

Fleet Optimization – Focus on Usage Management



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JULY 2018

TOPICS COVERED

- **WHY FLEETS SHOULD CARE**
- **CALTRANS NEED FOR CHANGE**
- **OPTIMIZATION GOALS**
- **KEYS TO SUCCESS**
- **MORE THAN USAGE**
- **RESULTS**





WHY FLEETS SHOULD CARE

- **ON AVERAGE CARS CAN BE PARKED 95% OF THE TIME**
- **UNDERUTILIZED VEHICLES ADD UNNECESSARY COSTS**
- **WELL UTILIZED FLEET CAN CREATE A PREDICTABLE REPLACEMENT CYCLE**

IN THE CASE OF CALTRANS



**CONTINUED UNDERUTILIZATION CREATED RISK
TO LOOSE VEHICLES/EQUIPMENT AND
ASSOCIATED RESOURCES**

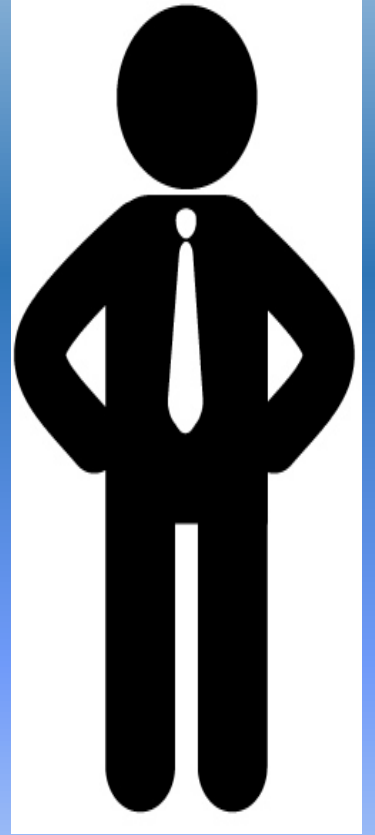
TAHOE WAKE UP CALL



- **IN 2015 SOME NEW TAHOES WERE ABOUT 'MILE OUT' OF WARRANTY, OTHERS HAD VERY LOW MILES**
- **SWAP HIGH MILE TAHOES WITH LOW MILE TAHOE- SIMPLE RIGHT?**
- **LESSONS LEARNED**
 - ✓ **2WD VS. 4WD**
 - ✓ **NO FORMAL AUTHORITY TO MOVE VEHICLES**

