



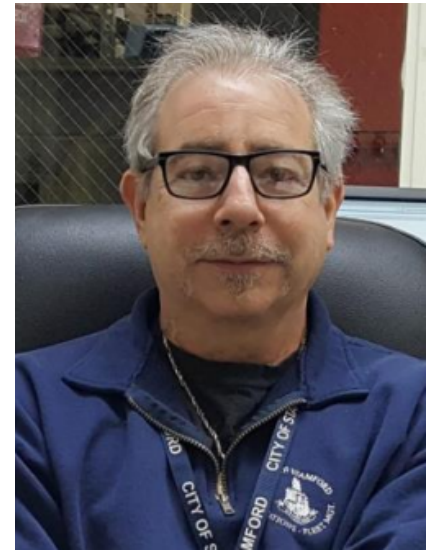
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City of Stamford

**Saves \$560,000 in Two Years by
Automating Fleet Management and
Sharing Vehicles**



The City of Stamford, CT has a projected 5-year cost savings of more than \$1 million. Read how City of Stamford achieved their goals in this one-on-one Interview with Fleet Manager Mike Scacco.



Background: Identifying Fleet Challenges

The City of Stamford is like many public organizations that rely on vehicles to achieve their mission. With a fleet of 1,100 vehicles, the city must maintain and manage passenger vehicles, heavy duty highway trucks, and sanitation and park equipment year-round on a limited budget. Veteran of the City of Stamford's fleet maintenance manager Mike Scacco took a hard look at the 80 passenger vehicles parked at the city's Government Center Building that were being used by nearly 50 different departments housed there. Scacco was concerned about high fleet costs and lack of metrics to understand vehicle usage or needs.

"If you are paying \$18,000-\$25,000 per vehicle and you reduce 51 cars, you are avoiding upwards of \$918,000+ in replacement costs alone," Scacco says.

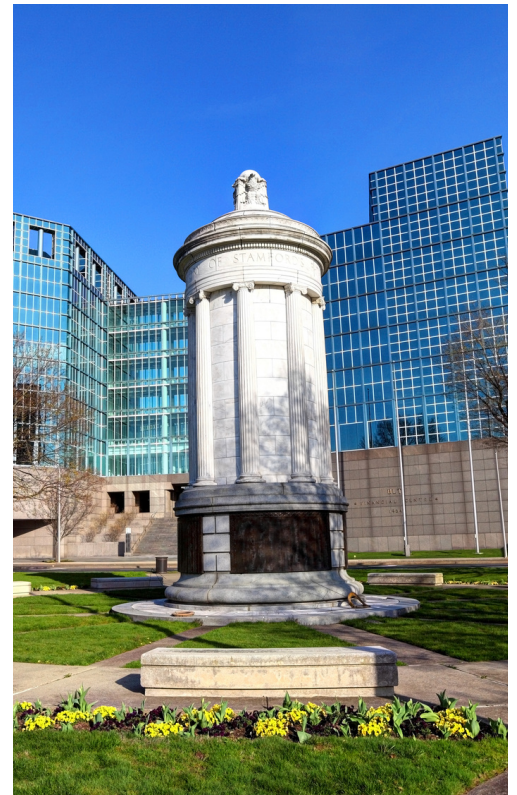
"Every time I went to the Government Center, there were always 30-40 cars sitting idle, some with dust on the windshields. That told me they weren't being used, but we had no way to know for sure because we didn't collect utilization data or trip information. We needed a way to do that, and I was determined to find one," says Scacco. "We had no accountability or hard data to understand which of the 80 vehicles that the departments used were needed and which ones weren't, and no one wanted to share vehicles. The general consensus was that we actually needed more cars to meet the needs of the departments, but with dust on the windshields I didn't think that was right."

Results: Technology-Driven Savings

What did Scacco do? He first created policy requiring employees to share vehicles. He then took the best 49 vehicles out of the 80 vehicles sitting idle at the Government Center and created an easy-to-use motor pool. The remaining 31 vehicles were moved out of service until they could assess if 49 was the right number of vehicles to meet the needs of employees.

Using the automated Agile Fleet FleetCommander system (www.AgileFleet.com) Scacco was able streamline the vehicle sharing process by offering online vehicle reservations, and automated dispatching and key management, as well as billing and reporting. The system enabled him to collect usage data and he determined that not only did they not need more vehicles, but that they could further reduce the 49-vehicle shared fleet down to 29.

