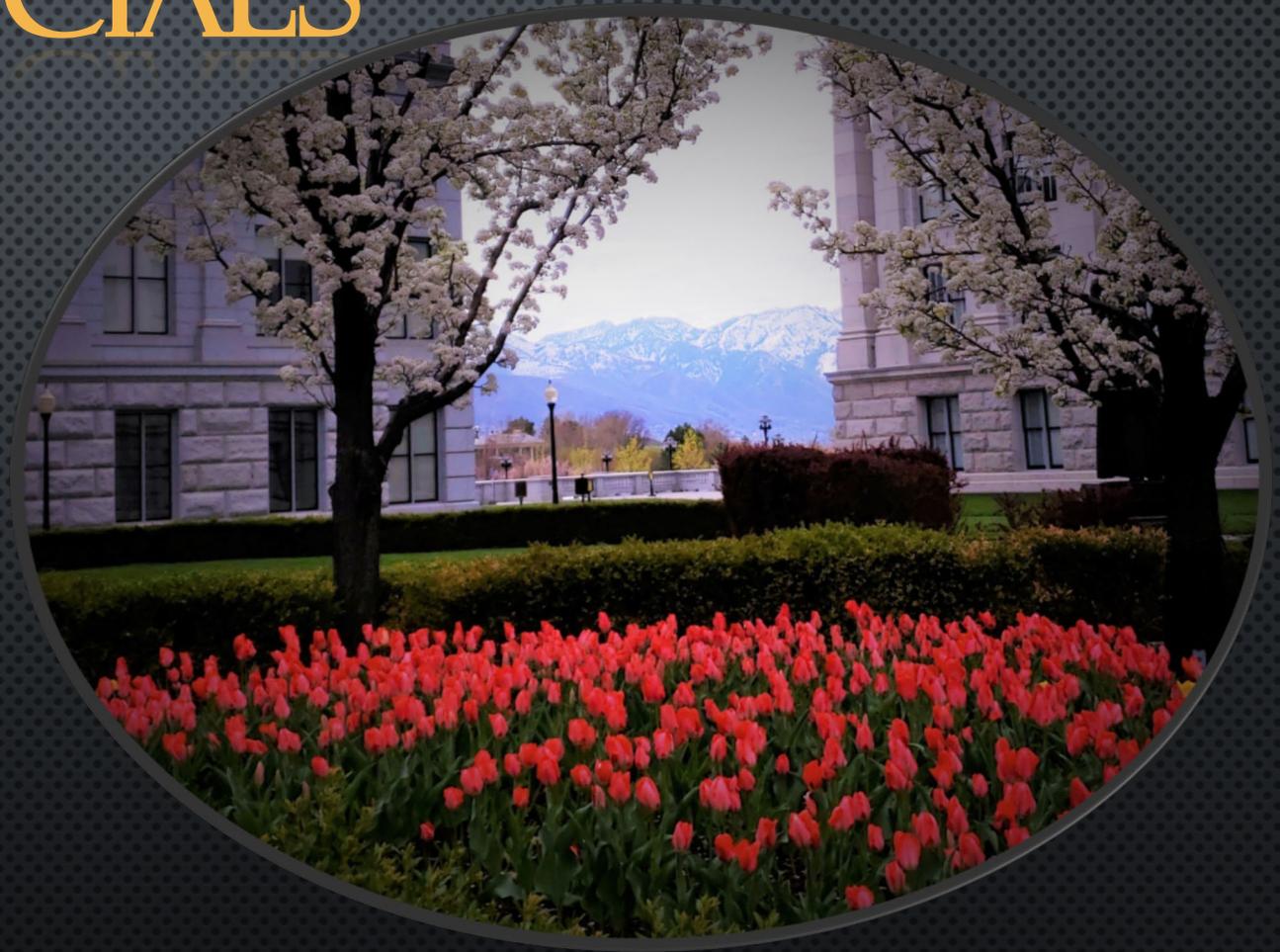


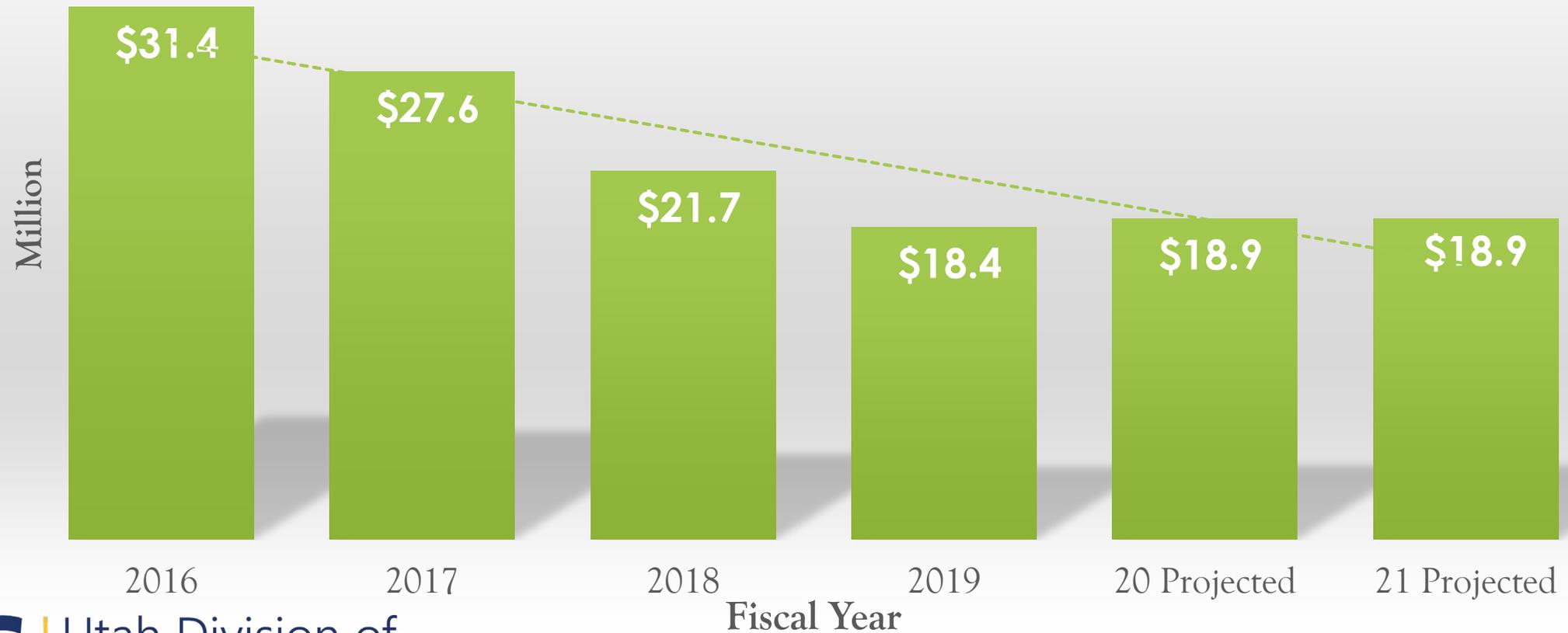
FLEET FORUM

NOVEMBER 21, 2019

LEGISLATIVE UPDATES AND FINANCIALS

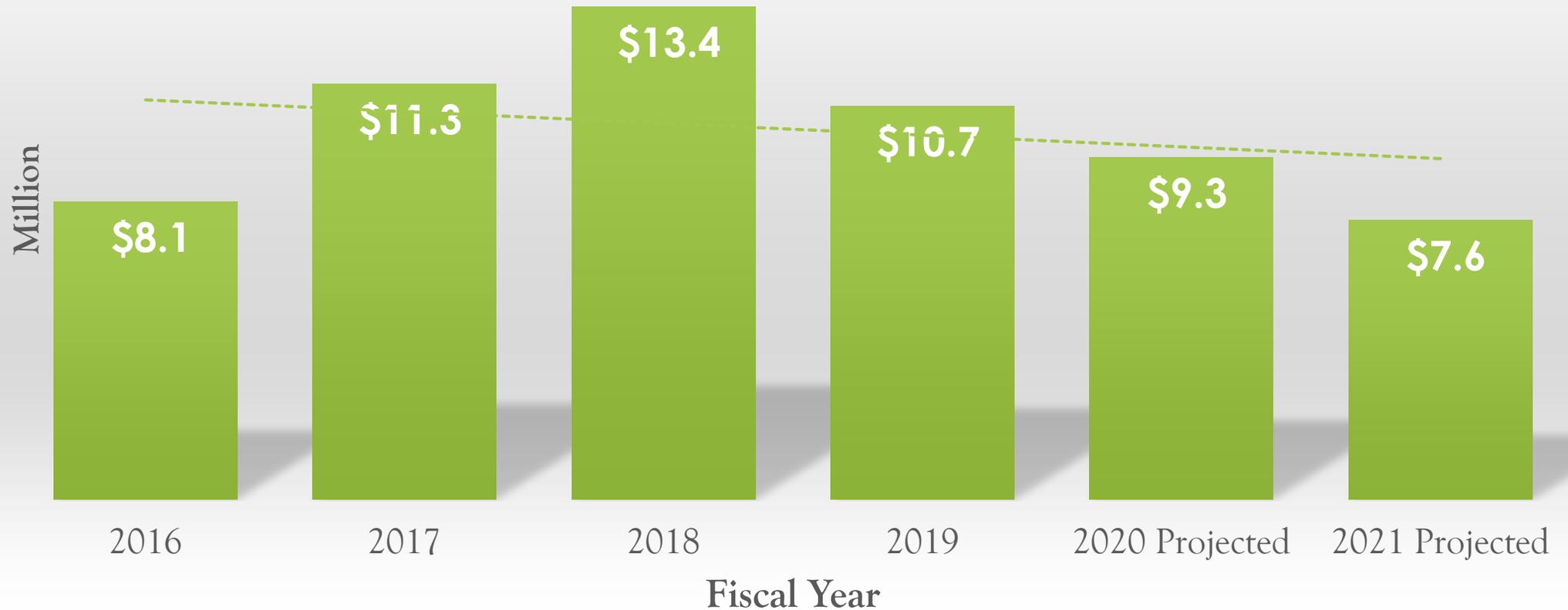


Debt To General Fund



Utah Division of
Fleet Operations

Retained Earnings





FUNDS MANAGEMENT

- RATE CHANGE TREND: DECREASING EACH YEAR
- RATE IMPACTS: GIVING BACK TO THE AGENCIES, BY LOWERING RATES