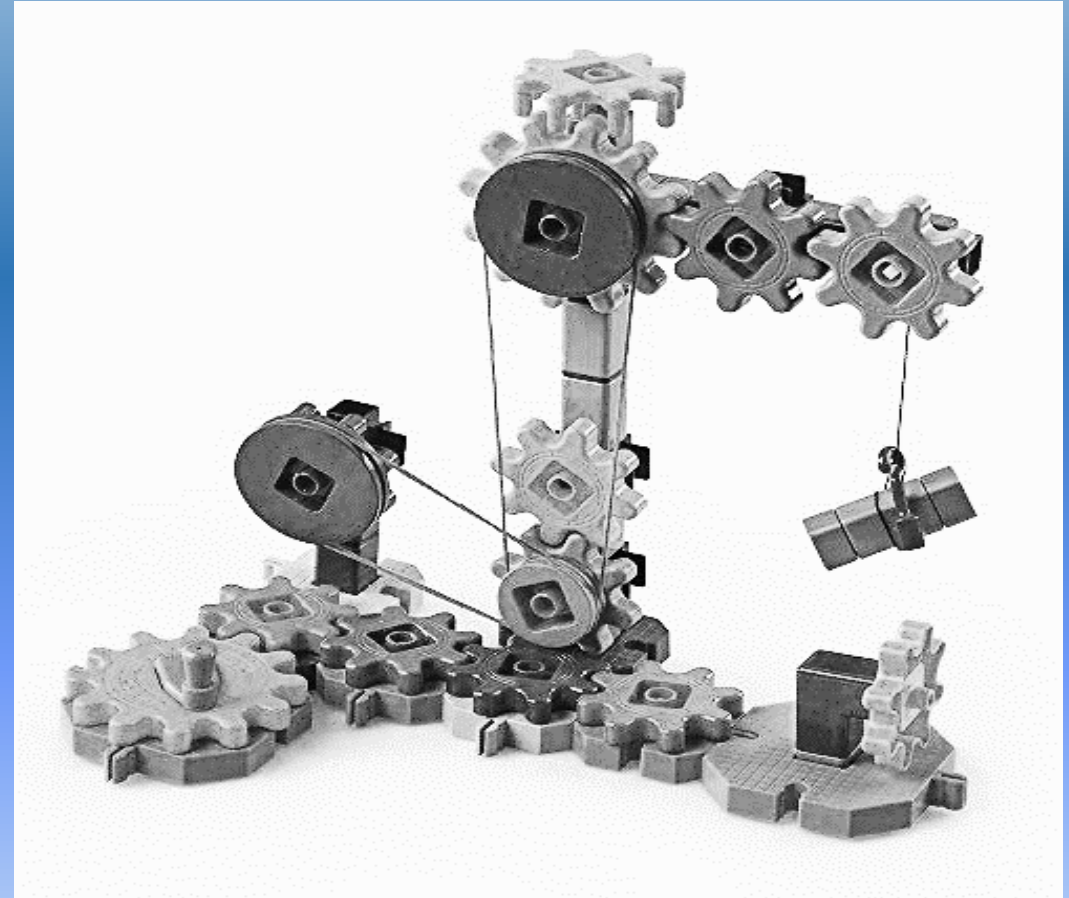
CHALLENGE & SOLUTION

- **DIFFICULT TO MOVE VEHICLES ACROSS ORGANIZATIONAL BOUNDRIES, A SENSE OF OWNERSHIP**
- **IN 2015 FORMAL DELEGATED AUTHORITY GIVEN TO REASSIGN EQUIPMENT FOR OPTIMIZING USAGE TO THE CHIEF OF THE DIVISION OF EQUIPMENT**



MORE THAN USAGE- OPTIMIZATION GOALS

- REMOVE HIGH REPAIR COSTS VEHICLES
- DETERMINE RENT VERSUS OWN CRITERIA
- STANDARDIZE (EQUIPMENT AND OPTIONS)



KEYS TO SUCCESS

TOOLS

- Telematics
- Monthly Usage Reports
- Quarterly Performance Measures

RESOURCES

- HQ Optimization Manager
- District Fleet Optimization Managers (FOMs)
- COMMUNICATION / PARTNERSHIP



TELEMATICS

ACCURATE

AUTOMATIC

DIFFICULT TO DISPUTE



33.8121° N, 117.9190° W



COMPREHENSIVE REPORTS

- DOWNTIME
- DAYS USED
- MILES DRIVEN
- REPAIR COSTS
- AGE
- REASSIGNMENTS
- 12 MONTHS OF USE DATA
- 'UTILIZATION' NUMBER e.g. 5555



USE OF USAGE REPORTS

COMPLIANCE MEASUREMENT

SPOTTING NEED

PATTERNS OVER TIME

REASSIGNMENT

POSSIBILITIES/ DOCUMENTATION



PERFORMANCE MEASURE QUARTERLY REPORTING

1/4 OF ANNUAL RETENTION CRITERIA

- 31 DAYS OR 1,500 MILES IN A QUARTER

GOAL- 90% OF LD MEET CRITERIA

**CURRENTLY 83% MEET CRITERIA (WINTER
DECREASE)**

2019 INCREASE GOAL TO 95%



ZERO EMISSION VEHICLES SPECIAL CIRCUMSTANCES

RANGE-

- **AFFECTS MILES DRIVEN**
- **ASSIGNMENT SUITABILITY**

FUELING INFRASTRUCTURE-

- **AFFECTS USAGE (MILES AND DAYS)**
- **ASSIGNMENT LOCATION**

TELEMATICS- CAN BE INACCURATE



OPTIMIZATION- A FULL TIME JOB

DISTRICTS

Every district has a
Fleet Optimization
Manager



STATEWIDE/HQ

Statewide/HQ Fleet
Optimization Manager
(Ron the Repo Don)