He was then able to sell the un-needed 51 vehicles. Agile Fleet estimates that the cost to keep a vehicle in a fleet is about \$3,500-\$6,000/year per vehicle in maintenance, depreciation, insurance, parking and other costs. By eliminating 51 vehicles, the city saved \$356,000 in ongoing costs over the first two years. Agile Fleet estimates a 5-year cost savings of more than \$1 million, including the disposal income generated by the city's sale of the 51 extra vehicles. "Our savings are tremendous, and replacement cost avoidance is also substantial. If you are paying \$18,000- \$25,000 per vehicle and you reduce 51 cars, you are avoiding upwards of \$918,000+ in replacement costs alone," Scacco says. "We have saved the city a tremendous amount of money and now vehicle utilization is where it should be."



Scacco emphasizes the ease in which the system was put in place. “It was so easy to set up and launch our motor pool. Nowadays people are familiar with logging in online. Reserving vehicles in the system is so easy. For municipalities, it’s a match made in heaven because there are so many cities that don’t necessarily have the data they need to know what’s going on with these expensive assets. With the system in place, we easily right-sized and eliminated vehicles that no one needed.”

City of Stamford Savings Summary		
	Maintenance Costs (\$3,500K- \$6K/year/vehicle)	One-Time Disposal Income \$4,000/vehicle
Eliminated 51 Vehicles	\$178,500-\$306,000	\$204,000

City of Stamford Fleet Quick Facts
1,100 fleet vehicles, including sedans, heavy-duty trucks, sanitation, park equipment
Shares 29 vehicles in a motor pool
Eliminated 51 vehicles from fleet
Saved \$178+K in ongoing vehicle costs / year
Generated one-time disposal income of \$204K
Projected 5-year savings of \$1+million
Offers online reservations to drivers
Tracks maintenance schedules
Utilizes GPS technology
Collects fleet data
Manages driver profiles online
Manages vehicle profiles online
Has 100% accountability for vehicles

Success: Data-Driven Decision-Making

“We believe the Agile Fleet data is the key to our success. We have both the FleetCommander FMIS and GPS tracking solutions here. FleetCommander automates the management of our motor pool, helps us manage keys, run reports, and keep up with preventive maintenance. We use GPS to gather data about our vehicle usage and driver behavior. GPS is integrated with the FleetCommander system, which uses the GPS to track mileage, vehicle location, and driver behavior. All that data feeds our reports. This has helped us get a handle on our fleet and provide better service to our city employees,” Scacco says.

Since the city can get accurate mileage, Scacco says preventive maintenance schedules are on time. In addition, drivers can report any mechanical issues with vehicles directly into the FleetCommander system each time they return a vehicle, which helps the city to be proactive with maintenance. Scacco says there was no accountability or trip reports. “When there was damage to the cars, we had no idea who was responsible. We needed to have clear accountability for our assets,” he says.

From ‘Free-For-All’ To ‘All Accounted For’

Scacco says that before implementing a fleet management information system, drivers treated city vehicles like a “free for all,” with drivers and departments taking advantage of the system. “I can remember one time five cars were all taken with single drivers to the same meeting 60 miles away. Some project managers would get a car, drive ¾ of a mile and keep it there all day, then return the car. Using a \$25,000 asset to drive 2.5 miles a week is not what I call good utilization.”

Happy Drivers, Happy Fleet

When asked how city employees feel about the system, Scacco says: “The city has a training policy for anyone that uses a city vehicle or equipment (including unions since most people are union). We sit down with everyone and explain that we are not using these systems to reprimand or find fault with people, we are using them to collect data. In the beginning there was pushback, but now every department has a vehicle when they need it, which they didn’t have before, and the majority have a better vehicle and more choices for vehicle types which people like. And, on certain occasions, a vehicle can be used multiple times a day. Now people are comfortable with it, and it is working extremely well here in our union environment.”

Whether you are a veteran to fleet and motor pool management, interested in rightsizing, or new to motorpool and sharing vehicles, the expert Agile Fleet sales team knows the questions to ask to steer you on the right path. And even if our solution isn’t right for you, we will tell you that -- and make recommendations.

Our sales team is made up of subject matter experts that have had a hand in automating more than 100 fleets across the world. No hard sell, just help and advice--tailored to meet your needs. Feel free to call or email us at the contact information below. We look forward to hearing from you.

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