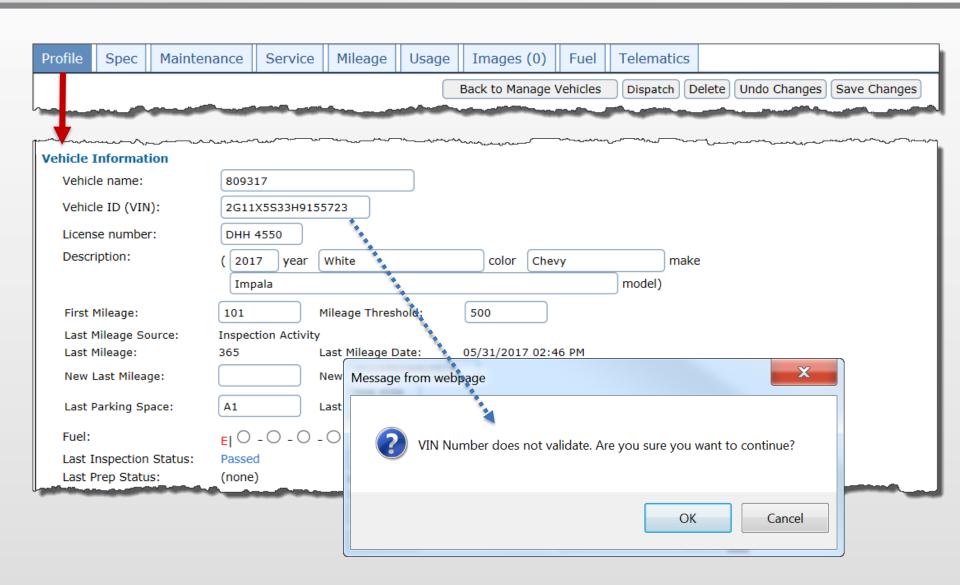






#### **VEHICLE PROFILES**







#### **VEHICLES - ACCESS GROUPS**



Profile	Spec	Maintenance	Service	Mileage	Usage	Images (0)	Fuel	Telematics			
						Back to Manage \	/ehicles	Dispatch	Delete	Undo Changes	Save Changes
h-1				-							
Access In	nformati	on	Andrew Control of the			~~~~~~~	~\		~~~~	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	~4,~~~
Status	:	□ Uı	navailable (ve	ehicle cannot	be assigne	ed and is not avai	lable)				
Access	groups:	<b>✓</b> St	d safety train	ing Golf	cart 🗆 12	-psgr van training	$\square_{CDL}$				
Usage	Types:	<b>☑</b> Da	nergency Svo aily Rental 💆 olf Cart			Select All	Loaner -	no charge			
Site:		Chai	ntilly								
Locatio	on:	Fron	t Lot 🔽								
Type:		Mids	ize Sedan	<u>~</u>							
Options	s:	□ <sub>GI</sub>	S - Portable	Roof Rac	k - Hard Sh	ell Child Safet	y Seat				
						Clea	r Options	;			
Maxim	um occu	pants: 4	(driver a	nd passenger	rs)					A	

Other examples: Safety course, EMS, Hazmat, Off-Road, Handicap Accessible, Assigned vehicle, CDL, "Bad Drivers"



#### **VEHICLES – USAGE TYPES**



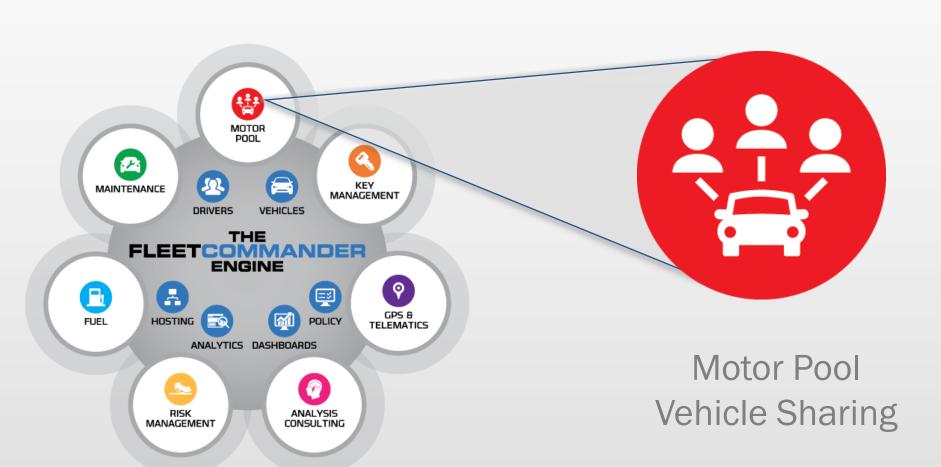
Profile	Spec	Maintenance	Service	Mileage	Usage	Images (0)	Fuel	Telematics				
Т	Back to Manage Vehicles Dispatch Delete Undo Changes Save Changes											
h												
Access I	Access Information											
	Status: Unavailable (vehicle cannot be assigned and is not available)											
Acces	s groups:	<b>✓</b> st	d safety train	ing Golf	cart 🗆 12-	psgr van training	$\Box_{CDL}$					
		□ Er	nergency Svc	s								
						Select Al	Unsele	ct All				
Usage	e Types:	<b>☑</b> Da	aily Rental 💆	Maintenanc	e $\square$ Ex	ternal Rental	Loaner - I	no charge				
		□ <sub>G</sub>	olf Cart	Long term I	ease							
						Select Al	Unsele	ct All				
Site:		Char	ntilly	•								
Locati	ion:	Fron	t Lot 🔽									
Type:	Type: Midsize Sedan											
Option	Options: GPS - Portable Roof Rack - Hard Shell Child Safety Seat											
						Clea	r Options					
Maxin	num occu	pants: 4	(driver ar	nd passenger	rs)							



