

Sourcewell 



Product Feature: Building Your Fleet Dream Team

November 15, 2022



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 **SUSTAINABLE
FLEET
TECHNOLOGY**
WEBINAR SERIES 2022

Sessions through December 06, 2022

<https://www.sustainablefleetexpo.com/>



Upcoming Webinar Sessions

- **11/29 Product Feature Webinar: Off-Grid Dual Fuel EV Propane Fueling with PERC and Propane Fueling Solutions**
- **12/01 SFT Webinar: The Rise of Hydrogen Fuel Cells in Transportation**
- **12/06 Product Feature Webinar: Integrating and Managing Your Fleet Charging Network with Gilbarco Veeder-Root**



Format

- Q&A at the end
- Submit questions and comments to “Panelists”
- Scheduled for 2:00p-3:00p
- Handout
- Recording





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Introducing Our Speakers:



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Scott Rust
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An aerial photograph of Minneapolis, Minnesota, showing a multi-level highway interchange in the foreground with several cars. In the middle ground, the large, ornate Minnesota State Capitol building with its prominent dome is visible. The background features a dense city skyline with various skyscrapers under a bright blue sky with scattered white clouds. A large orange graphic shape is overlaid on the left side of the image.

Build your fleet dream team

November 2022

Agenda

- Procurement team's priorities
- Culture of communication
- Making fleet priorities organization priorities
- Cooperative Purchasing Overview



How would you rate your relationship with your procurement team, on a scale of 1-10?

Procurement team's priorities

- Compliance
- Fiscal responsibility
- Deadlines



Culture of communication

- Share fleet resources
 - Webinars
 - Journals
 - Organizations
- Use data to explain your needs



Communication tools

- Fleet management software
- Cooperative purchasing
- Fleet management consulting services



Fleet management consulting services

- Examine strengths and weaknesses
- Provide KPI recommendations
- Perform a cost analysis of equipment



Have you hired fleet management consulting services? How did the services help your team?

Fleet priorities

- Standardization
- Vehicle life cycle
- Supply chain & service availability
- Fleet electrification



Busting myths surrounding EVs

- There's no way my city/county/communication will buy-in to purchasing EVs.
- EVs cost too much.
- Charging a vehicle is going to be time prohibitive and expensive.
- Our maintenance teams will have to learn all new skills.

What other fleet priorities are challenging to explain to your procurement team?

Case study

“Prior to having a relationship with procurement, it took six to eight months to complete purchases. We spent time increasing our communication and clarifying our needs to improve the relationship between our teams. Over time, trust has increased, and we have a much better understanding of one other.”

Lloyd Brierley

Former General Manager of Fleet Services, City of Toronto, Ontario

Current City Manager, City of Lethbridge, Alberta

Cooperative Purchasing

What's in it for you?

Procuring what you need

You have two decisions

- What are you going to buy?
- How are you going to buy it?

