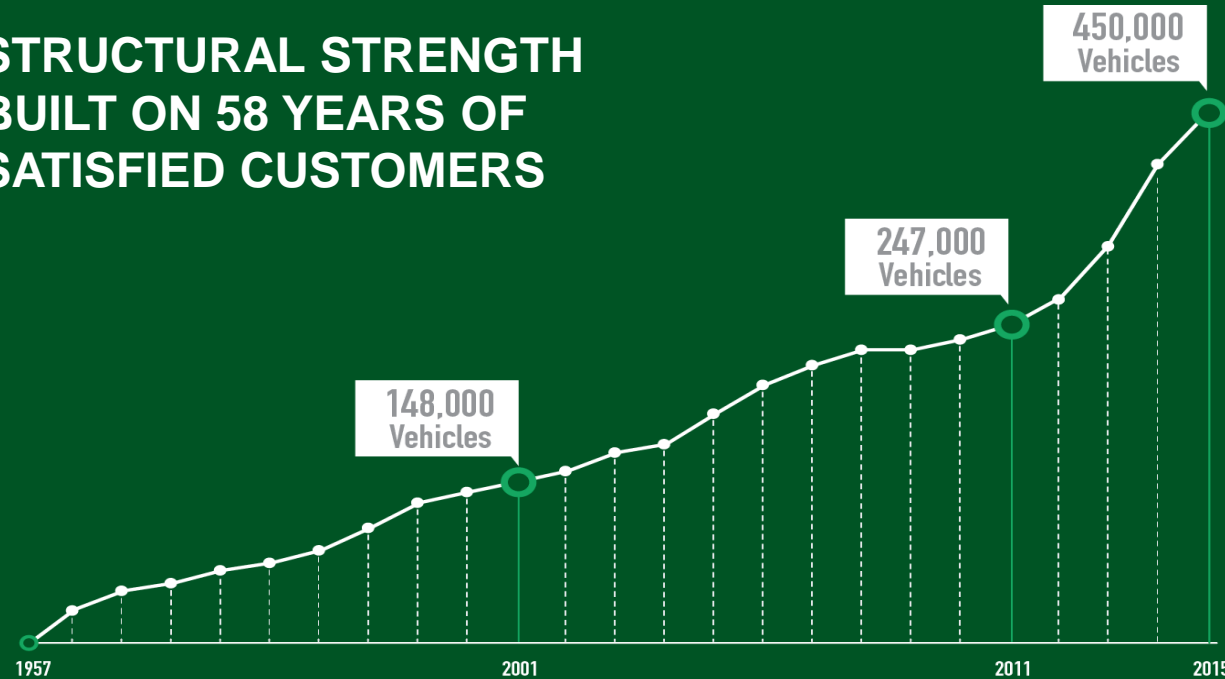




FLEET MANAGEMENT

EFM OVERVIEW – Government

**STRUCTURAL STRENGTH
BUILT ON 58 YEARS OF
SATISFIED CUSTOMERS**



700+

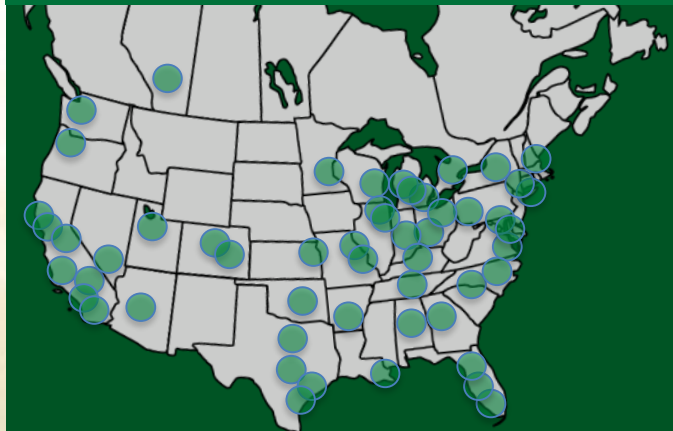
Government Customers

17,000+

Government Vehicles Managed

53
LOCAL OFFICES

LOCATIONS



MUNICIPAL PARTNERSHIPS IN ILLINOIS



FLEET MANAGEMENT