#### **MOTOR POOL**

#### **MOTOR POOL**









#### **BENEFITS**



Reduce idle vehicles / Right-size metrics



 Can be managed remotely, eliminate or limit in-person contact via self-service capability



 100% vehicle accountability for contact tracing, can schedule buffers between reservations, access keys via no-attendant required keybox



Optimize the composition of the fleet (classes)



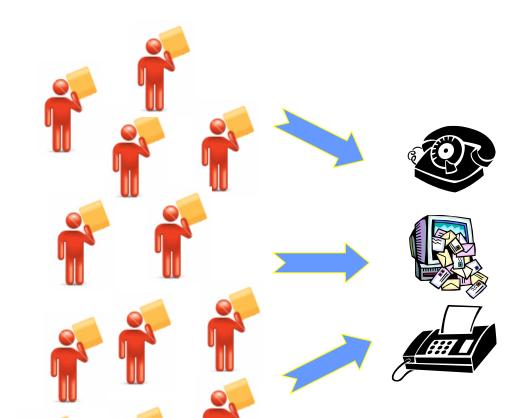
Communicate and enforce fleet policies

Improve service & efficiency, reduce costs





#### The "Old Way"



September 2012
Su Mo Tu We Th Fr Sa

1
2 3 4 5 6 7 8
9 10 11 12 13 14 15
16 17 18 19 20 21 22
23 24 25 26 27 28 29



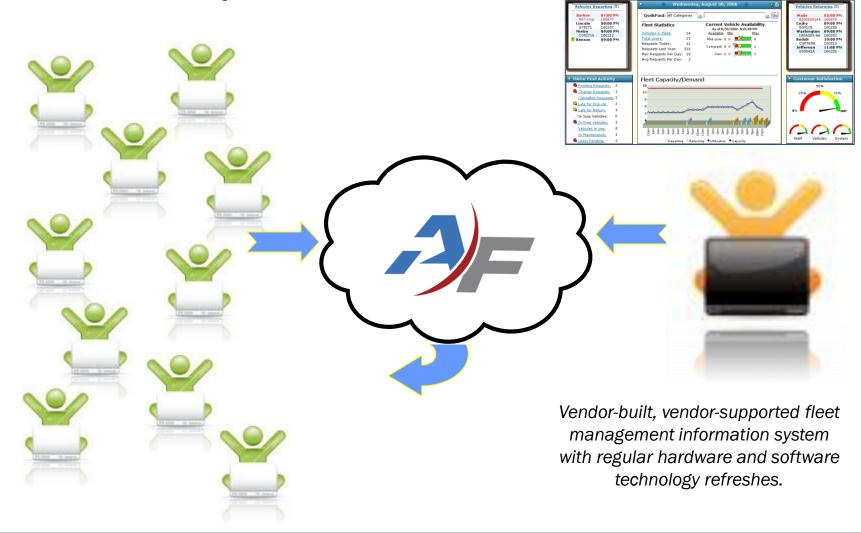
Home-built, or disparate, computer systems that require updating or repair







#### The "New Way"

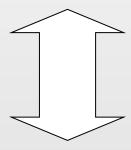






#### **OVERVIEW**





Policy communication & enforcement • Maintenance

Asset management • Driver management

Risk management • Fuel • Parts • Integration





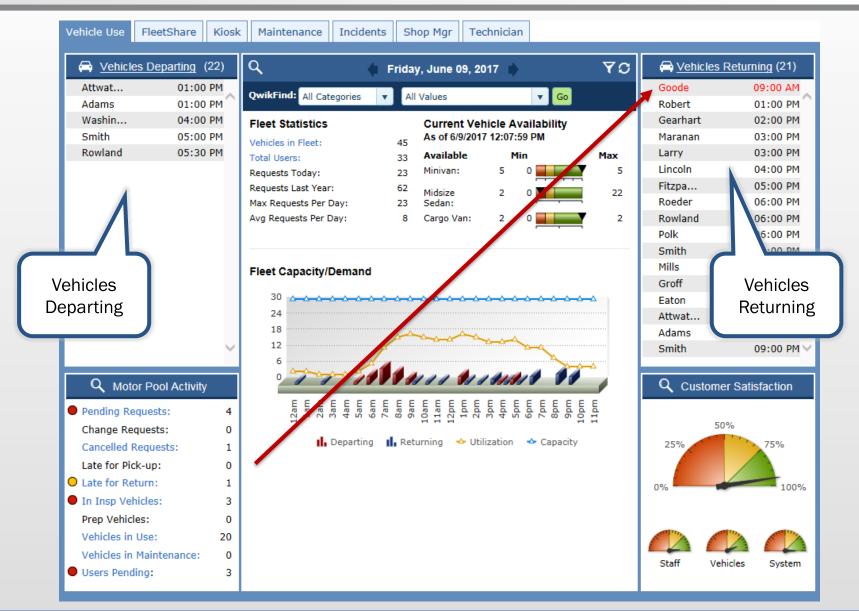




Reserving a vehicle is quick and easy!

