

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