

The City of Gardena expected to benefit from a professional vehicle management program.

Client's Situational Analysis

- Fleet of 42 Non-Patrol, Undercover, Detective, and Administrative vehicles
- Budgetary constraints has severely declined the Department's vehicle fleet
- Capital rolling stock funding was decreased significantly, which prevented the Department from replacing aging vehicles
- The Department has been unable to plan for future replacement vehicles, causing a significant amount of money to be spent on maintenance costs
- Almost half of the Administrative fleet have more than 75,000 miles of wear and tear, and are at least 6 to 10 years old

Key Strategic Client Objectives

- Utilize smart cash flow management to replace more vehicles with less capital
- Move current 10-year vehicle replacement plan to a matched funding period of 5 years
- Increase employee productivity and improve image
- Lower maintenance expenses and increase fuel economy

Plan Delivered To Achieve Desired Strategy

- Replace traditional cash purchase method with Municipal Lease Program
- Replace undercover vehicles in a 3-year rotation to ensure confidentiality of investigators
- Administrative vehicles will be replaced every 4–5 years
- Fixed and budgeted Maintenance Programs should eliminate unexpected maintenance costs
- Accident and Risk Management Program will minimize losses to the City and facilitate faster turnaround repair time
- Using Enterprise's large network, the City vehicles will be sold more quickly and at the best possible price



Client Background

Location:	Gardena, CA
Industry:	Municipality
Founded:	1930
Fleet Size:	42 vehicles

Key Results

- **The first year of the lease for each vehicle would be partially or entirely covered by the trade-in value of the existing vehicle, which would create an initial low or no cost to the City**
- **Leasing allows the City to have fixed budget costs for the entire lifecycle of the vehicle and for accurate budgeting for future leased vehicles**
- **A newer fleet improves the condition and reliability of the vehicles, as well as safety concerns**
- **Along with using Enterprise to purchase and sell vehicles at the best price, Enterprise will also handle the vehicle registration, which is additional savings to City staff time**
- **Sold of select vehicles and proceeds were available to lower monthly payment**



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Client Testimonial



The City of Gardena has a partnership with Enterprise Fleet Management to develop a system where the Police Department will replace the current fleet of non-patrol vehicles with new vehicles through a lease program. The Department currently manages a fleet of approximately 42 non-patrol vehicles. The fleet has severely declined over the last several years due to budgetary constraints. As such, the Police Department's capital rolling stock funding was decreased significantly, which prevented the Department from replacing the aging vehicles in our fleet. This has resulted in the Department having to leverage funding to obtain as many vehicles as possible in a single fiscal year. The Department has a critical need to maintain a dependable fleet of operational vehicles. Utilizing the current system, the Department has been unable to plan for future replacements vehicles, causing a significant amount of money to be spent on maintenance costs for aging vehicles. Out of the fleet of administrative vehicles, almost half of them currently have more than 75,000 miles of wear and tear and are at least six years old; some are more than 10 years old.

This agreement will take our current fleet management program, which uses a significant amount of staff time to research the best possible pricing, with less effective results, to become a more fiscally effective program. The City spends a great deal of staff resources to dispose of vehicles when they have reached the end of their usefulness. With Enterprise Fleet Management's large network, the City vehicles will be sold more quickly and at the best possible price. Along with using Enterprise to purchase and sell our vehicles at the best price, Enterprise will also register the vehicles with the DMV, saving additional City staff time.

Enterprise also provides a Full Maintenance and Accident and Risk Management Program for all vehicles leased to the City. The Full Maintenance Program includes a fixed monthly cost guaranteed for the term of the lease. This covers all preventative and unscheduled mechanical repairs such as oil changes, engine and transmission issues, etc. By having a fixed cost, the City will no longer be responsible for the unexpected maintenance costs associated with the lease vehicles. The Accident and Risk Management Program is designed to minimize losses to the City and facilitate getting our vehicles back on the road more rapidly. The cost of the Accident and Risk Management Program is also included in the monthly lease cost and is fixed for the term of the lease. The City will get one bill for the lease, maintenance, and physical damage of the vehicles. This program has proven to be beneficial to the City and is determined to be the most efficient method for maintaining and replacing vehicles.

Edward Medrano
Chief of Police
City of Gardena

Additional Enterprise Fleet Management Benefits

A dedication to customer service unsurpassed in the vehicle management industry.

Local locations nationwide – hometown people, hometown service.

You will be able to leverage our scale – with more than 1M vehicles owned and managed by all the divisions of Enterprise.

You get the best value for your used vehicles – due to 800 Enterprise remarketing experts selling more than 650,000 vehicles per year.

Specialized in managing small to mid-sized fleets of vehicles.

Full suite of products and services – including a budgeted maintenance program and risk management.

Integrated transportation solutions provided via our short-term rental, truck and fleet management groups.

We help you save money and improve cash flow when you tap into our line of credit for your fleet vehicle needs.



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