

State of Louisiana savings using Rental
Apr-12

LOUISIANA

	Rental		Miles
# of Rentals	Days	Spend	Driven
1470	7081	\$ 244,784.39	737,543

Reimburse .51
reimbursement cost: 376,146.93
Rental cost 244,784.39
SAVINGS of 131,362.54

LOUISIANA

STATE OF LOUISIANA 2012 Monthly Rental Comparison

Quarter 1

Rental Information		January 2012	
Number of Transactions	1218		
Rental Days	5320		
Spend	\$ 172,248.10		
Miles Driven	596,413		

Rental Information		February 2012	
Number of Transactions	1461		
Rental Days	6666		
Spend	\$ 227,368.21		
Miles Driven	729,603		

Rental Information		March 2012	
Number of Transactions	1894		
Rental Days	7471		
Spend	\$ 259,645.70		
Miles Driven	896,117		

Rental Information		QTR 1	
Number of Transactions	4573		
Rental Days	19457		
Spend	\$ 859,262.01		
Miles Driven	2,222,133		

Quarter 2

Rental Information		April 2012	
Number of Transactions	1470		
Rental Days	7081		
Spend	\$ 244,784.39		
Miles Driven	737,543		

Rental Information		May 2012	
Number of Transactions	1426		
Rental Days	6802		
Spend	\$ 217,231.63		
Miles Driven	734,086		

Rental Information		June 2012	
Number of Transactions	1265		
Rental Days	6037		
Spend	\$ 192,444.32		
Miles Driven	649,134		

Rental Information		QTR 2	
Number of Transactions	4161		
Rental Days	19920		
Spend	\$ 654,460.34		
Miles Driven	2,120,763		

Quarter 3

Rental Information		July 2012	
Number of Transactions	1053		
Rental Days	5813		
Spend	\$ 185,896.98		
Miles Driven	596,133		

Rental Information		August 2012	
Number of Transactions	1054		
Rental Days	6168		
Spend	\$ 188,508.57		
Miles Driven	573,781		

Rental Information		September 2012	
Number of Transactions	1209		
Rental Days	6586		
Spend	\$ 231,175.02		
Miles Driven	680,898		

Rental Information		QTR 3	
Number of Transactions	3316		
Rental Days	18567		
Spend	\$ 605,660.57		
Miles Driven	1,850,812		

Quarter 4

Rental Information		October 2012	
Number of Transactions	1716		
Rental Days	9050		
Spend	\$ 319,382.55		
Miles Driven	994,872		

Rental Information		November 2012	
Number of Transactions	1405		
Rental Days	8298		
Spend	\$ 277,653.40		
Miles Driven	854,978		

Rental Information		December 2012	
Number of Transactions	999		
Rental Days	6489		
Spend	\$ 205,380.71		
Miles Driven	566,626		

Rental Information		QTR 4	
Number of Transactions	4120		
Rental Days	23887		
Spend	\$ 802,416.66		
Miles Driven	2,416,478		

Rental Information		Year to Date Total	
Number of Transactions	16170		
Rental Days	81781		
Spend	\$ 2,721,719.58		
Miles Driven	8,610,184		

2

LOUISIANA

Enterprise Rental Contract Stats
July - June

Fiscal Year	Trips	% Change	Rental Days	% Change	Miles	% Change	Spend	% Change	Per Mile Cost Plus Fuel	Standard Reimbursement Rate	Cost at Standard Reimbursement Rate
2004	1,386		3,077		481,722		\$120,411.10		\$ 0.310	0.330	\$ 158,968
2005	2,972	114%	6,612	115%	1,042,712	116%	\$263,084.74	118%	\$ 0.324	0.345	\$ 359,736
2006	4,574	54%	9,803	48%	1,588,935	52%	\$376,333.58	43%	\$ 0.328	0.375	\$ 595,851
2007	8,013	75%	17,979	83%	2,640,526	66%	\$667,729.00	77%	\$ 0.349	0.415	\$ 1,095,818
2008	10,040	25%	25,726	43%	4,190,264	59%	\$932,492.19	40%	\$ 0.336	0.455	\$ 1,906,570
2009	9,286	-8%	20,254	-21%	3,118,260	-26%	\$781,278.02	-16%	\$ 0.364	0.475	\$ 1,481,174
2010	6,635	-29%	16,105	-20%	2,308,218	-26%	\$613,171.00	-22%	\$ 0.379	0.500	\$ 1,154,109
2011	5,046	-24%	14,206	-12%	1,868,806	-19%	\$484,105.19	-21%	\$ 0.372	0.510	\$ 953,091
2012	5,538	10%	22,185	56%	2,694,823	44%	\$723,166.52	49%	\$ 0.382	0.555	\$ 1,495,626.765
2013 (Qtr 1)	1,397	-75%	3,452	-84%	633,950	-76%	\$110,509.25	-85%	\$ 0.288		

