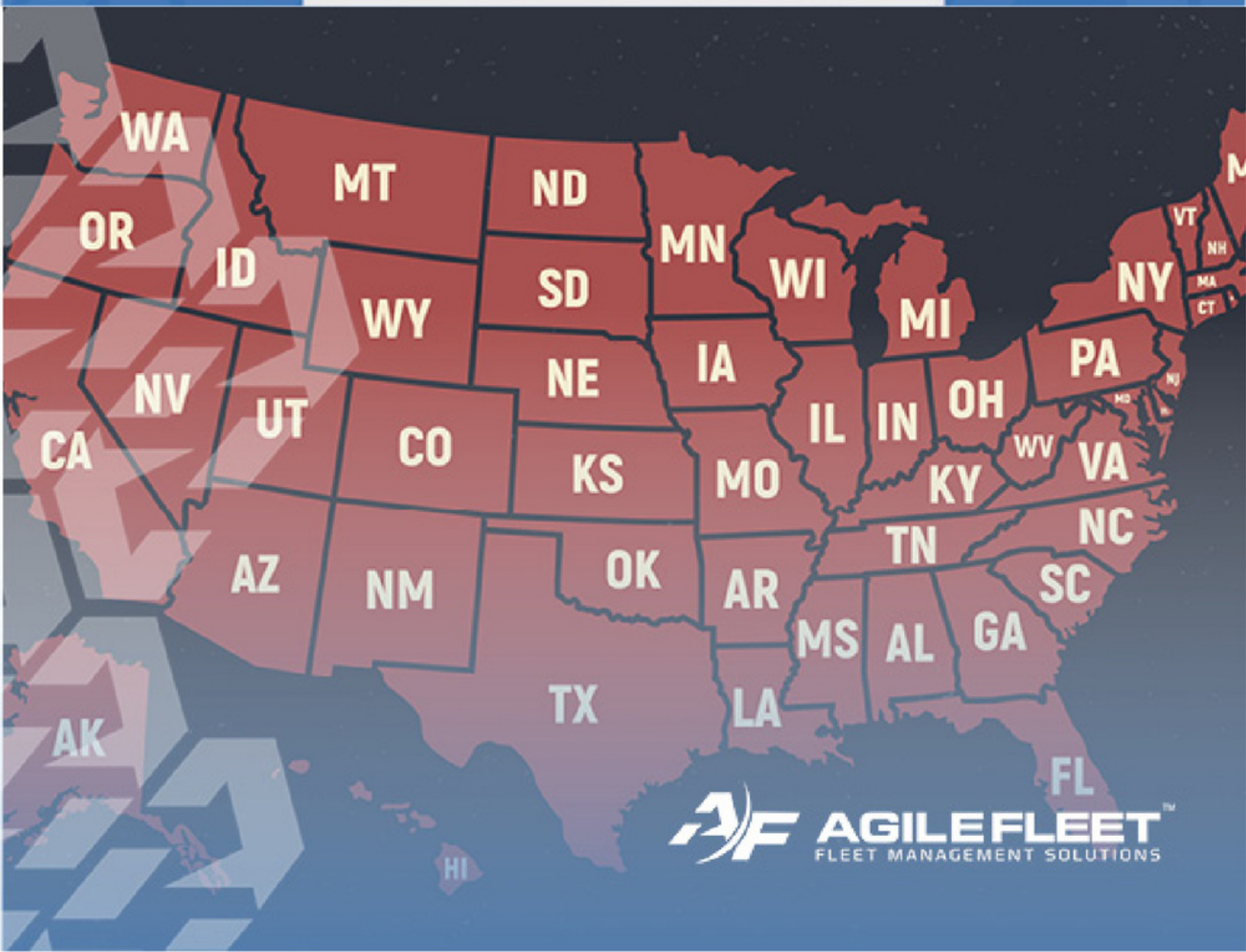


State Fleet Success:

Managing Multiple Motor Pools

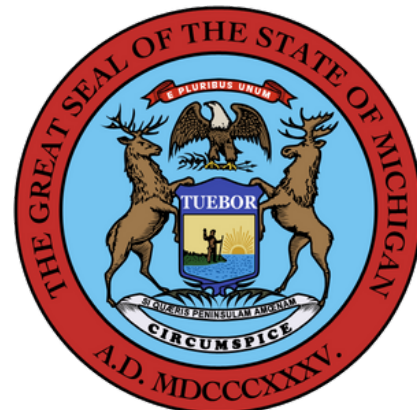


State Fleet Success: Managing Multiple Motor Pools

Expanding Your Motor Pool Beyond One Location

“By incorporating fleet technology into our operations, we are achieving efficiencies we never thought possible, like managing our entire 15-site fleet with total visibility. Now we are able to analyze real-time utilization rates so we can make good decisions about more efficient use of pooled vehicles.”

