

(to get the data you need!)



About me: Alan Simpson

- 6 years as a Fleet Analyst (City and County of San Francisco)
- 9+ years as a Fleet Manager (City of Palo Alto)
- 18 years as a Senior Technical Consultant (AssetWorks)
- **©** Expertise:
 - Implement AssetWorks software for cities, counties and private fleets across the country
 - Promote best practices for industry professionals
 - Provide tune-up training to different clients across various industries

Agenda

- Introduction
- The 6 reports
 - Maintenance and repairs
 - Downtime
 - Fuel
 - Depreciation
 - Resale value
 - Usage
- Questions (and introducing our next power-webinar)



Maintenance and Repairs

How to find it:

- Annual maintenance reports
- Labor reports
- Downtime reports

What to look for:

- normal wear and tear repairs, component failure, refurbishment and routine maintenance data
- **Be aware:** Costs linked to accidents, physical damage, misuse and user modification should be excluded.
 - They can "poison your well" of data



Downtime

- Downtime data is necessary because the reliability and time required to repair and maintain an asset changes as the asset ages.
 - Downtime can really influence an asset's optimal life-cycle.
 - As an asset ages, does it help or hinder your organization?
- Again, the exact name for the location of downtime data varies from management system to management system
- What you should look for:
 - Frequency of breakdowns
 - Out-of-service duration



Fuel

What data you need:

Fuel consumption and cost data

What to look for:

- Quantity of fuel consumed over time
- Historic fuel costs

OHow to find it:

 An automated fuel management system and interfaces with commercial fuel card providers



Depreciation

Why this data matters: The ongoing capital expense associated with an asset is critical to understanding its total life-cycle costs.

What to look for:

- Purchase price and depreciation terms
- Expected resale value

How to find it:

- Capital journals
- Capital asset management tools



Resale Value

How to find it:

- Industry references, like Kelley Blue Book and Black Book, can help estimate an asset's market worth
- Or, by sampling salvage and sale records

For future reference: Salvage can be calculated from the purchasing price, estimated depreciations, salvage value, depreciation terms and methods.



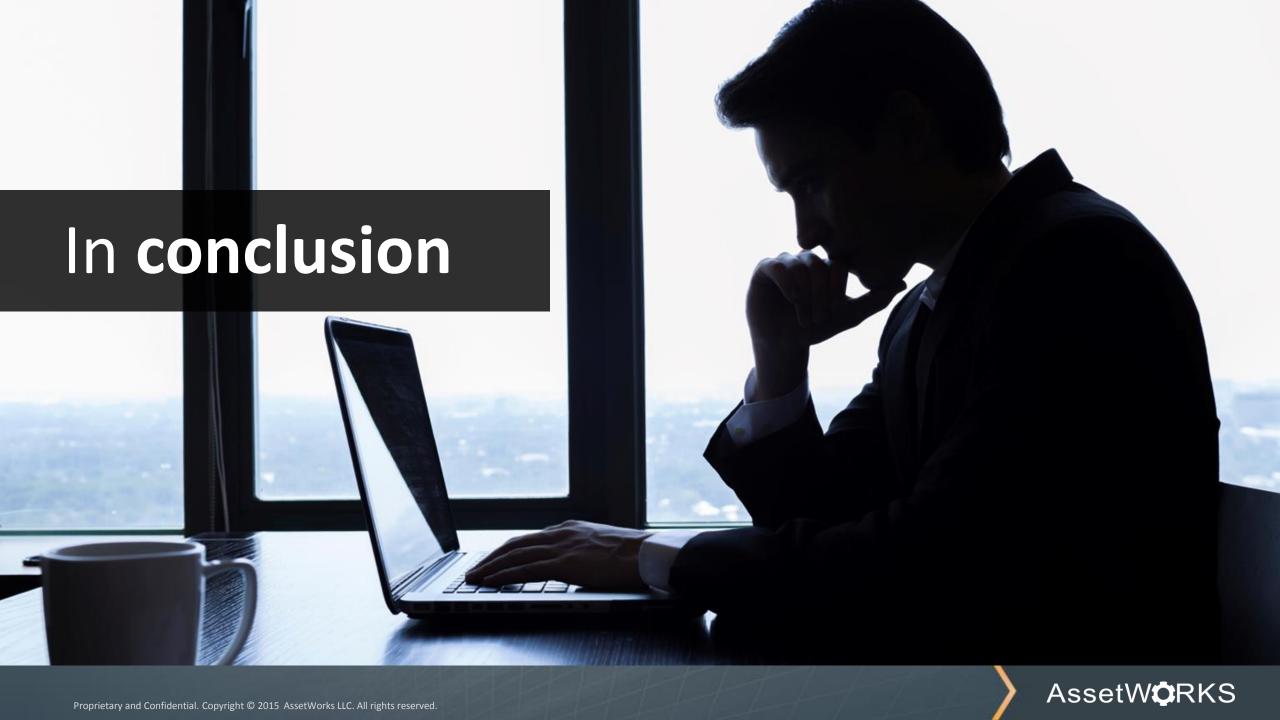
Usage

How to find your data:

- Automated fuel systems
- -GPS/AVL systems
- Manual meter entry

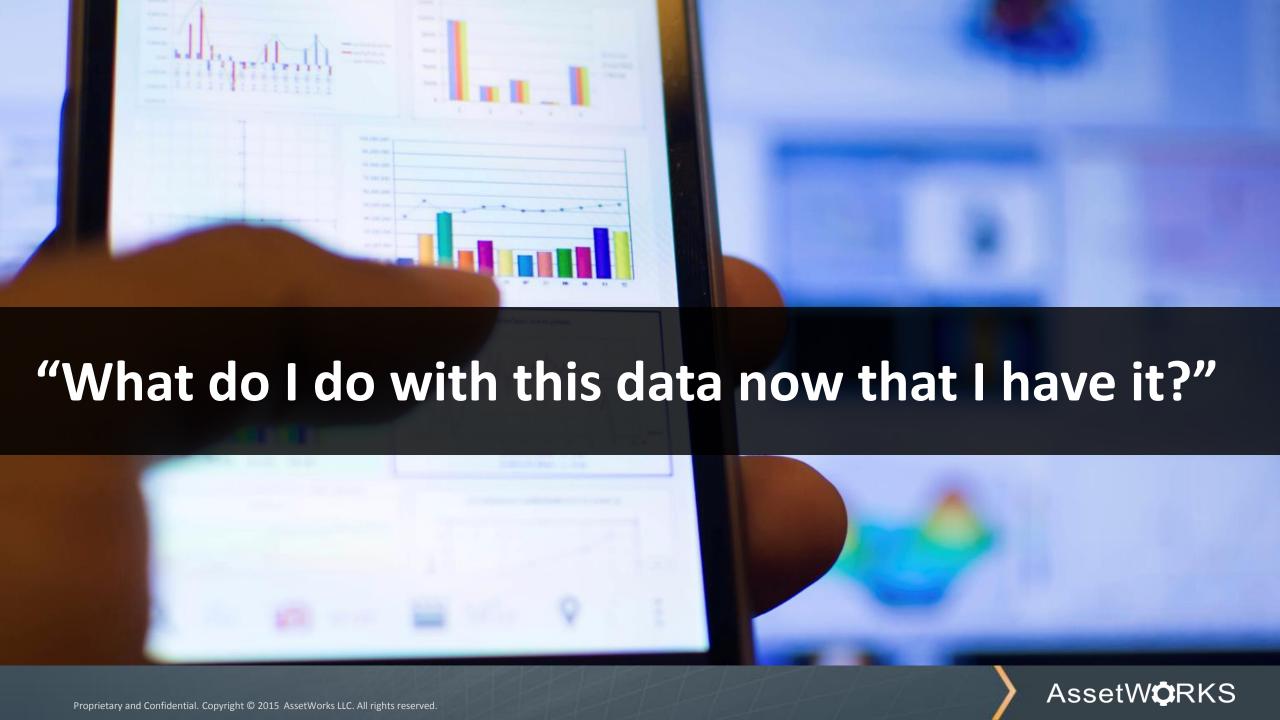
Output How to measure usage:

- As time (hours of operation)
- As distance (miles/kilometers)
- As a count



In conclusion

- If you have a fleet management system and/or GPS you are likely already capturing this information in some form
- The key is to develop a consistent manner of running and storing these reports
- When you fully understand your data, you can better plan for the future of your organization as a whole
- These 6 reports highlight the data that forms the foundation for understanding the true lifecycle costs of your vehicles



Tune into our next power-webinar:

- What Do I Do with this Data Once I Have It?
- Wednesday, May 25th
 - 2:00pm EDT (11:00am PDT)
 - Length: 15-minutes (give or take)
 - Hosted by Alan Simpson
- **Overing:**
 - The age-old question: Now what?
 - How to begin the journey to better decision-making
 - How to make the most out of your data

Questions?

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