COMMUNICATION / PARTNERSHIP



DON'T FORGET...



IT'S MORE JUST USAGE

PICK THE RIGHT EQUIPMENT

CAN ONE VEHICLE DO THE WORK OF TWO OR MORE? EXAMPLES: ROLL OFF BODIES, TOOL CARRIERS

CAN TRUCKS/OPTIONS BE STANDARDIZED SO THEY CAN BE TRANSFERRED?

IS THE EQUIPMENT OBSOLETE?

RENTING THE RIGHT EQUIPMENT

Empirical Knowledge

Rent vs. Own Tool

Cost Effective Rental Contracts

We have room for improvement...



UPTIME / AVAILABILITY

MINIMIZE DOWNTIME

BEST VALUE PURCHASING

RELIEF UNITS (SHOP MANAGED)

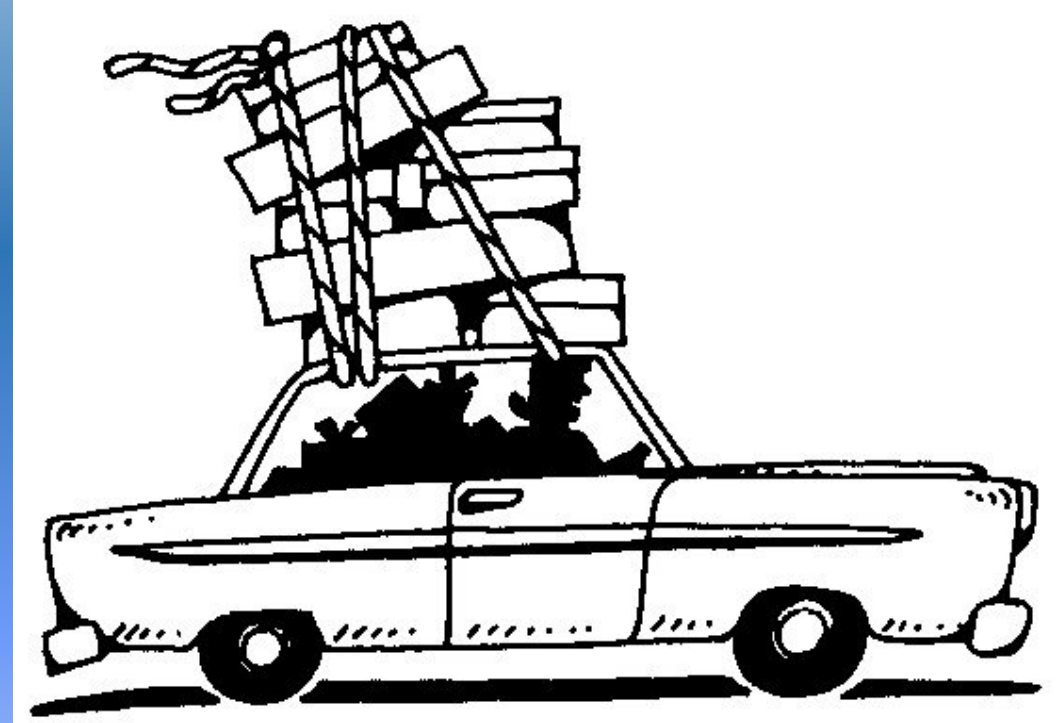
WHAT HAPPENED???



