

Sheriff's Office Enterprise Fleet Management Pilot

End of Pilot Summary

January 27, 2026



Background

General Services (GS) vs. Enterprise Fleet Management (EFM)

In February 2021, the Board approved a five-year pilot program designed to reduce Sheriff's Office vehicle costs by transferring 118 support-services vehicles from General Services Vehicle Operations to an Enterprise Fleet Management vehicle contract.

RESULTS OF THIS PILOT PROGRAM:

- Enterprise Fleet Management reduced the Sheriff's Office fleet costs
- The weighted average cost per mile was 8.24 percent lower through Enterprise
- The average 60-month total operating cost for a single vehicle in each class was similarly lower through Enterprise, with an overall average savings of \$7,265 per vehicle



Cost per Mile Comparison

General Services (GS) vs. Enterprise Fleet Management (EFM)

Vehicle Class	GS Cost per Mile	EFM Cost per Mile	Cost per Mile Difference	EFM Cost Saving (%)	Percent of Vehicle Class in Fleet
Cargo van- full-sized	\$0.95	\$0.77	\$0.18	18.95%	5%
Minivan	\$0.90	\$0.72	\$0.18	20.00%	5%
Pickup truck, full-sized 4x2	\$0.81	\$0.76	\$0.05	6.17%	3%
Pickup truck, full-sized 4x4	\$0.84	\$0.83	\$0.01	1.19%	3%
Pickup truck, mid-sized 4x2	\$0.81	\$0.67	\$0.14	17.28%	3%
Sedan, mid-sized	\$0.64	\$0.56	\$0.08	12.50%	40%
SUV, compact	\$0.68	\$0.66	\$0.02	2.94%	3%
SUV, mid-sized 4x2	\$0.70	\$0.69	\$0.01	1.43%	35%
SUV, mid-sized 4x4	\$0.85	\$0.86	(\$0.01)	-1.18%	3%

Weighted average cost per mile was 8.24% lower through Enterprise.



Vehicle Cost Comparison

General Services (GS) vs. Enterprise Fleet Management (EFM)

Vehicle Class	GS Average of Total Cost per Vehicle	EFM Average of Total Cost per Vehicle	Difference between GS and EFM	Percent of Vehicle Class in Fleet
Cargo van- full-sized	\$94,907.26	\$77,206.29	\$17,700.97	5%
Minivan	\$89,608.40	\$71,740.06	\$17,868.34	5%
Pickup truck, full-sized 4x2	\$80,681.44	\$76,035.10	\$4,646.35	3%
Pickup truck, full-sized 4x4	\$83,967.57	\$83,149.28	\$818.29	3%
Pickup truck, mid-sized 4x2	\$80,854.55	\$67,066.71	\$13,787.84	3%
Sedan, mid-sized	\$64,070.27	\$56,002.45	\$8,067.83	40%
SUV, compact	\$67,974.34	\$65,849.44	\$2,124.90	3%
SUV, mid-sized 4x2	\$69,705.66	\$68,562.66	\$1,143.00	35%
SUV, mid-sized 4x4	\$85,185.04	\$85,958.93	(\$773.89)	3%

Enterprise demonstrated an average savings of \$7,265 per vehicle.



Additional Considerations

General Services (GS) vs. Enterprise Fleet Management (EFM)

EFM leverages efficiencies of scale to lower fleet costs

- Reduced capital burden and predictable budgeting
- Access to broad maintenance and service infrastructure
- Scalability, flexibility, and administrative simplification
- Greater access to “Big Data” analytics to improve fleet monitoring, optimize fleet lifecycle resale points for greater resale value, and inform data-driven decisions



Additional Considerations

General Services (GS) vs. Enterprise Fleet Management (EFM)

Staffing for Enterprise Fleet Management

- The employee overseeing the Sheriff's Office vehicle fleet dedicates approximately 30% of their time to GS fleet activities, 40% to EFM fleet activities, and the remaining 30% to other non-fleet responsibilities.
- General Services estimates a 0.7 FTE shift in resources as a result of the pilot, with these resources now re-allocated to other needed areas within the Fleet division. Because the Sheriff's Office did not add a new position to manage the program, the associated salary was not included in the EFM or GS CPM calculations.
- Staff time dedicated to EFM was higher during initial implementation and has decreased significantly now that the program is established.



Results & Recommendations

General Services (GS) vs. Enterprise Fleet Management (EFM)

PILOT SUCCESS!

- Results of this pilot program demonstrate that leasing support-services vehicles through Enterprise Fleet Management has met or exceeded established performance metrics and resulted in greater overall per-vehicle savings.

RECOMMENDATIONS:

- Formally conclude this Enterprise Fleet Management pilot program
- Authorize continued leasing of Sheriff's Office support-services vehicles through Enterprise Fleet Management as part of normal fleet operations