- REDUCTION OF THE DEBT TO THE GENERAL FUND WHILE LOWERING CUSTOMER RATES
- NO RATE CHANGE IN FY20



MANAGEMENT FUNDS

<u>FY19</u>	
☐ LEASED:	1,100
☐ PURCHASED:	3,700

<u>FY20 (PROJECTED)</u>	
☐ LEASED:	1,213
☐ PURCHASED:	3,827

AS OF JULY 1, 2019

Motor Pool Monthly Lease Rate

$$\text{Monthly Lease Rate} = \frac{\text{Contract Price} - \text{Salvage}}{\text{Lifecycle}} + \text{Fees}$$

Contract Price Model year contract

Salvage Value Light trucks
Select sedans 25%
Select SUVs
All others

Salvage Value Current lifecycle (in months) based on actual miles

Fees Admin fee & Management Information System (MIS)

In the process of retroactively applying to all vehicle leases

VEHICLE USE CLASSIFICATION

- HEAVY DUTY ON-ROAD
- HEAVY DUTY OFF-ROAD
- MOTORCYCLE
- POLICE PURSUIT
- BUS
- LIGHT DUTY ON-ROAD
- LIGHT DUTY OFF-ROAD
- BEGIN CHARGING A MILEAGE RATE FOR AR VEHICLES



