State of Colorado Fleet Success

AGILE FLEET
FLEET MANAGEMENT SOLUTIONS

An Insider's Look at the State of Colorado Success

Colorado's State Fleet Manager Scott Edwards, CAFM, has a career spanning more than two decades in fleet vehicle asset management. As Colorado's State Fleet Manager, he oversees the state's 6250 vehicle light, medium, and heavy fleet. In the past, Edwards served as the long-time fleet manager for the University of Colorado. Edwards has held multiple positions with the Rocky Mountain chapter of NAFA, and currently is the President Elect for the National Conference of State Fleet Administrators (NCSFA), and has provide expert witness testimony on fleet related cases.

Q: Tell us about the challenges the Colorado fleet faced prior to automating.

A: Some of the challenges we faced were how to manage vehicle scheduling, dispatching, and reporting processes associated with sharing vehicles. Like a lot of organizations struggling with a motor pool, we were spending a lot of time creating paper schedules or spreadsheets trying to track the process. It wasn't very transparent, wasn't very efficient or flexible. We also needed to geographically locate vehicles where they needed to be, right size the fleet, and gather utilization statistics.

Q: What was your approach to right sizing once you implemented fleet technology?

A: We started with 60 vehicles. Since then, we have been able to reduce the fleet by 30%. We gradually used the data to nibble down to 46 vehicles in the motor pool fleet. The fact that the utilization data was available to us in such a transparent way enabled us to save $360,000 in cost avoidance for vehicles we didn't have to purchase. We saw immediate opportunities for savings as soon as we started collecting the data. And the fact that the system is so reliable contributes to our efficiency. We don't spend a lot of time with FleetCommander customer support trying to solve problems with the system.

State Fleet Manager Scott Edwards

COLORADO
Division of Capital Assets
Department of Personnel & Administration

Q: What other efficiencies were you able to achieve?

A: We were spending 30 minutes per vehicle on our end of month billing process. That translated into 30 hours a month working on the billing process alone, not even accounting for the hours spent arranging for vehicle scheduling and other motor pool management processes. Now, fleet vehicles and fleet data are available to us 24/7.

Billing is automated and it is a huge improvement for us. Our staff is able to focus on core business functions. In the past we needed three people just to manage the motor pool, now we just have one. Offering access to vehicles around the clock through a self-service motor pool was also a significant service to drivers. Offering vehicle scheduling via online reservations is a major efficiency not only to drivers but also to the fleet staff who can now focus on other core business functions.

Q: What advice would you give to anyone interested in car sharing?

A: Understand where the savings and efficiencies can be achieved is key in a successful vehicle sharing initiative. Compare the cost of using personally owned vehicles (POVs) versus sharing vehicles and you will see immediate opportunities to save those POV expenses. Once you can collect the data you can easily see where you can reduce vehicles that are unneeded, and that's where significant savings are. It's also a good thing to create a motor pool mindset within your organization. Make sure people know you are focused on not only getting the most efficient use out of vehicles, but also providing the right type of vehicles for the job. You can actually consider adding vehicles to meet needs based on complex work environments such as Human Services organizations. The data will tell you what types of vehicles and how many you may need. We want to be viewed as providing a resource to people, not one that is taking anything away. Cast as wide a net as possible when communicating with people about the system. Get the word out as much as possible and have training available to encourage as many people as possible to interact with the system.

The more you can get people using the system and viewing it as a resource, the higher your utilization will be. When right-sizing your fleet, start by taking a look at usage data. FleetCommander collects usage data that can be viewed in multiple ways. Utilization can be viewed by one or more locations, by vehicle type at each of those locations, by type of reservation, and by each vehicle. Reports for aging by time or by miles show if vehicles are meeting monthly thresholds. They also help to identify vehicles that need to be replaced or removed. Remember, a vehicle sharing program is an ongoing process. Get the data, and whittle down costs. Then keep doing that as you go along. Embrace change, and get the buy-in from agencies and people you are serving.

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.

General Information: (571) 498-7555 x1
info@AgileFleet.com

Sales: (571) 498-7555 x 1
sales@AgileFleet.com

Support: (571) 498-7555 x 2
fcsupport@agilefleet.com

Top Money - Saving Fleet Policies — White Paper

The Expert Guide to a Successful Preventive Maintenance Program — White Paper

Making the Business Case for Motor Pools — White Paper

Fleet Cost Savings Calculator — www.agilefleet.com

Show Me The Data — Cutting Costs with Utilization Metrics — eBook

The Ultimate Guide to Understanding Fleet Utilization — eBook