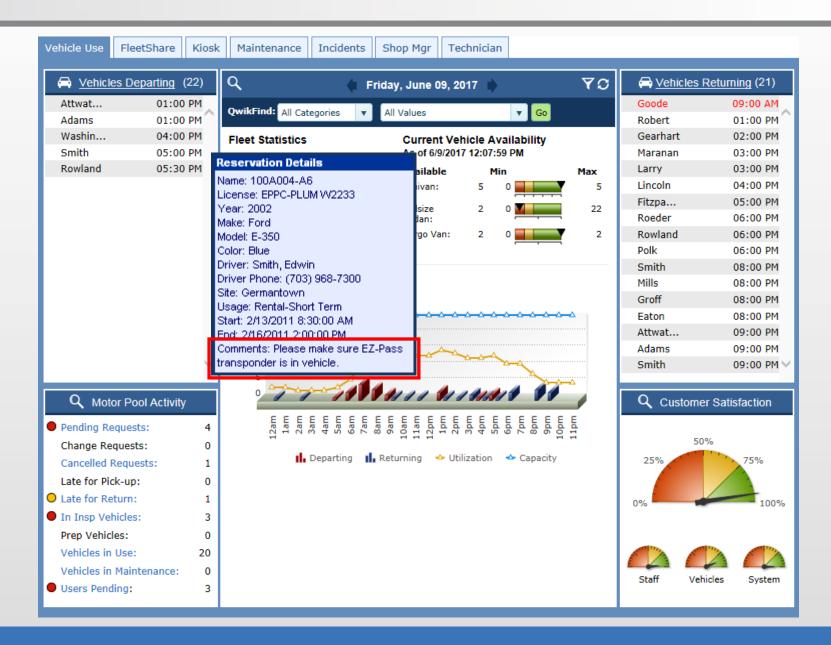






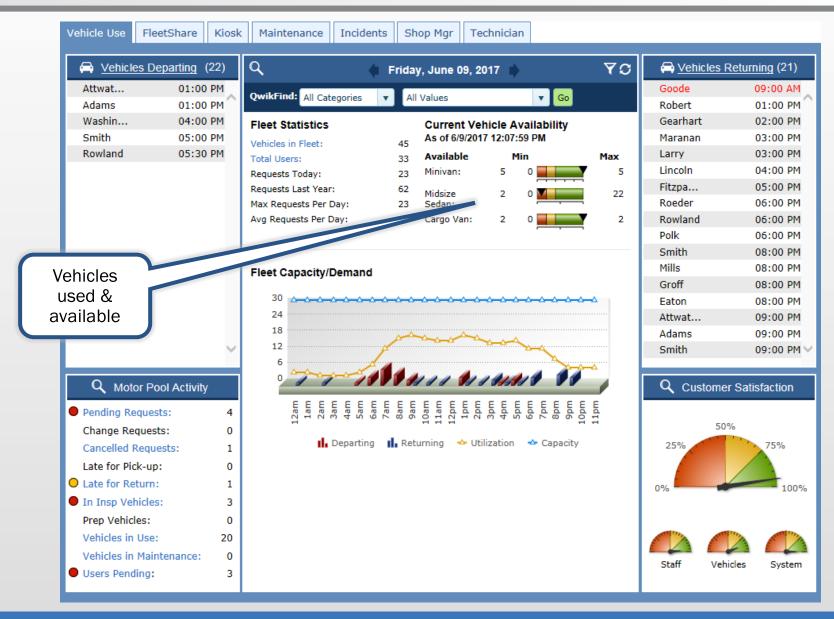






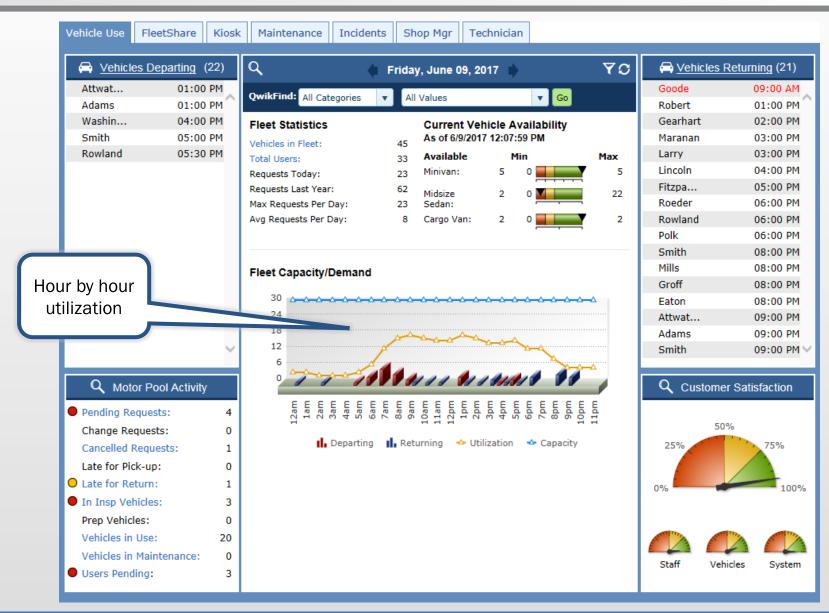






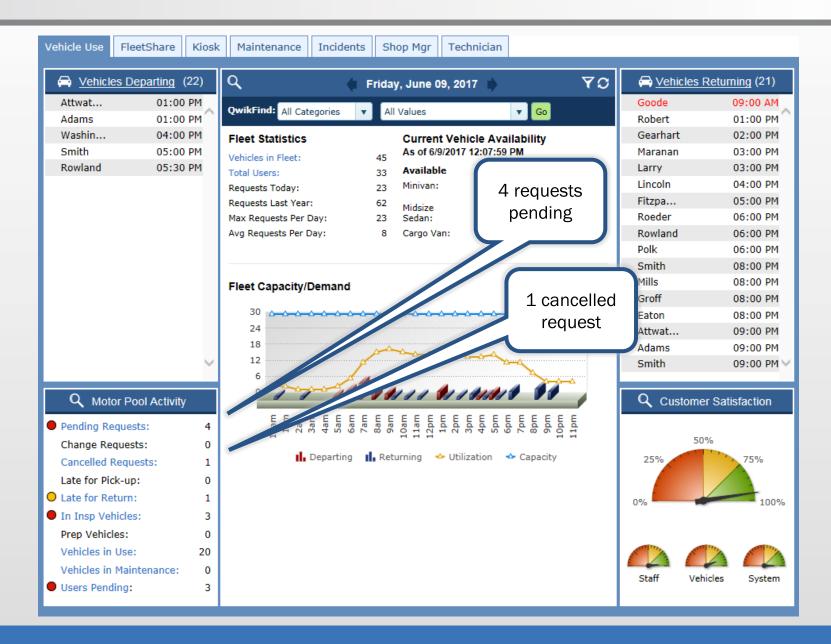












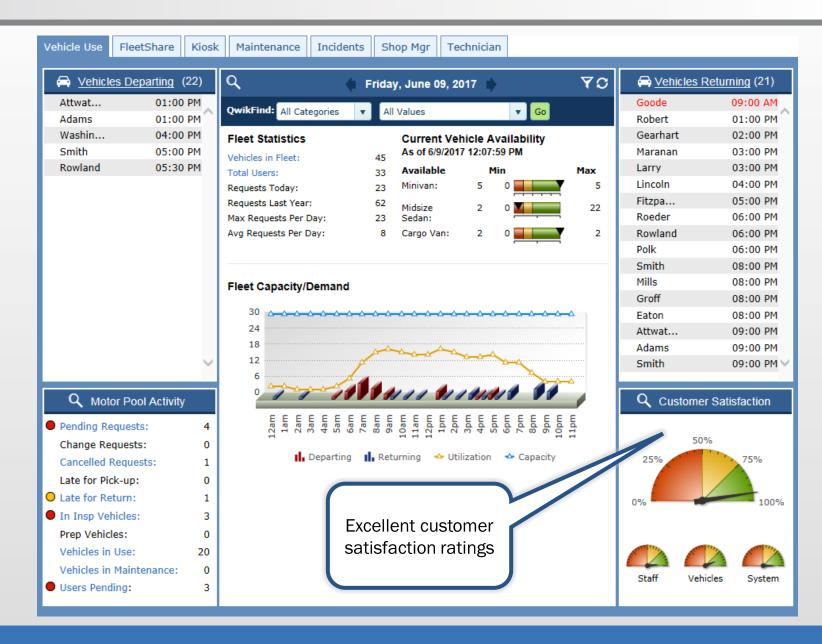








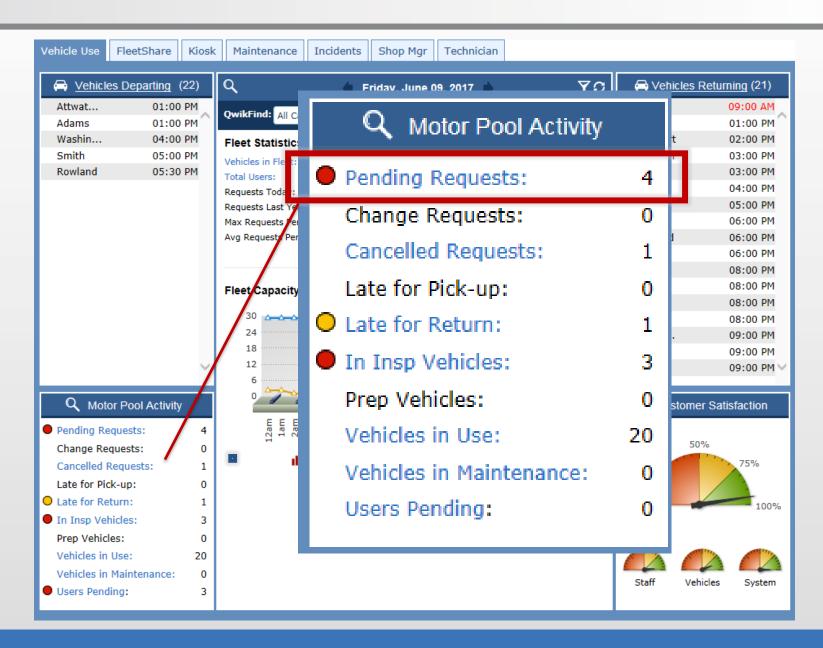






#### **ASSIGNING VEHICLES**







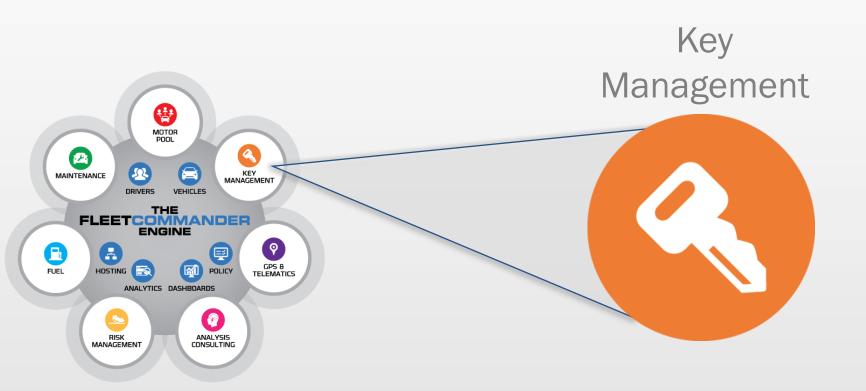


*Pick-up Between:		*and	*Asset Name:	*Usa	ge Type:	* = Saved as a default
*Return Between:		*and #		All t	Usage Types  Iy Rental Intenance	
*Driver Username: *Driver Last Name:			All Vehicle Types 2-pax cart cargo 4-pax cart Cargo Van	Exte	ernal Rental	
*Requestor Username:  *Requestor Last Name:			*Status:	Cha	intilly Imbersburg mantown	
*Department:	All Departments	▼	Approved Cancelled Change Request	Ç		
					Clear Defaults Sa	ave Defaults Remove Filters Filter
						*Records Per Page: 75
Req # or Conf #:	Viev				41	Reservations match the current criteria.
						⟨ \ \ \ \ \ \ \ Page 1 of 1 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
Status		mation	Req/Conf #	Requestor Information	Driver Information	Vehicle Information
Q	Q	)8:00 A 6:00 Pl		Username: esmith Smith, Edwin 408-213-9555 esmith@agilefleet.com	Username: iwade Wade, Ian 408-213-9555 esmith@agilefleet.com	Vehicle: 809317 (Chevy) Site: Chantilly Location: Front Lot Type: Midsize Sedan