MONMOUTH
ILLINOIS



Village of
Romeoville
Where Community Matters

VILLAGE OF
ROUND LAKE BEACH
Illinois

VILLAGE OF
MATTESON
Illinois



RI
ROCK ISLAND
ILLINOIS

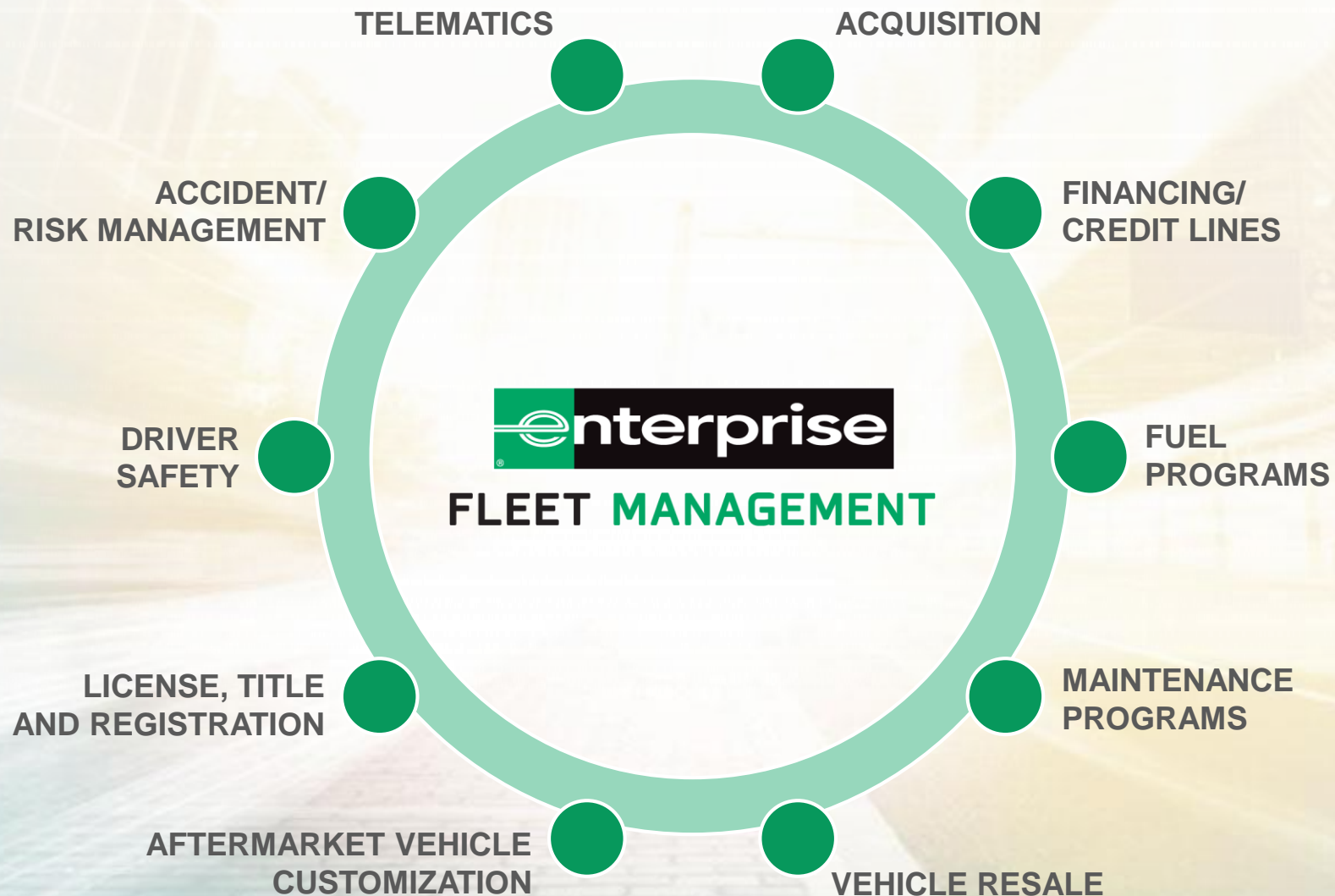

Joliet Park District
ESTABLISHED 1922



WINNEBAGO COUNTY
ILLINOIS

CITY OF
Crystal Lake Illinois

DELIVERING SOLUTIONS. DRIVING RESULTS.



