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## State Fleet Management Services

**FLEX · FUEL**



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## **SFM – Who Are We?**

- A Value Added Facilitator of Agency Vehicle Requirements
- Three Essential Functions
  - Vehicle Acquisition & Disposal
  - Maintenance & Repairs
  - Motor Pool 24-7 online reservation system.



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- State Employees > 60,000
- Fleet Size = 5700 Vehicles
- Annual Miles = 70.6 Million Miles
- Consume 4.3 Million Gallons of Fuel
- Vehicle Pricing Averages 50% Less Than MSRP



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## Fleet Operations

- Analyze Asset Condition to Make Sound, Collaborative Permanent Replacement Decisions
- Single Automated Billing to Agency
- Short Term Use Vehicles
- Disposal
- Robust Data Collection & Reporting
- Web Based CARS
- Suspicious Activity Reporting



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- Comprehensive Replacement Process. One Year in Advance (Miles, Age, Cost, Oil Analysis), Approx. 700 Replaced Per Year.
- Vehicle Engineering-User Survey, Site Assessments. Environmental & Energy Conservation Programs That Consider Agency Specific Needs.
- Monthly MVAC Meetings. Consisting of Statewide Vehicle User Stakeholders



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- Fleet Operations—Financial—Asset Management Agency Assessments
- Maintenance & Authorizations by Master Certified Technicians. Oil Sample Analysis for Ongoing Monitoring & Failure Prevention of Decentralized Maintenance
- Safety & Risk Management Prevention Programs. Backup Alarms, Web Cams, GPS, Driver Training, Safety Committee



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## Call Center

- Four ASE Master Certified Mechanics
- Nationwide Network of Service Facilities
- 24-hour Nationwide Emergency Roadside Assistance Program



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## Motor Pool

- Downtown Locations
- ALL INCLUSIVE, Competitive Daily Rates
- Variety of Passenger Vehicle Types
- Downtown Fueling Site
- Try before you buy



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## Cost Savings

***Right Vehicle, Best Cost, Fully Managed Throughout Lifecycle***

- Make Corrections on **PROPERLY ENGINEERED** Vehicles
- As **Often** as Absolutely Necessary
- To Obtain the **Lowest Planned Cost**
- While Getting **the Maximum Life** From Each Component & Vehicle



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## **Greening State Government**



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## **Greening Government**

Green Initiatives—Synonymous With Energy Conservation, Greening State Government, Governors Ethanol & Biodiesel Coalition, Energy Policy Act (EPact)

*National & State Initiative are a Way to Reduce the Country's Dependence on Foreign Oil (Energy Security) & Curb Greenhouse Gas Emissions*



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## **Reform CAFE intelligently to save up to 5% in 2017**

- Match SFM vehicles types with best CAFÉ standards that meet the needs of each application. Preliminary Analyses Suggest 4% will be attainable.
  
- Even Larger Fuel Savings in Later Years



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## **Step 1: Increasing Diversity**

*Expanded fuels standard provides market certainty*

- National 35bn Gallons by 2017 (15% of Fuel)
- Colorado displace 350,000 gallons of petroleum by 2012 (25% of Fuel)
- Expanded to Include All Alternatives to Oil
- Automatically Sunsets With Success



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## Green Fleet

- Contribute to Broader Effort to Restore, Preserve, and Protect the State's environmental Resources
- Assist Agencies, Authorities, and Universities in Acquisition & Utilization of Clean Fueled Vehicles
- Reduce Nationwide Dependence on Foreign Sources of Oil
- Demonstrate Government Leadership



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## Energy Conservation

- Currently, SFM has the capacity to displace 379,750 gallons of petroleum. This translates to 13% reduction of petroleum in the state by FY 2008.
- State vehicle users must begin using renewable fuels in all bio fuel compatible vehicles for this to work!



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# Strategic Partnerships Network And Consortium

- SFM Network Priority:  
Identify State Agencies With Maintenance  
Shops & Fuel Facilities
  - 1) Maximize Utilization of State-Owned  
Resources First



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- 2) Partner With Local Governments Sub-Political Groups, Counties, Cities, to Expand Maintenance, Repair, & Fueling Resources
- 3) Partner With Technological Leaders
- 4) Retail Vendor Network.  
RFQ & Garage Guidelines