Q	0 3:1 (Dat	08:00 A / 06:00 P	2000038	Username: esmith Smith, Edwin 408-213-9555 esmith@agilefleet.com	Username: iwade Wade, Ian 408-213-9555 esmith@agilefleet.com	Requested Site: <b>Chantilly</b> Requested Location: (blank) Requested Type: <b>Midsize Sedan</b>
Q 📾 🗙 ! Pending	06/04/201. 6:18:43 pm (Daily Rental)	J5/2017 08:00 A J6/05/2017 09:30 A Duration: 1 hour 30 minutes		Username: <b>dsmith</b> Smith, Deborah 703-555-1212 esmith@agilefleet.com	Username: dsmith Smith, Deborah 703-555-1212 esmith@agilefleet.com	Requested Site: <b>Chantilly</b> Requested Location: (blank) Requested Type: <b>Midsize Sedan</b>
Q 📾 🗙 ! Pending	06/05/2017 9:29:19 pm (Daily Rental)	Pick-up: 06/06/2017 08:00 A Return: 06/06/2017 06:00 Pl Duration: 10 hours		Username: progovoy Rogovoy, Phelps 408-213-9555 progovoy@agilefleet.com	Username: esmith Smith, Edwin 408-213-9555 esmith@agilefleet.com	Requested Site: Chantilly Requested Location: (blank) Requested Type: Any
⟨ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	>	•	·			·



#### **KEY MANAGEMENT**









## **BENEFITS**

- 24 x 7 secure, easy-to-use dispatch
- No staff required
- Accountability all keys are tracked
- Optimizes use of vehicles... you'll need fewer vehicles
- Last-minute requests via "Grab-n-Go"
- Configurable user interfaces