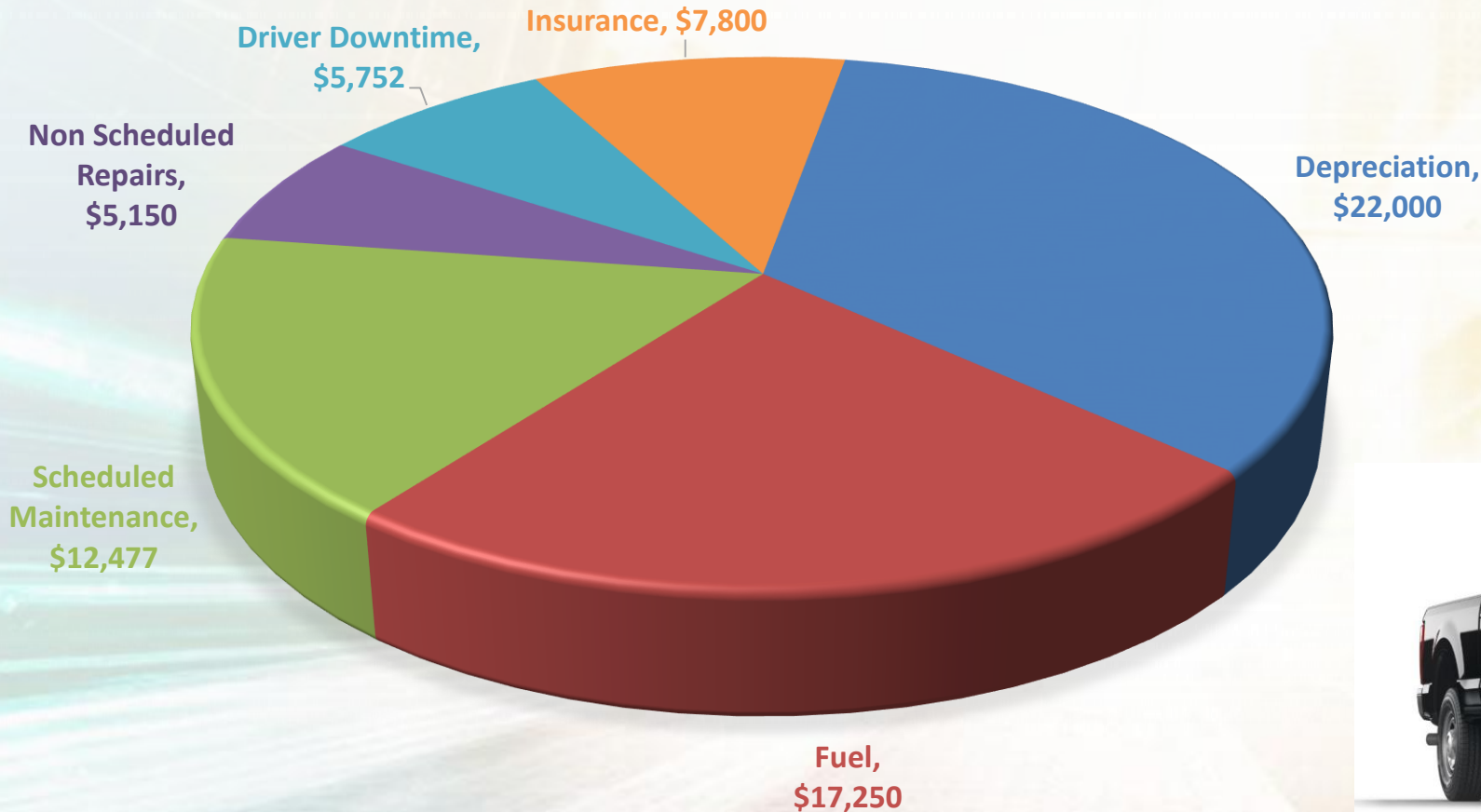
TOTAL COST OF OWNERSHIP CONCEPT



FLEET MANAGEMENT

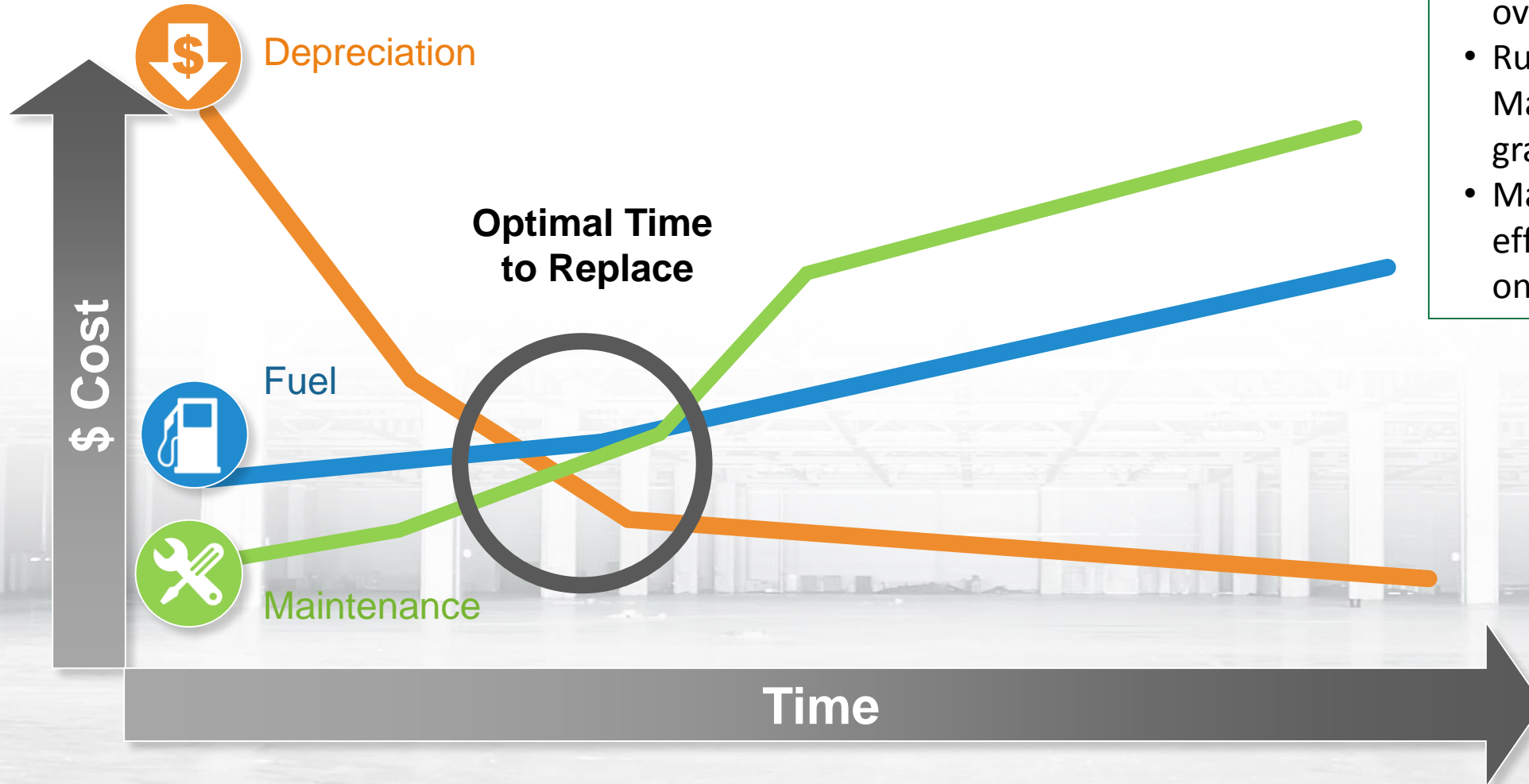
TOTAL COST OF BUY & HOLD FOR A 2018 FORD F-250

\$70,429



Assumes 12 year holding period at 10,000 miles per year

EFFECTIVE VEHICLE LIFECYCLE



Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

GOVERNMENT BUYING POWER



2019 Chevrolet Silverado
Double Cab WT 4x4

\$36,990 Net Price  ← Chevrolet WEBSITE

State Contract

Price **\$22,868**

MANHEIM AUCTION RESULTS

| Year | Odometer | Sale Price | Capital Outlay |
|------|----------|------------|----------------|
| 2020 | 7,500 | \$26,650 | -\$3,782 |
| 2021 | 15,000 | \$22,520 | - \$348 |
| 2022 | 22,500 | \$20,250 | \$2,618 |
| 2023 | 30,000 | \$19,000 | \$3868 |