TAKE HOME & COMMUTE USE TRAINING -2020-



State Agencies Will Receive Data
In the Next Day or Two

Non-State Departments Will
Be Receiving Information
Soon

Commuter Use

Take Home

On Call

Virtual Office

More Practical



Utah Division of
Fleet Operations



Commuter Use is a
TAXABLE FRINGE BENEFIT



Take Home is TAX EXEMPT

Qualifying State Reason + IRS Specific Justification





Take the Take Home/Commute Use Training



Protect your department and your
employees



Understand the Unique Risk Implications

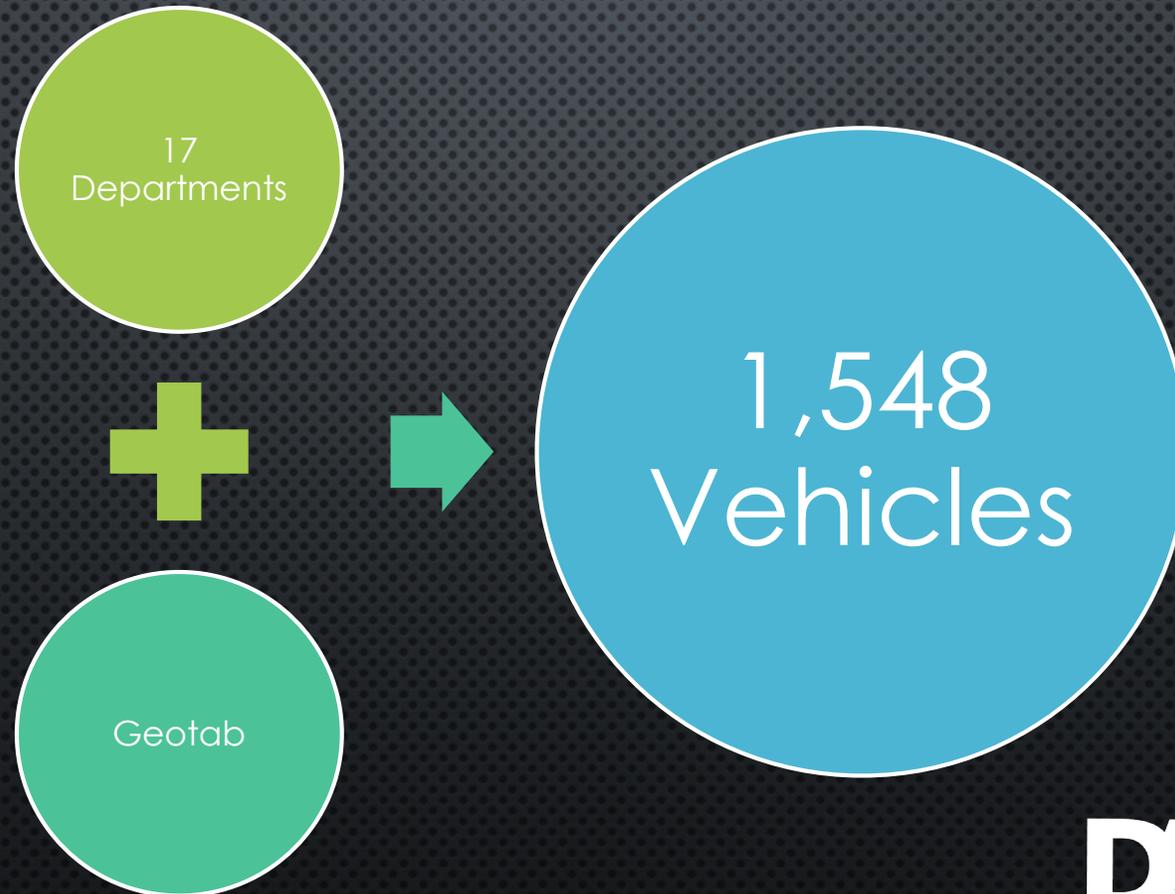


Encourage employees in your department to take the training

FEEDBACK

contact me at atracy@utah.gov

TELEMATICS UTILIZATION



OPTIMIZATION

TELEMATICS

- HELP DEPARTMENTS
 - WORK CLOSELY WITH THEIR DRIVERS' BEHAVIORS
 - BETTER USE THE DASHBOARD REPORTS
 - SHARE SUCCESS STORIES
 - STAY INFORMED OF ADD ON OPTIONS
- FEW ADD ON OPTIONS
 - IRIDIUM SATELLITE DRIVER PANIC BUTTON
 - IOX-AUX
 - DRIVER ID READER
 - FOBs