- Integration with card readers to make the process even faster







Our standard dispatching dashboard is a great help at staffed locations!





Automated, self-service kiosks secure keys and provide 24 x 7 unattended access







## **How it Works:**

## 1. Make & Approve Reservation





- Driver-initiated reservations
- Administrator-initiated reservations
- Last minute, Grab-n-Go reservations

## 2. Pickup & Return Keys







## Many form factors available – secure, indoors and out!

















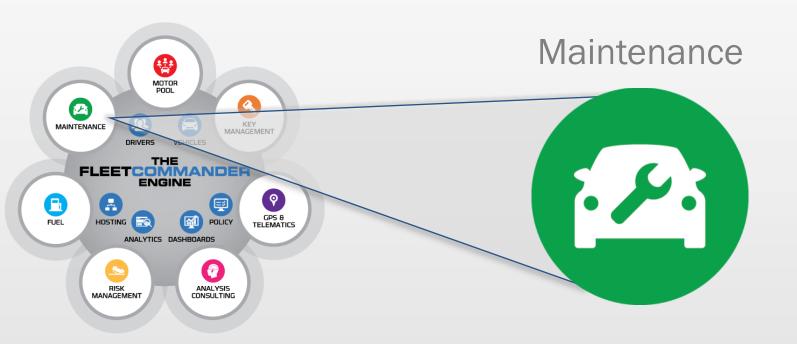
Complete the form	below and click "Check In" to complete this reservation.
Reservation Information	
Confirmation Number:	
Schedule:	06/05/2017 10:54 AM - 06/06/2017 10:00 AM
Current Time:	06/05/2017 11:02 AM DHR 0102
Vehicle Information	License Number
Vehicle Name:	809016 Mileage Out: 1023
Parking Space:	A5 Fuel In: E    IF Mileage In: 1079
Description:	2016, Silver, Chevy, Impala
Vehicle Condition:	(blank)
Additional Information	
Comments:	Car steers to the right. Need alignment.



## **MAINTENANCE**

## **MAINTENANCE**









## **BENEFITS**

- Monitor, organize, and manage maintenance activities
- Track maintenance and operating costs
- Track technician direct and indirect time
- Improve efficiency
- Reduce asset downtime
- Extend useful life of assets