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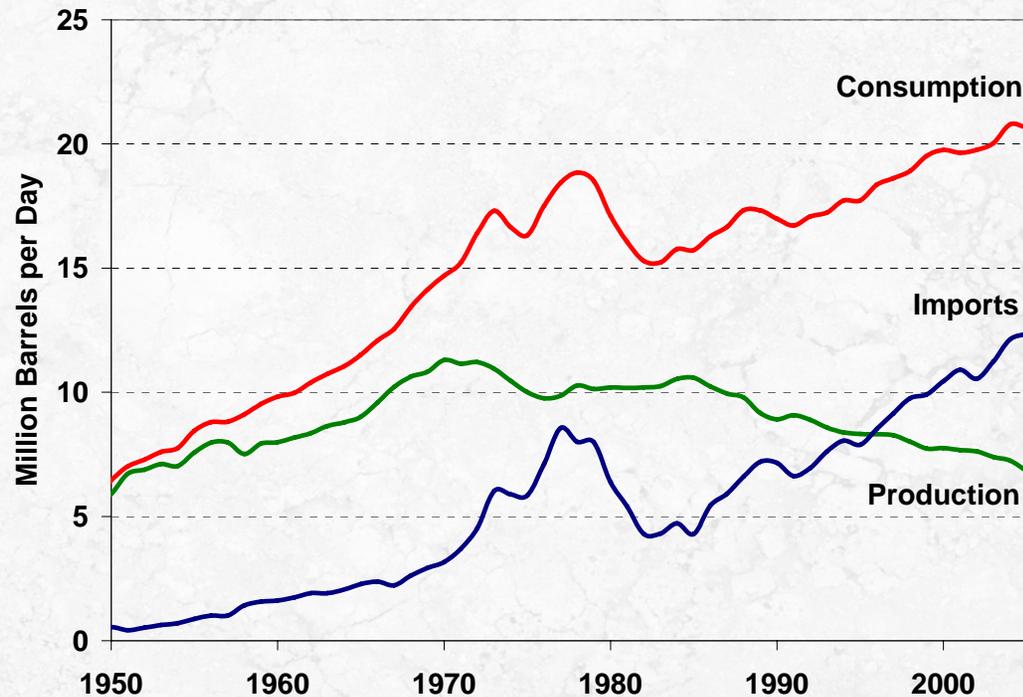
- Assemble Consortium of Stakeholders, MPO's & Federal Partners: OEMC, NREL, DOT, CMAQ, CDOT, DOC, DOE, Clean-Cities, CDPHE, EPA, USDA, DOAG, RAQC, DRCOG, etc.
- Primary Objective to Seek Funding Opportunities That Enable the Research & Validate Adoption of New Programs That Incorporate New Technological Advancements in the States Fleet



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## Overview of Oil & the US

*Imports are rising much faster than consumption*



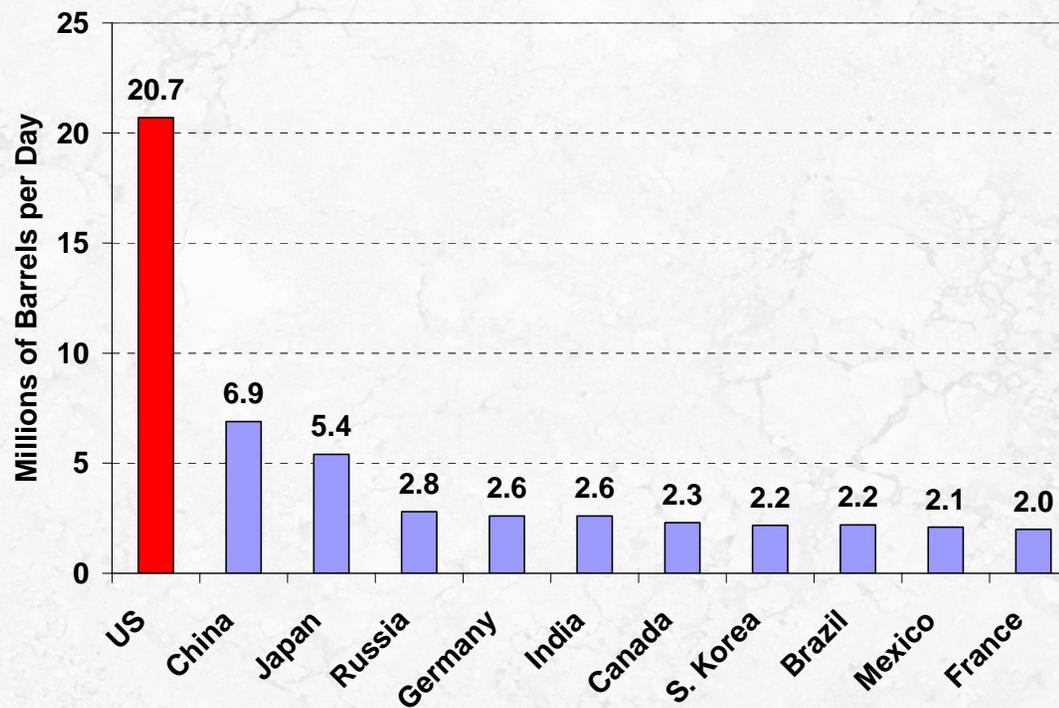
Source: Energy Information Administration, 2005