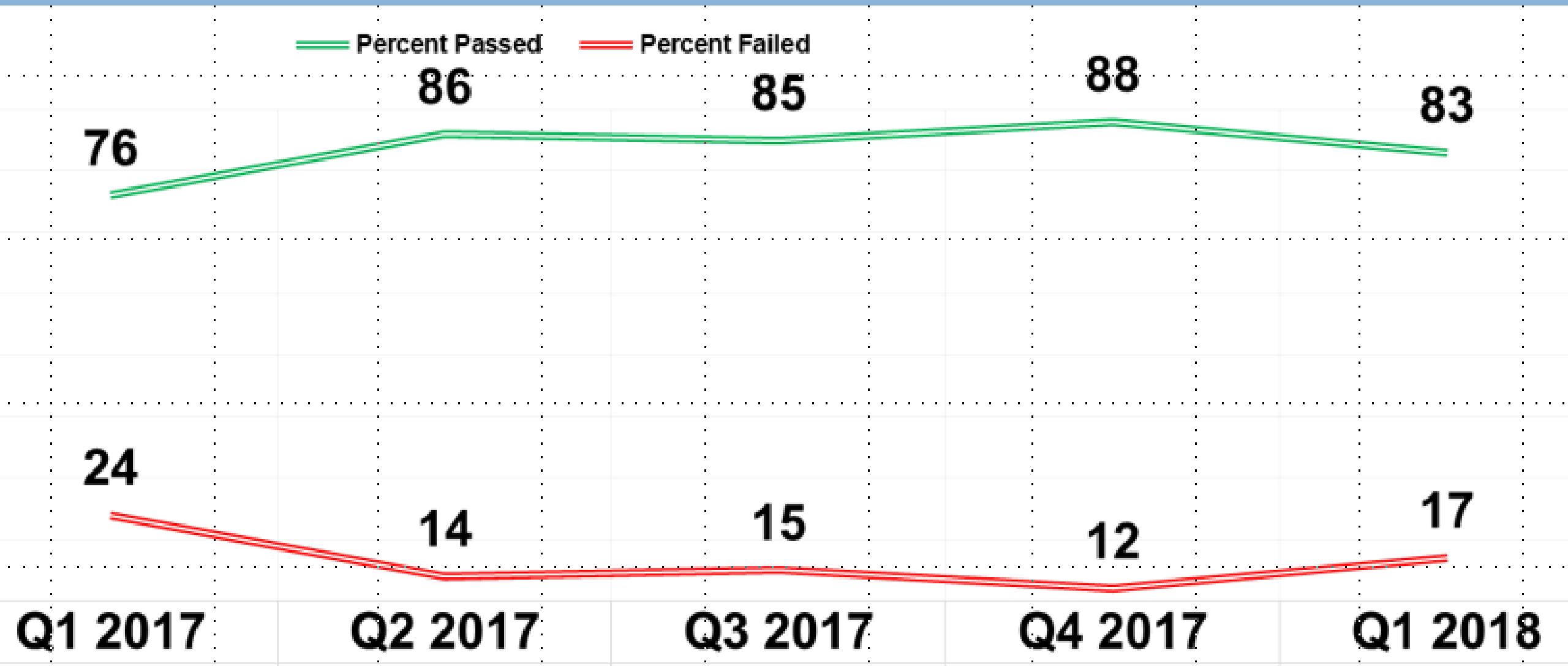
DRUM ROLL PLEASE...