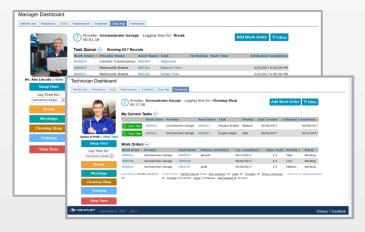




## Core components of the maintenance function:

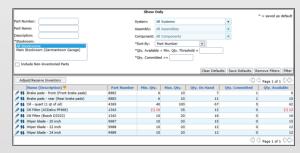






Maintenance Dashboard Work Order Management

Shop Manager & Technician Dashboards



**Parts Management** 

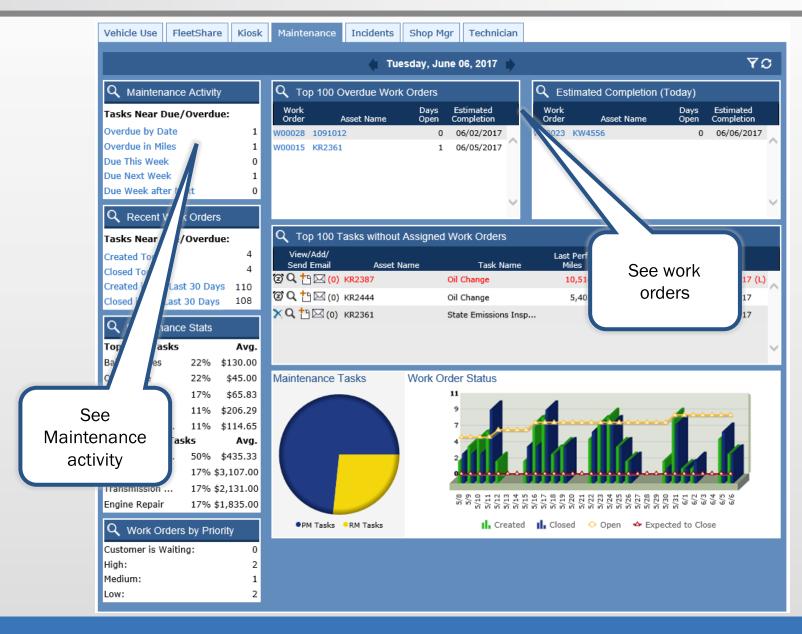


Reports & Interfaces



## MAIN DASHBOARD



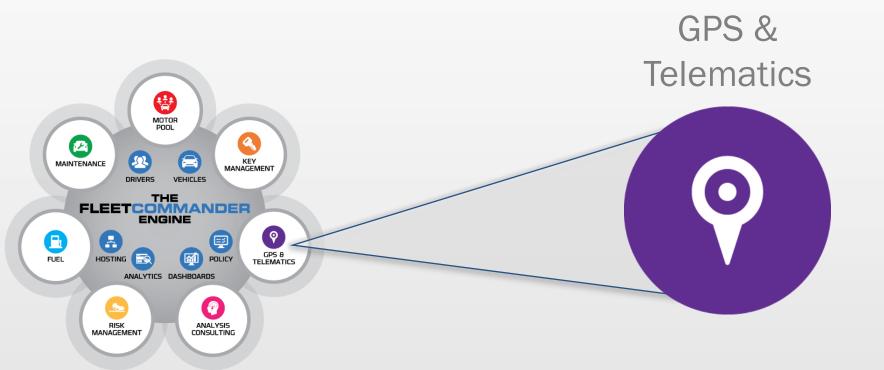




## **GPS & TELEMATICS**









## **GPS & TELEMATICS**



## **BENEFITS**

- Provides odometer and trip information directly in to FleetCommander without introducing human error
- Ability to view location of vehicle at any time
- Ability to see breadcrumb detail of where the vehicle went
- Automated alerts if driver enters or leaves defined areas
- Track driver behavior including excessive speeding, acceleration, and idle time
- Gives granular visibility into the use of the vehicle



## **GPS & TELEMATICS**



## Real-time integration provides the required trip data

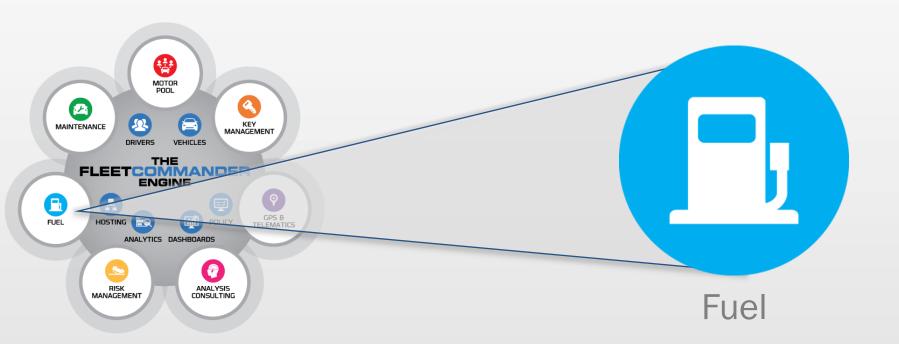




## **FUEL**

## **FUEL**







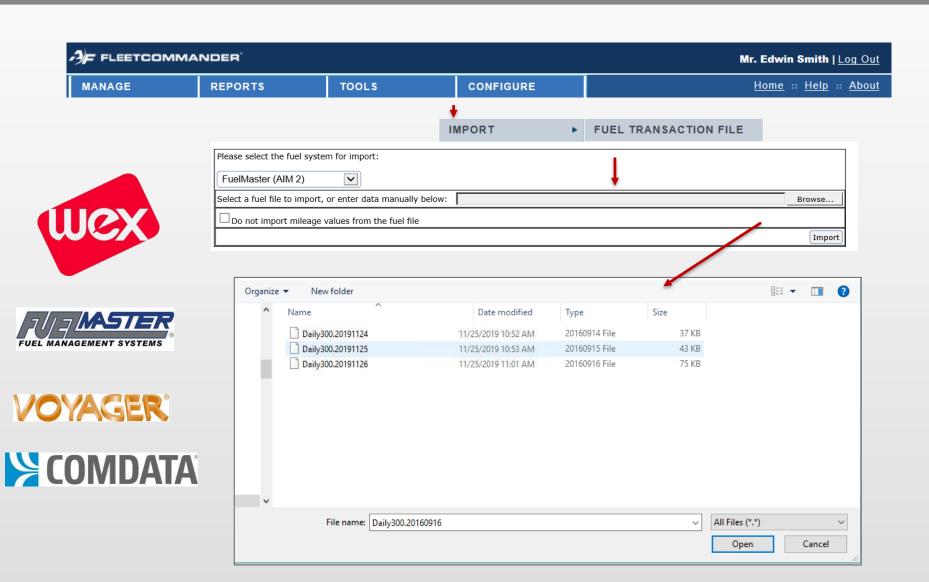


## **BENEFITS**

- Associate fuel transaction records with vehicle
- Track fuel expenses
- Run reports on fuel data
- Congregate different fuel vendor transactions into one repository
- Facilitate valuable calculations such as cost/mile for each vehicle