CLEAN AIR ALLOCATIONS



ALLOCATIONS CLEAN AIR

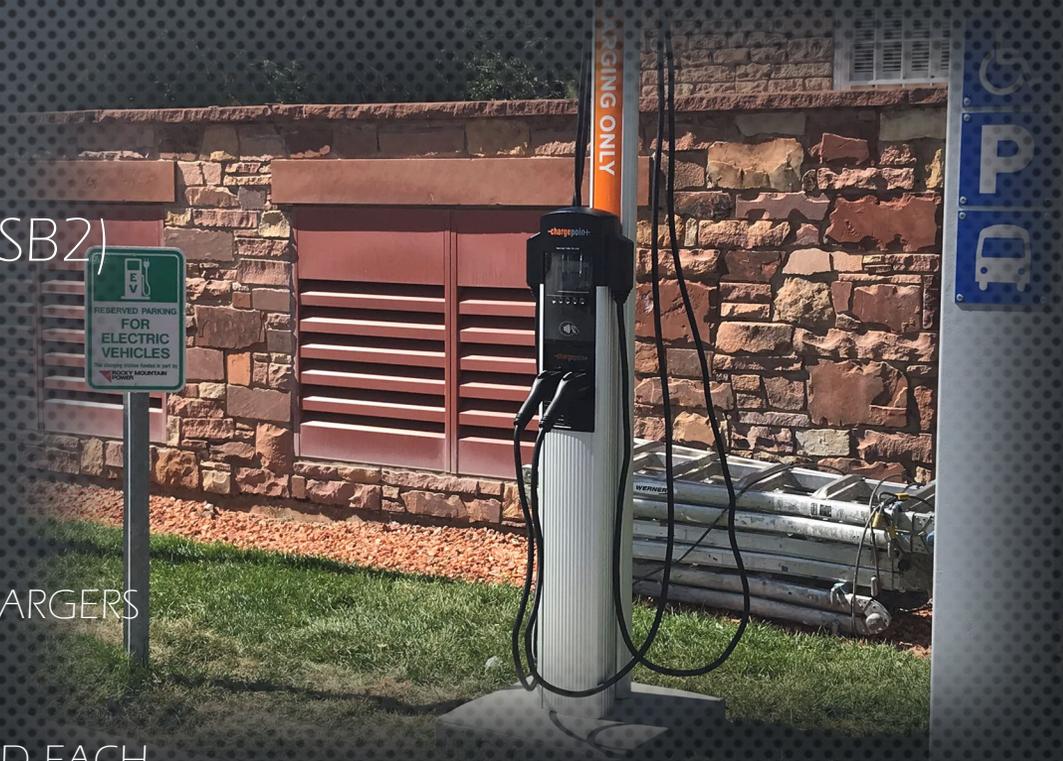
One Time Allocation of \$4,000,000 (SB3)

- ✓ 2M to UDOT for Snowplows and 2M to DAS (Fleet)
 - ✓ Replaced 238 pre-2007 vehicles overly polluting state vehicles with newer and cleaner models.
 - ✓ The last of the pre-2007 State vehicles managed by the Division of Fleet Operations, are slated to be replaced within a year in the standard rotation so all funds went to snowplows
 - ✓ UDOT replaced 45 in their rotation, and funds purchased 20
 - ✓ All 65 snowplows have been received and are being upfitted



ALLOCATIONS CLEAN AIR

- ONE TIME ALLOCATION OF \$2,000,000 (SB2)
 - ELECTRIC VEHICLE CHARGERS
 - THREE PHASE PROJECT ESTIMATED TO BE COMPLETED END OF FY20.
 - PURCHASED 121 DUAL-PORT LEVEL 2 CHARGERS FOR STATE-OWNED FACILITIES
 - ESTIMATED 11 TONS OF EMISSIONS SAVED EACH YEAR WHICH IS EQUIVALENT TO TAKING 528 CARS OFF THE ROAD FOR A YEAR.
 - CHARGERS BEING INSTALLED AT 21 DIFFERENT STATE-OWNED LOCATIONS ACROSS UTAH.



ELECTRIC VEHICLES

ELECTRIC VEHICLES

- WE RECEIVED THE REPORT FROM SAWATCH LABS BASED ON THE GEOTAB DATA WHICH GIVES VEHICLE BY VEHICLE ANALYSIS ON ELECTRIC VEHICLE SUITABILITY.
- FLEET IS ASSESSING THE DATA AND CONSIDERING VEHICLE USAGE.

NEW MOBILE APP

CAN BE FOUND ON GOOGLE PLAY AND iTUNES
UNDER "UTAH DFO"