REASSIGNMENT RESULTS

- **621 REASSIGNED OR REMOVED**
- **MANY MORE REASSIGNED TO POOLS**



PERFORMANCE MEASURE RESULTS



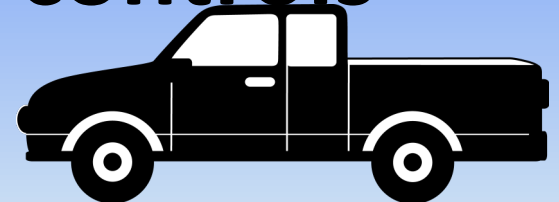
STANDARDIZATION RESULTS

REDUCED ASSET TYPES FROM 603 TO 310

- 28 types of plow trucks to 4 (or 5)
- 8 types of SUVs to 4
- only 4 types of passenger cars

CHANGES

- extended cab pickups, no more standard cabs
- mini pickups and $\frac{3}{4}$ tons, no more half tons
- all dump trucks have spreader and plow controls
- all front plows are the same

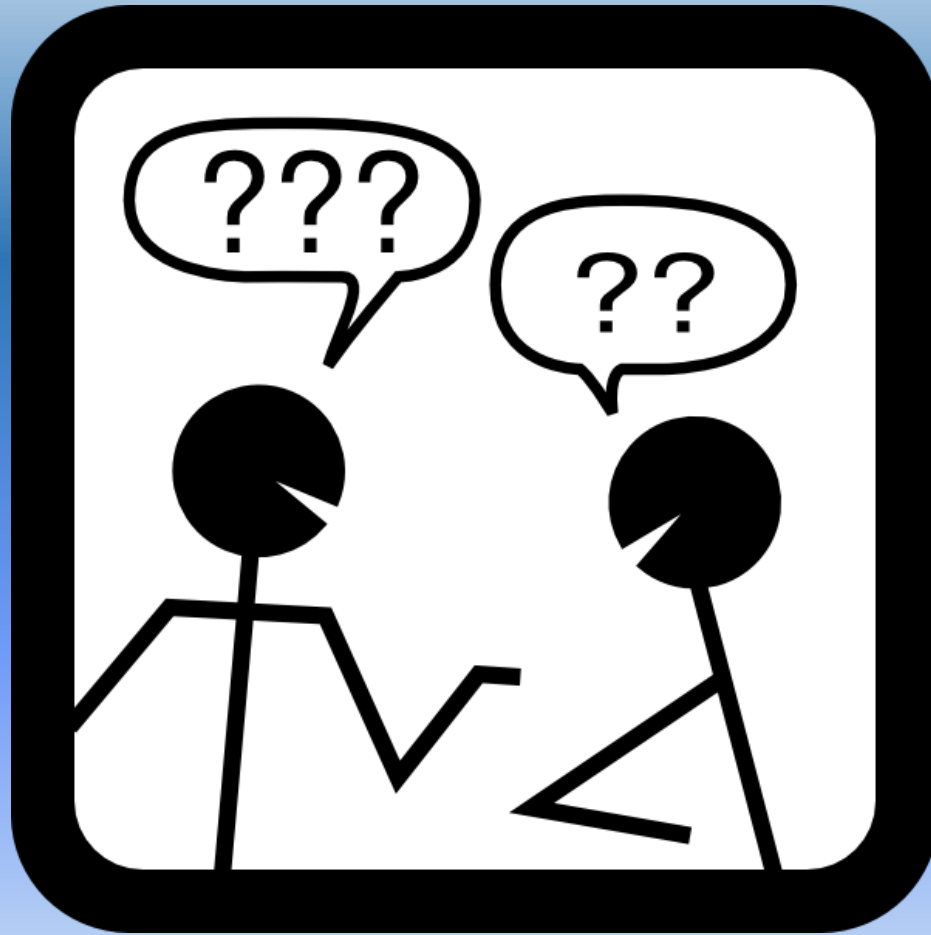


RESULTS SUMMARY

- IMPROVED UTILIZATION.
- SAVED RESOURCES
- CHANGED FLEET COMPOSITION
- LEADER IN THE STATE
- REPLACEMENT PURCHASES APPROVED
- POTENTIALLY/PROPOSED LESS EXTERNAL OVERSIGHT



QUESTIONS OR COMMENTS?



Thank You !