Profile Spec Maintenance Service Mileage Usage Images (0) Disposal Fuel Telematics FAST/CARS

Back to Manage Vehicles

Vehicle Information

Vehicle: 830II, 2V4RW3D12AR198302, 30456H

(name, vin, license)

Description: (2011 Red Ford Explorer)

(year color make model)

Add A New Fuel Entry

Show 25 records per page Refresh

♦ ♦ Page 1 of 1 ♦ ♦

	Transaction Date 🙊	Odom	Quantity	Unit Price	Total	Transaction Total	Fuel Vendor	Product
SOX	10/5/2016 8:06:44 AM	55010	20.90	\$2.08	\$43.47	(n/a)		Unleaded
SOX	10/4/2016 8:30:04 AM	55007	25.00	\$2.08	\$52.00	(n/a)		Unleaded
SOX	10/3/2016 11:13:04 AM	55006	22.90	\$2.08	\$47.63	(n/a)		Unleaded
30X	10/2/2016 11:46:15 AM	55004	11.70	\$2.08	\$24.34	(n/a)		Unleaded
30X	10/1/2016 8:43:40 AM	55002	3.40	\$2.08	\$7.07	(n/a)		Unleaded
SOX	9/30/2016 12:00:00 PM		8.00	\$2.14	\$17.12	(n/a)		
90X	9/28/2016 9:00:00 PM		7.00	\$2.25	\$15.75	(n/a)		
30X	9/28/2016		6.00	\$2.50	\$15.00	(n/a)		
30X	9/27/2016 2:00:00 AM		5.00	\$2.00	\$10.00	(n/a)	WENTAW BP	
Q.ØX	9/26/2016		6.00	\$2.25	\$13.50	(n/a)		
30X	9/23/2016		2.00	\$2.00	\$4.00	(n/a)		
30X	9/22/2016 2:00:00 PM		14.00	\$2.00	\$28.00	(n/a)	VIKING FOOD	FU
Q.OX	10/1/2014 9:59:00 AM	10001	15.00	\$3.36	\$50.35	\$50.35	UNBRANDED	MI
Q.ØX	10/28/2013	10000	12.00	\$2.60	\$31.20	(n/a)	Minit Mart #83	FU

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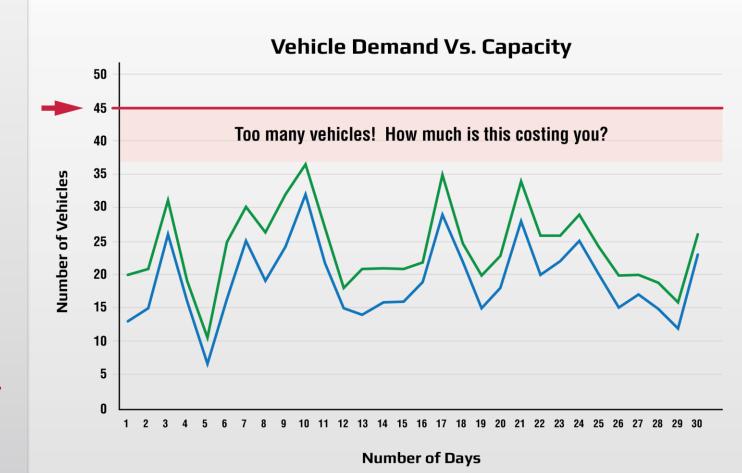


## **REPORTS & ANALYTICS**





No duplicate data entry is required to easily view fleet utilization. Identify unneeded vehicles and right-size your fleet.







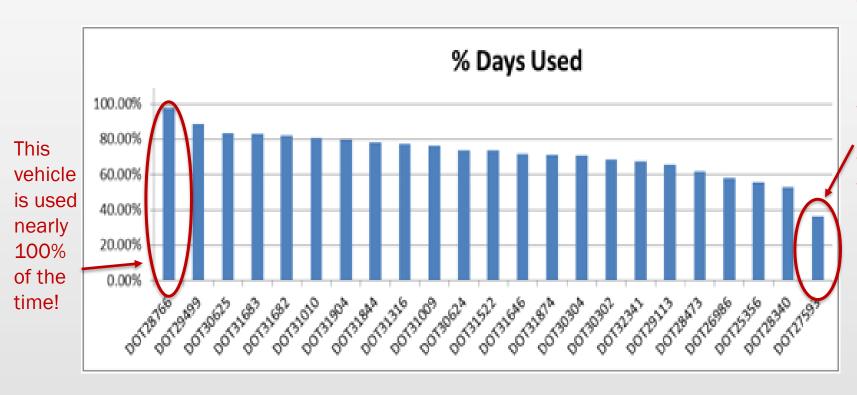
Data is automatically collected during the self-service motor pool. 60+ reports dashboards help present the data in an easy-tounderstand format.

F FLEETCOMMANDER Mr. Edwin Smith   Log Out									
MANAGE	REPORTS		TOOLS		CONFIGURE		<u>H</u>	p :: About	
Utilization by Asset Report									
Day of Month	19	20	21	22	23	24	25	26	
	Т	W	R	F	S	S	M	T	Average
Hybrid	100	100	100	67	67	67	100	100	87.5
Subcompact	64	50	36	43	43	43	57	64	50
Midsize/Standard	67	68	64	64	57	55	67	68	63.73
7 person Mini Van	59	59	59	54	51	51	49	51	53 96
8 Person Pass Van	22	28	39	39	33	28	22	22	29.17
12 Person Pass Van	30	40	10	70	60	10	20	30	33.75
Pickup Truck	63	63	63	63	63	63	67	67	63.54
SUV	100	100	100	100	100	100	100	100	100
Average	59	59	56	58	54	50	56	58	56.22





## See utilization by specific vehicle.



This vehicle is used less than 40% of the time!