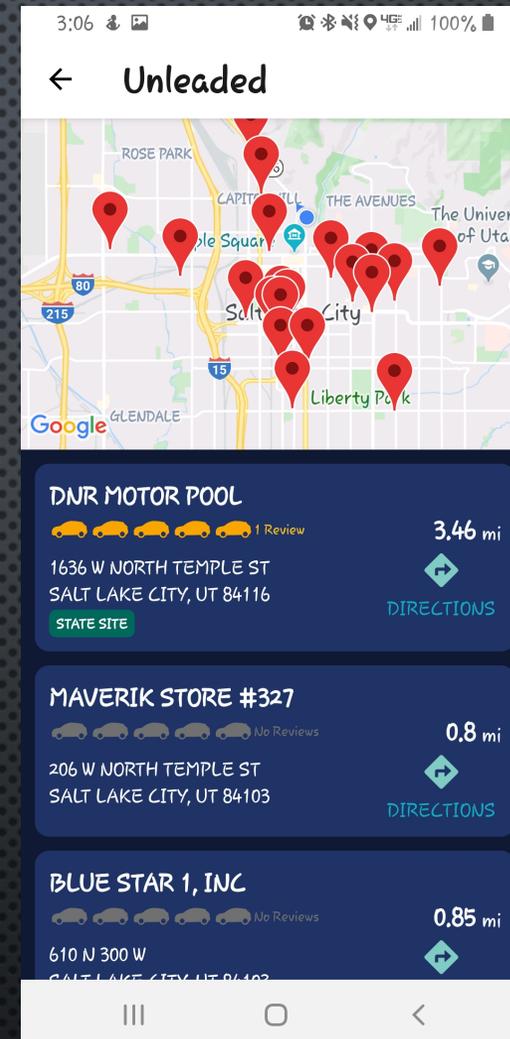
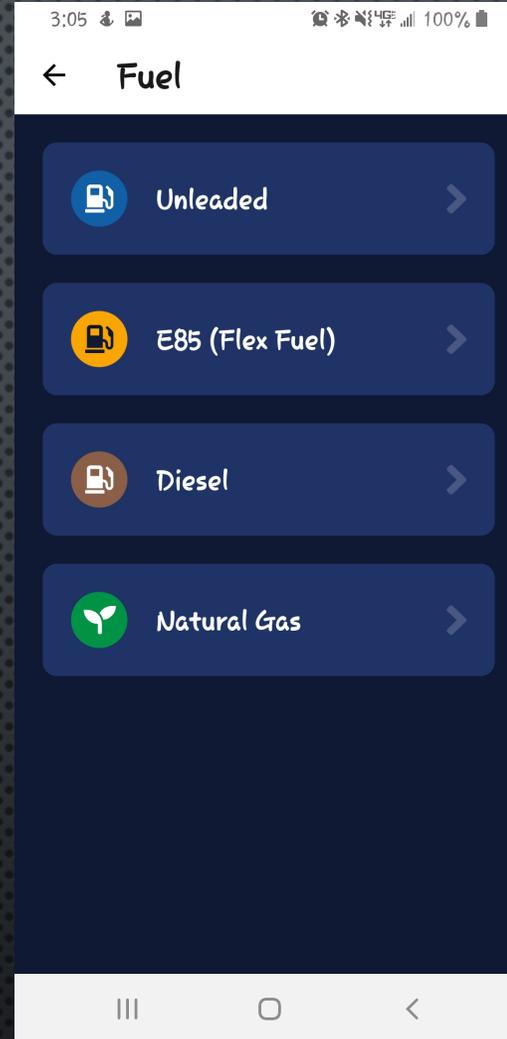