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## Top Oil Consuming Countries

*US is largest consumer with China growing quickly*



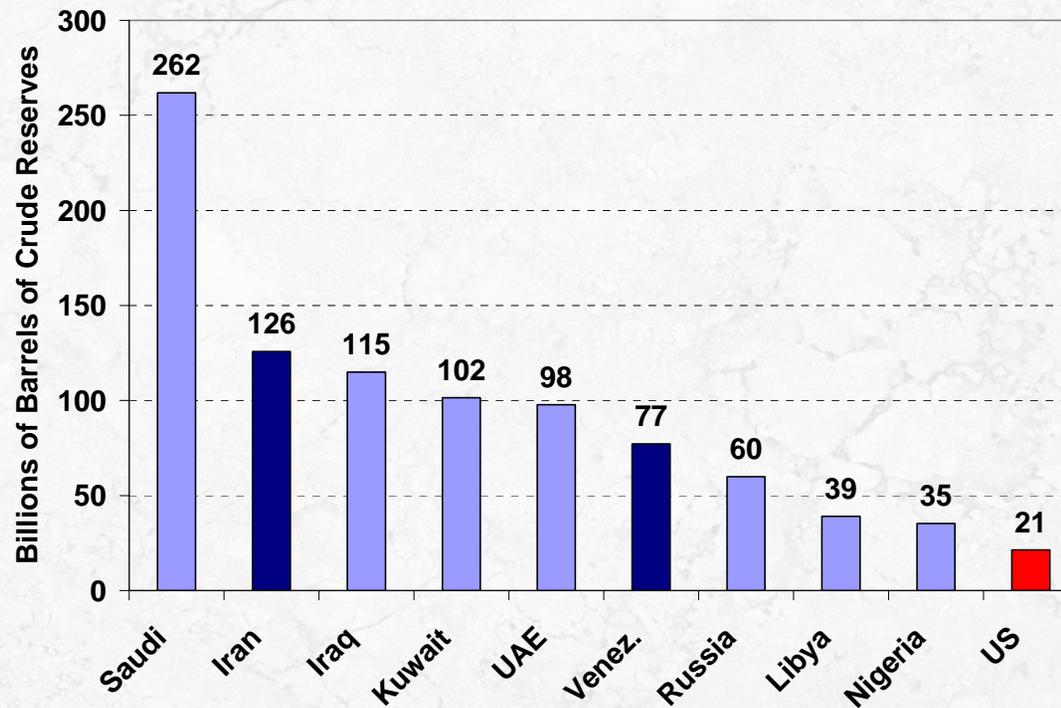
Source: Energy Information Administration, 2005



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# Crude Oil Reserves by Country