FLEXIBLE FUNDING

Traditional Purchase

\$30,000

Vehicle Cost

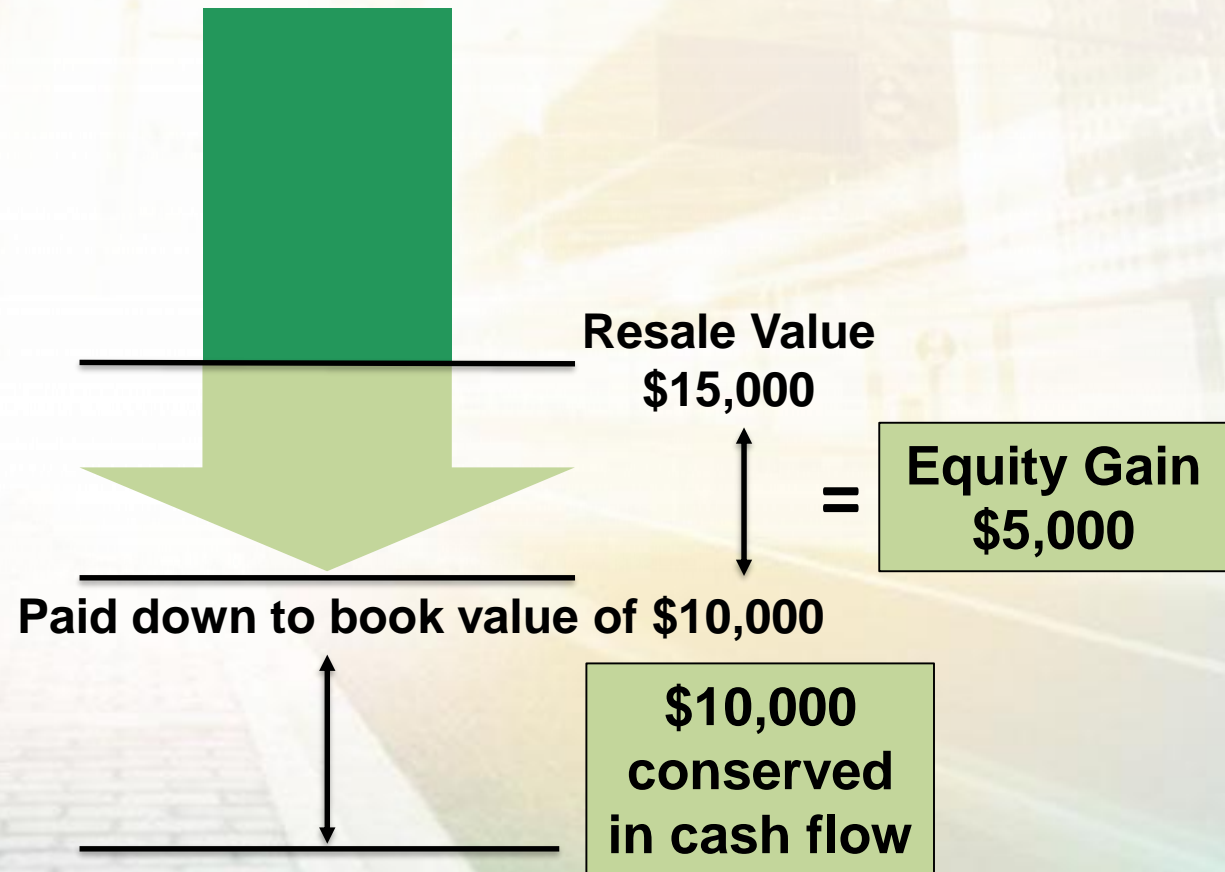


Paid down to \$0

Open-End Equity Lease

\$30,000

Vehicle Cost



REMARKETING

700 DEDICATED
REMARKETING EMPLOYEES



150 REMARKETING
LOTS IN NORTH AMERICA

IN 2016, ENTERPRISE
SOLD OVER
1,100,000
VEHICLES.

COMMERCIAL SALES
EXCEEDED AT AN
AVERAGE OF
108.4%
OF
BLACK BOOK (CVI).



■ AUCTION **15%**
■ DIRECT TO
DEALER **85%**

19,000+
UNIQUE BUYERS



2007

- Front/Side crash test
- Anti-lock brakes
- Airbags

2012

- Electronic Stability Control
- Lane Departure Warning
- Rear Video 

2017

- Forward Collision Warning
- Blind Spot Warning
- Offset-crash test



5-Star Safety Ratings
More Stars. Safer Cars.



Annual Client Review

If we don't measure it, you can't improve it:

- Web based solution for the EFM team to evaluate the prior year's fleet performance
- Analyze all fleet costs including *maintenance, fuel, insurance, depreciation, etc.*
- Document future goals to develop the best possible fleet cycling plan for the future of the fleet

Fleet Planning Tool Kit

Purchase the right vehicle at the right cost:

- Online vehicle selector allowing Enterprise to compare up to 6 vehicles side-by-side
- Integrate all costs for a total cost analysis: *monthly vehicle costs, replacement schedules, maintenance, taxes, fuel, etc.*
- Determine the best time to replace your vehicles