Dozens of standard reports can be customized to meet the needs of your organization.

## 60+ customizable fleet reports

### Fleet Usage & Vehicle Status Reports

Fleet Summary & Vehicle Usage Reports Motor Pool & Asset Utilization Reports Aging By Miles & Time Reports

#### **Asset & Risk Reports**

Asset Summary & Detail Reports Accident Summary Report Accident Detail Report

## **Risk & Accident Management Reports**

Incident Summary & Details Reports Loss Run Report

#### Maintenance, Parts & Fuel Reports

Maintenance Costs, Tasks & Schedules Work Order Billing & Parts Reports Fuel Summary & Details Reports Mileage-Fuel Cost Report

#### **User Reports**

User & Driver Reports Department Summary Report Human Resources Report

#### Reservation Reports

Reservations & Usage Reports
Billing Reports
Missing Mileage Report
Late Return & Cancellation Reports





## Where can you save?

(e.g passenger vehicle)

- Lease or depreciation costs
- Maintenance
- Parking space
- Insurance
- Tags, registration & related costs
- Administrative time
- Generating reports
- Responding to audits





# Over 5 years, this client\* saves more than \$500K and ROI of 330%!

Source of Savings	Year 1	Year 2	Year 3	Year 4	Year 5
Savings from Assigned Vehicles:	\$81,675	\$91,575	\$124,575	\$108,075	\$102,300
Savings from Shared Vehicles:	\$22,275	\$24,975	\$33,975	\$29,475	\$27,900
Savings from Labor:	\$6,365	\$13,437	\$20,509	\$21,923	\$21,923
Total Annual Savings:	\$110,315	\$129,987	\$179,059	\$159,473	\$152,123
Cumulative Total Savings:	\$110,315	\$240,302	\$419,360	\$578,834	\$730,957
Cumulative Estimated Fleet System Cost:	\$55,823	\$81,574	\$109,128	\$138,611	\$ <del>170,1</del> 58
Total Net Savings:	\$54,492	\$158,728	\$310,232	\$440,223	\$560,799
	Year 1	Year 2	Year 3	Year 4	Year 5
Total Net Savings:	\$54,492	\$158,728	\$310,232	\$440,223	\$560,799
Cumulative Estimated Fleet System Cost:	\$55,823	\$81,574	\$109,128	\$138,611	\$170,158
Return On Investment	98%	195%	284%	318%	330%

<sup>\*</sup>Based on actual customer.

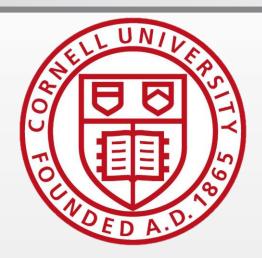


## **CASE STUDIES**



# **SUCCESS STORIES**





- 3,500 users
- 2 motor pool locations
- Eliminated paper processes
- Reduced from 220
   vehicles to ~150
- Saves \$250K/year



- 2,000 users
- 400+ requests for vehicles/day
- Eliminated 8% of fleet
- Saved \$800k over 5 yrs
- Cut personal vehicle expenses by 50%
- Now has data to make decisions



- Manages 30 sites from one central location
- 6,000+ users, 110 vehicle requests/day
- Eliminated 30% of assigned vehicles
- Made composition changes based on usage data
- Cut personal vehicle expenses significantly



## **ABOUT OUR COMPANY**







## Strong Partnerships

Building and maintaining strong partnerships is the foundation of our success.

## Initiative

We take responsibility for our roles.
We're proactive and we think outside the box.

## **Approachability**

We are friendly, unpretentious, and welcoming.

## Integrity

We are
trustworthy,
fair, and
ethical, and we
expect the
same from our
colleagues,
clients, and
partners.

## **Flexibility**

We are Agile.
We happily
adapt to
changing
priorities and
conditions to
achieve
success.



# HOW WE SUCCEED TOGETHER





## THE AGILE FLEET WAY



#### **DISCOVERY**

Learn about your fleet, challenges, goals, and culture

- · Open discussion
- Review of fleet challenges, reports and audits, mandates, timelines, constraints, decision-making process, etc.
- · Demo of solution



#### **FITNESS**

Mutual determination that we are a good "fit" for each other

- Identify functional and technical needs
- · Check our references
- · Analyze ROI
- Share Core Values
- · Meet our president



#### **PARTNERSHIP**

Work together to formalize the relationship

- Comprehensive Investment Summary
- · 5-year fixed-fee budget
- IT/security review, as needed
- Select procurement vehicle (e.g., direct purchase, GSA, Sourcewell, etc.)



#### **MOBILIZATION**

Get it done – It's easy!

- Kick-off meeting
- · System setup
- · Software in 3-10 weeks
- · Hardware in +4 weeks
- Training
- · Go-live
- Continue to refine business practices



#### **SUCCESS**

**Succeeding Together** 

- Industry-leading client support
- Open dialog
- · Quantifiable results
- On-going education: webinars, user group, sharing



1 - 2 Weeks

2 - 4 Weeks

1 - 2 Weeks

6 - 14 Weeks

1 - 20+ Years







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- ✓ We are offering COVID-19 Fleet Strategy Sessions.
- ✓ Let us give you a custom demo based on your needs.
- ✓ Call or email for more information or client references!

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