**US has 10<sup>th</sup> largest proven reserve**



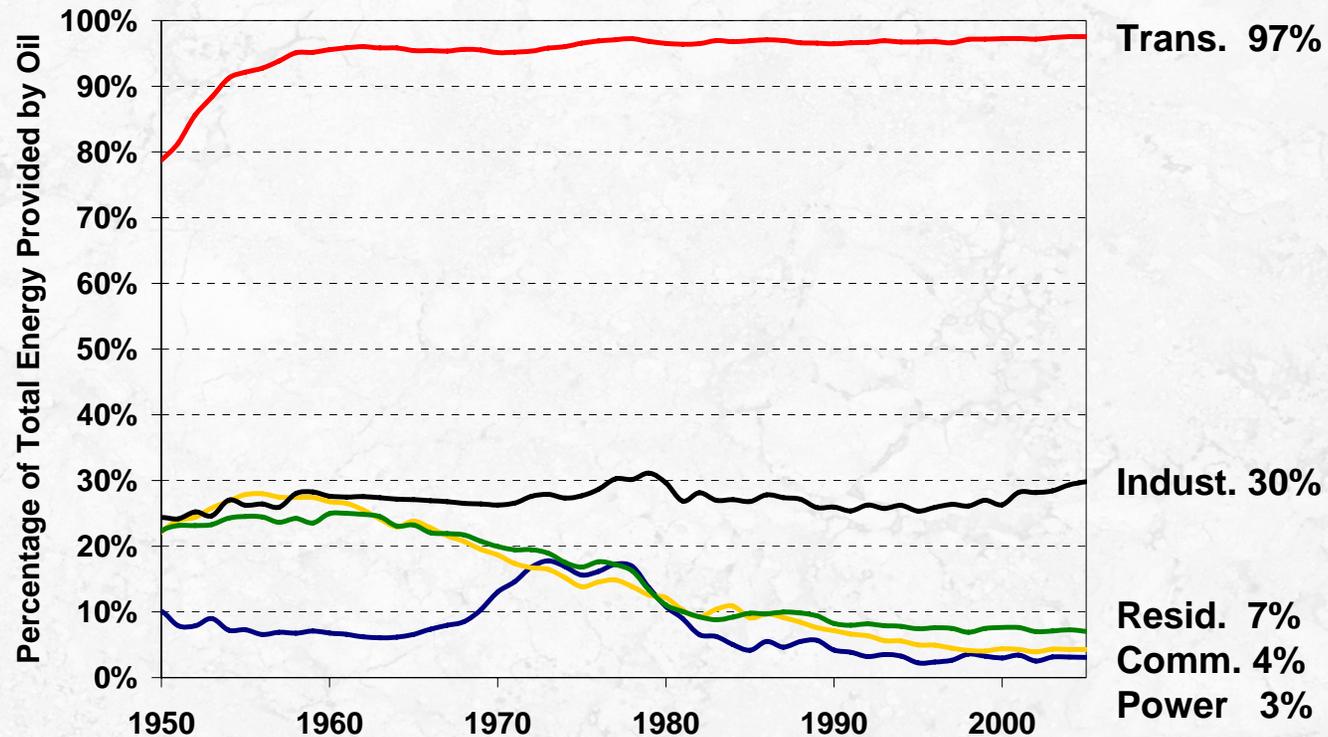
Source: Energy Information Administration, 2005



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# Oil's Share of Energy by Sector

*Oil continues to dominate the transportation sector*



Source: Energy Information Administration, 2005

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# “Twenty In Ten” – A Bold Plan Colorado SFM=“Twenty Five In Five” A Bolder Plan!

## ***Pushing the envelope on all three steps***

- Reduce Projected Gasoline Consumption  
25% in 5 Years (20% Alternatives + 5% Efficiency);
- US-Reduce Oil Consumption by 2 Million Barrels  
Per Day in 2017 (10%)
- Potentially Stop Growth of CO2 From Autos (GHG)



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## What's Next?

- Maximize clean fuel purchasing potential in existing fleet.
- Increase Counts of FFV's (E85 and Biodiesel) by 5% annually.
- Expand Strategic Partnership Network.
- Tire PSI, challenge programs, on-time maintenance, better match of vehicle specifications to vehicle function.



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## Other Petroleum Fuel Reduction Strategies

- Match new and improved CAFÉ standard vehicles to existing applications.
- Expand the telecommute and flex schedule options.
- Improve efficiencies with the use of GPS and navigation systems. (Reduce VMT)
- Expand the use of anti-idling devices (APU's) and methods.
- Expand Car-share and car pooling opportunities.



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## Reduction Strategies

- Encourage mass transit usage
- Improve driving habits and expand use of driver modification tools. (Drive Cam / Smart Drive)
- Expand use of emerging technologies. (PHEV, Hydrogen, etc.)
- Improve and optimize maintenance, oil sample analysis, and refined intervals.
- Utilize video and Tele-conferencing



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## **For This to work, all State Fleet Vehicle Users Must**

### **Commit To:**

- 1) Increasing Utilization of Ethanol, Biodiesel, CNG, & All Other AFV Options
- 2) Using Expanded Fueling Infrastructure to Enable Greater Capacity of Renewable Fuel Usage
- 3) Increasing Utilization of All Hybrid Technologies
- 4) Increasing Utilization of Emerging-Technologies, Plug-in HEV, Hydrogen, Cellulosic Bio-Fuels, APU's etc.
- 5) Consolidate state delivery routes and eliminate duplication
- 6) Implement anti-idling policy.



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## One answer will not work.

- All strategies must be used to achieve the additional 12% reduction needed to accomplish the Colorado State Plan by 2012:
- **Twenty Five in Five.**



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## **Walk Away Knowing**

Recognition as a World Class Fleet That Conveys  
An Excellence in Leadership by:

**1) Acting Locally &**

**2) Thinking Globally**



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