Savings	Miles Per Trip	Miles Per Day	Cost Per Day
\$9,654	348	157	\$ 39.13
\$21,491	351	158	\$ 39.79
\$74,924	347	162	\$ 38.39
\$174,599	330	147	\$ 37.14
\$498,902	417	163	\$ 36.25
\$346,285	336	154	\$ 38.57
\$279,186	348	143	\$ 38.07
\$257,063	370	132	\$ 34.08
\$466,867	487	121	\$ 32.60
	454	184	\$ 32.01

OKLAHOMA

State of Oklahoma Total Savings for November thru August 2012 estimate

Miles Driven <small>(only 5.8% of miles reimbursed compared FY 2010)</small>	1,639,101	Average Length of Rental	2.32
Rental Days	11,364	Avg Miles Driven per Rental	334.92
# of Rentals	4,894		

Rental Costs (Rental Rate, 6% tax and gas) = \$661,052
Same miles driven at Mileage Reimbursement @ .555/mile = \$909,701
Reimbursement savings (Nov 1 to Aug 31) = \$248,650
Projected annual savings (Nov 1 to Oct 31) = \$331,533

- Results represent a 27.3% savings over reimbursement including the Universities
- Average savings per day = \$21.88 reimbursement
- 93% of the state rentals (excluding universities) were sedans.
- If the rental option was used to replace all 33.5 million miles reimbursed, the savings would be over \$5.5 million a year.

For estimate purposes only:

- Assume half of reimbursement is justified (costs less to reimburse)
\$18,624,277 (FY 2010 data) * 50% = \$9,312,138
- For the remaining \$9,312,138 assume
 - 25% of remainder State fleet is best option (cost and/or location)
 - Estimate based on one location
 - 75% of remainder rental is best option (cost and/or location) and 27.3% savings listed above = \$1,906,660

Breakdown between State Agencies and Universities

State of Oklahoma State Agency Savings for November thru Aug 2012

# of Rentals	3,985	Average Length of Rental	1.97
Rental Days	7,868	Avg Miles Driven per Rental	290.82
Miles Driven	1,158,920	Average savings per day	\$28.02

Rental Costs (Rental Rate, 6% tax and gas) = \$422,785
 Mileage Reimbursement @ .555/mile = \$643,201
 Reimbursement savings = \$220,415 **34.3% SAVINGS**
 Projected annual savings = \$293,887

State agencies reserved sedan vehicles 93% of the time

State of Oklahoma University Savings for November thru August 2012

# of Rentals	909	Average Length of Rental	3.85
Rental Days	3,497	Avg Miles Driven per Rental	528.25
Miles Driven	480,181	Average savings per day	\$8.07

Rental Costs (Rental Rate, 6% tax and gas) = \$238,266
 Mileage Reimbursement @ .555/mile = \$266,501
 Reimbursement savings = \$28,234 **10.6% SAVINGS**
 Projected annual savings = \$37,646

The universities reserved large vehicles, such as minvans, passenger vans, SUVs 60% of the time

Long-term Costs/Savings

- Long-term vehicle needs
 - No commitment with Enterprise, keep vehicles for as long as they are needed and return when necessary
 - Cost of rental decreases over time
 - If they were kept for 12 months
 - Monthly rentals could save the state \$150/month per car or more
 - If 200 state owned cars were replaced with rentals cars
=\$30,000/month in savings

Example

A department needs a vehicle for 30 days, and expects to drive 3000 miles during that time.

Rental total costs: \$1,121.49 (includes \$438 in gas)

Reimbursement costs: \$1,665.00

Fleet costs: \$1,527 (includes \$418.80 in gas)

- An agency needs 12 vehicles. What if the agency only needed half of the vehicles for 6 months and the other half for 12 months
 - Through Fleet
 - $12 \text{ vehicles} \times \$1,527/\text{month} \times 12 \text{ months} = \$219,888.00$
 - Through Rental
 - $6 \text{ vehicles} \times \$1,121.49/\text{month} \times 6 \text{ months} = \$40,373.64$
 - $6 \text{ vehicles} \times \$1,121.49/\text{month} \times 12 \text{ months} = \$80,747.28$
 - Total = \$121,120.92 = **\$98,767.08 SAVINGS!!!**