- Michigan's Department of Technology



The State of Michigan: OVERVIEW

The State of Michigan manages 15 motor pools from one location, achieving significant cost savings, and reaching utilization rates upwards of 80% on most workdays. They have also changed driver behavior, saved thousands of dollars on personally owned vehicle (POV) mileage reimbursement, and reduced the staff time needed to manage their fleet.

When the State of Michigan first ventured into using fleet technology, they set a specific goal: to more effectively and efficiently manage their vehicle sharing and reduce expenses.

Despite having 15 motor pools located throughout the state, Michigan deployed FleetCommander technology to all their motor pools. Using FleetCommander, the state's fleet managers can oversee their entire operations from one centralized location in Lansing -- while achieving 100% accountability of all vehicles.

Automating Vehicle Sharing Process

Michigan first began deployment of FleetCommander to automate their reservation, vehicle assignment and dispatching processes.

FleetCommander's online reservation and scheduling capability enables Michigan's fleet drivers to schedule their own motor pool vehicles online -- and using FleetCommander's permissions capability -- only the ones they can drive. Automating the tasks associated with vehicle scheduling has allowed Michigan to focus on right-sizing their overall motor pools. That has resulted in significant savings on maintenance, depreciation, and insurance by eliminating vehicles that are not needed. Estimates of savings per vehicle reduced are upwards of \$3,000-\$5,000 annually. In the early stages of pooling vehicles, approximately 30% of the permanently assigned vehicles were removed from the Michigan fleet. Savings from these reductions are now part of the State's budget. For Michigan, automating their vehicle sharing processes has also enabled them to achieve further savings.



Staff time needed to coordinate vehicles was greatly reduced. For example, key management and dispatching are now handled via FleetCommander automated key control technology.

“Now we are able to analyze our real-time utilization rates so we can make good decisions about more efficient use of pooled vehicles,” says Dave Ancell of Michigan's Department of Technology, Management and Budget's Vehicle and Travel Services. “With the successes we’ve had, our plan is to continue to expand to more sites across Michigan,” he says.

Policy Enforcement

The rollout of motor pool technology in Michigan was also part of a comprehensive effort to slash fleet costs by changing driver behavior. The state uses FleetCommander to manage car sharing for about 400 vehicles among nearly 6,200 end-users. More than 110 statewide motor pool requests are made each workday.

Cost-saving fleet policies are automatically enforced via notifications and messages that are incorporated at appropriate intervals in the scheduling, vehicle pick up, and return processes. This capability greatly improves driver compliance with rules and licensing requirements, as well as cutting back on personal vehicle usage reimbursements.

“The new technology is accomplishing exactly what we set out to do,” says Ancell. “We are able to analyze real-time vehicle utilization rates to make more efficient use of our fleet, which includes better use of our motor pool system and greater efficiency in the reservation process for those pooled vehicles.”

Michigan's POV expense reduction was so successful they were able to add needed vehicles to two motor pools using the savings achieved by reducing personally owned vehicles and rental car usage. Similarly, the State was able to gather the data needed to understand that there are certain cases where permanent assignment of vehicles makes economic sense. “We are delighted to see the State of Michigan continue to put FleetCommander through its paces and take full advantage of the efficiencies FleetCommander is designed to help our customers achieve, especially since it is such a large and complex operation.

Michigan is an excellent example of how technology can totally transform fleet management and not only eliminate manual processes such as paper or email reservations, but also collect the all-important metrics needed to understand how fleet dollars are being spent,” says Ed Smith, president of Agile Fleet.

Additional Efficiencies

Other efficiencies realized by the State include:

- Standardized utilization reporting statewide.
- Ability to analyze metrics and adjust fleet size and composition.
- Self-service check-in and check-out through FleetCommander kiosks at all 15 sites.
- Automated, secure, around-the-clock access to keys at nearly half Michigan sites.
- Immediate communication of fleet policies and safety issues such as icy roads.
- Automated notifications of issues such as late returns (to drivers and supervisors).
- Interfacing with accounting systems to communicate charge-back information.
- Total transformation from manual reservation processes to online reservations, modifications, and cancellations, as well as the collection and validation of account information.



Want to know more?

With FleetCommander, policy enforcement can be customized to include your fleet's specific requirements, and there are dozens of types of rules that can be enforced automatically.

Contact us and we will be happy to discuss how FleetCommander can help communicate and enforce your fleet policy. Here is what a few of our customers are saying:

"A top priority of initiating fleet automation tools is to slash POV mileage reimbursement, which we estimate now costs the county upwards of \$350,000. Going to an all-online vehicle reservation process will require drivers to check for the availability of a fleet vehicle first. If there is not a vehicle available, drivers will be allowed to use their own vehicle. This will enable the county to cut way back on POV mileage reimbursement. We could buy FleetCommander and a whole fleet of vehicles for what we are spending on POV mileage reimbursement."

— **Scott County, MN**

"The savings started on day one and we haven't looked back."

— **Greater Toronto Airports Authority**

"We have more than surpassed our goals by reducing POV by 50%. That alone has been a huge success for us."

— **Forsyth County, NC**

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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