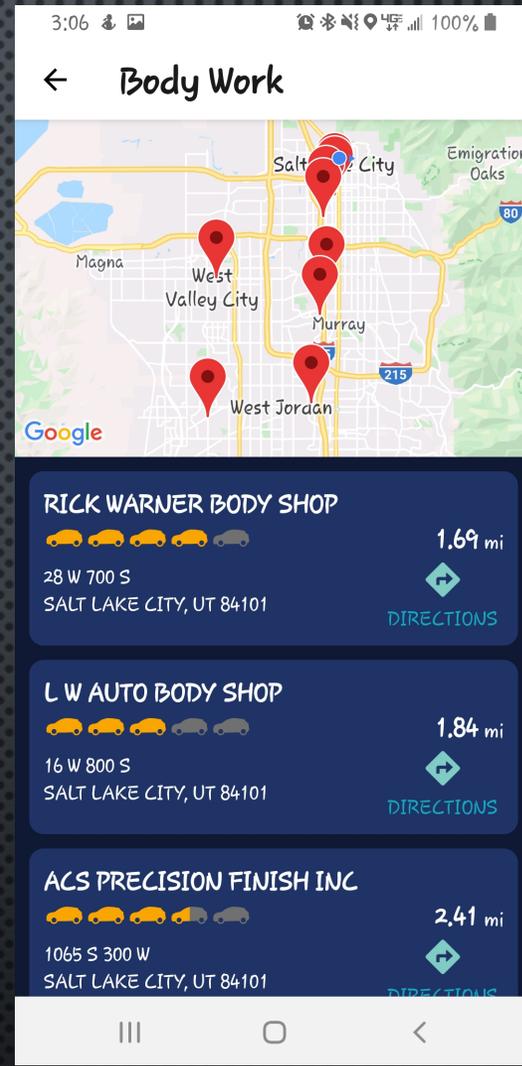
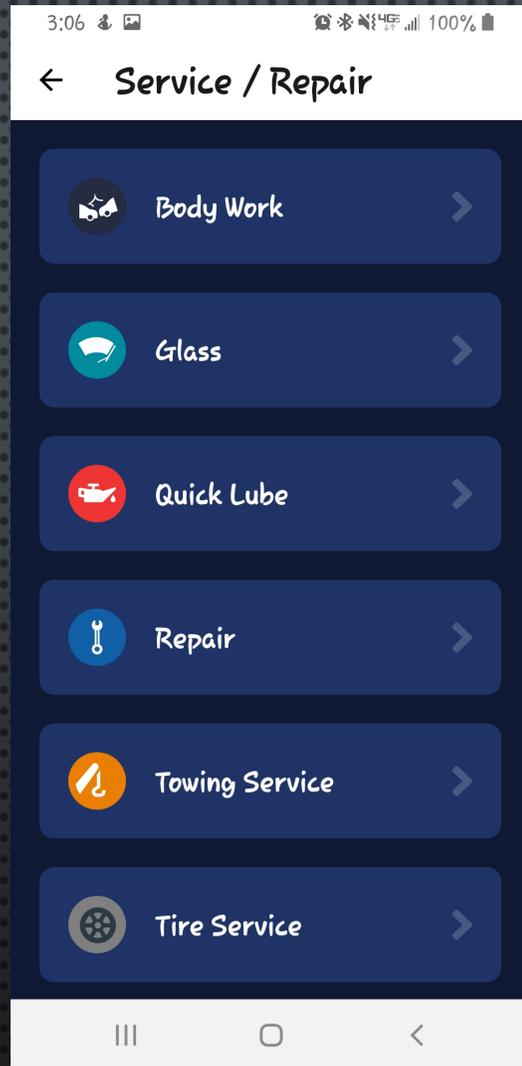
DESIGN UPDATES

- MAINTENANCE VENDOR RATING SYSTEM
 - PRICE, CUSTOMER EXPERIENCE, REWORK, BILLING
- TRIP COST ESTIMATOR
- MOBILITY OPTIONS

MOBILE APP



MOBILE APP



MOBILITY OPTIONS AND DEVELOPMENT

MOBILITY OPTIONS

Current Options

- E-Bike
- UTA
- Mileage Reimbursement
- On Demand Motor Pool
- Enterprise Vehicles
- Fleet Provided Vehicles

Developing

- Ride Hailing Contract
- Key Kiosk

Researching

- Scooters
- New Motor Pools

LOOKING INTO THE APP GIVING BEST OPTION:

- FLEET VEHICLE
- PERSONAL VEHICLE
- LYFT RIDE HAILING

FUEL CARD UPDATE



FUEL CARD

- NEW GAS CARD PROVIDED BY EKOS/WEX WILL OFFER A LARGER SELECTION TO RETAIL GAS STATIONS REDUCING FUEL REIMBURSEMENTS.
- EKOS DASHBOARD WILL PROVIDE REAL TIME DATA ON FUEL PURCHASES WITH AN INTERACTIVE MAP TO SHOW PRICE COMPARISON TO HELP REDUCE FUEL COST.
- STATE OWNED AND OPERATED FUEL SITES WILL BE PRIVATIZED, PROVIDING A DIRECT PASS THROUGH PLUS RATES, WITH NO CARD FEES.
- EKOS FUEL SITE MANAGEMENT SOFTWARE WILL REVOLUTIONIZE THE WAY THE STATE FUEL NETWORK PURCHASES FUEL. CREATING A ONE STOP SHOP FOR FUEL SITE MONITORING, ORDERING, AND RECONCILIATION.
- NEW FUEL CARDS WILL BEGIN TO BE DELIVERED TO STATE FUEL CUSTOMERS BY THE MIDDLE TO END OF NOVEMBER 2019.
- BY THE END OF JANUARY 2020 FULL IMPLEMENTATION OF WEX GAS CARDS AND EKOS PLATFORM AND TERMINATION OF FLEETCOR GAS CARDS.



DSC REPORTS

DSC REPORTS



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RELOCATION



QUESTIONS?