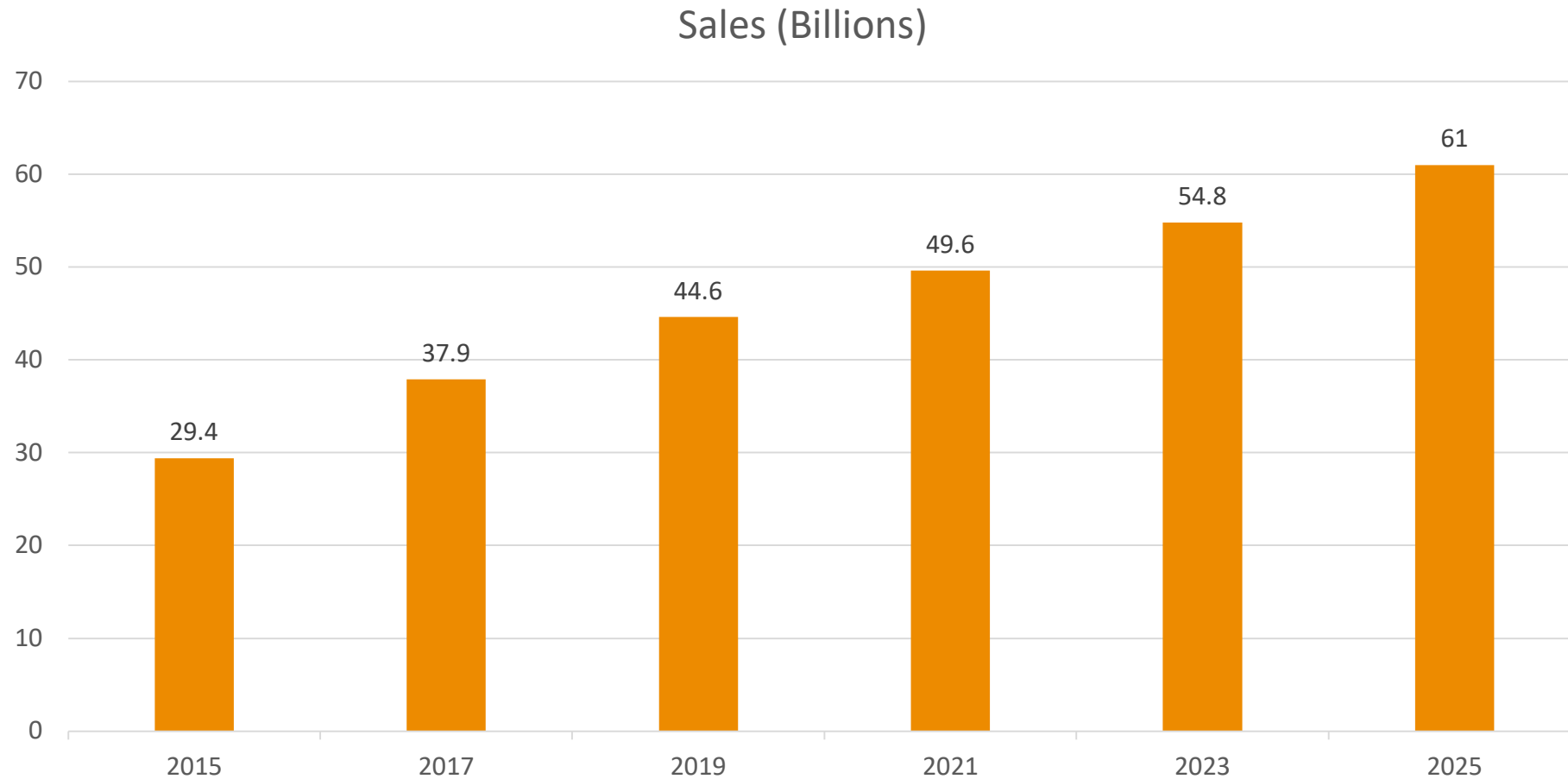


Cooperative purchasing benefits

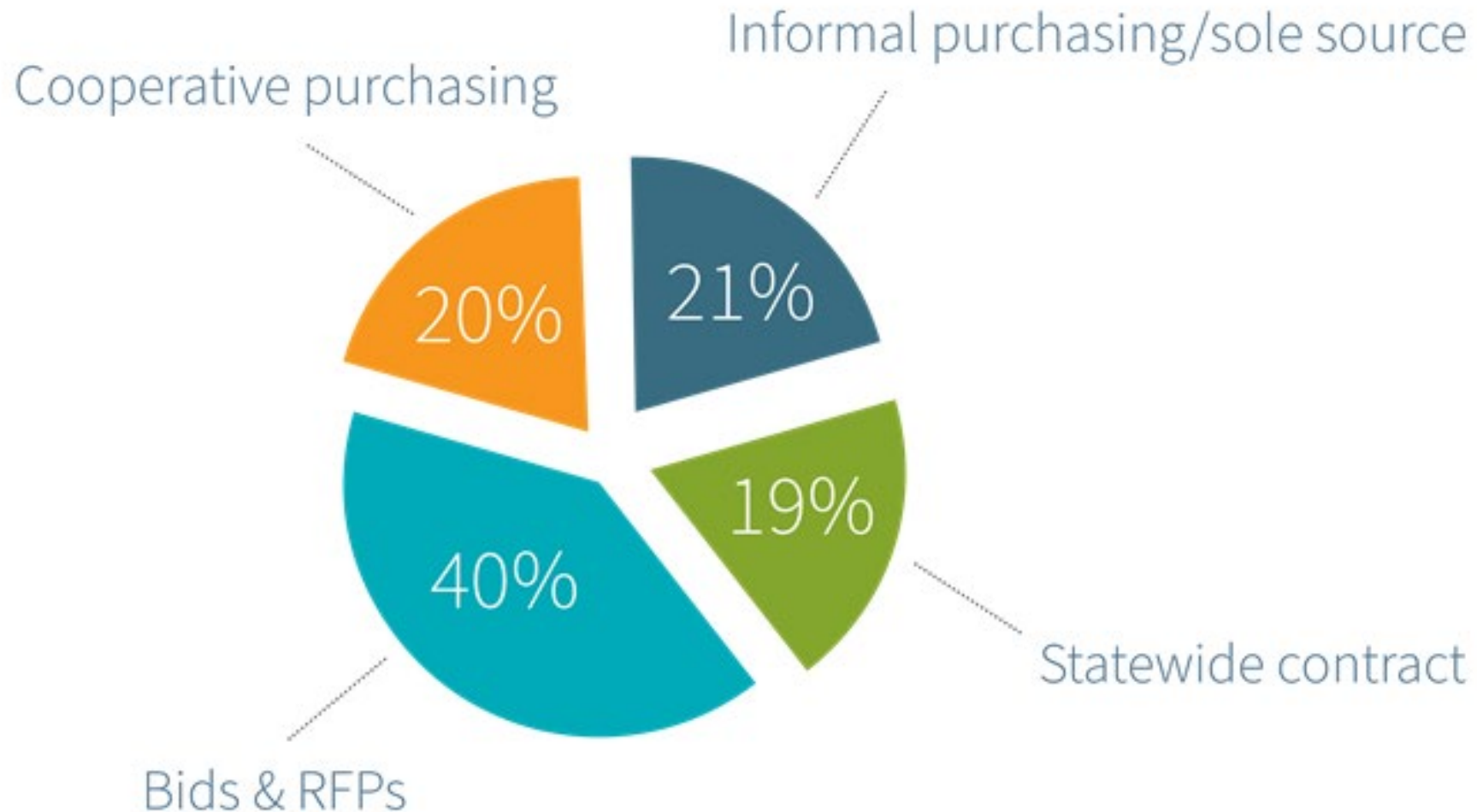
- Provides competitively solicited and awarded contracts
- Creates efficiencies and savings
- Get what you need, when you need it
- Enables you to work with local supplier



National cooperative sales trend & forecast



Average share of procurement spend



Source: GovWin & Onvia 2018 procurement survey

Cutting procurement in half

Purchasing process

- Identify need
- Discuss with procurement
- Develop scope
- Advertise
- Proposal opening
- Evaluation
- Award contract
- Protest period
- Issue a P.O.
- Receive goods/services

Purchasing process with Sourcwell

- Identify need
- Discuss with procurement
- Use a Sourcwell contract
- Issue a P.O.
- Receive goods/services

Available fleet solutions

- Automotive parts & tires
- Electric vehicles & equipment
- Fleet management software
- Forklifts
- Public utility equipment
- Trailers & vehicle lifts
- Vehicles & chassis



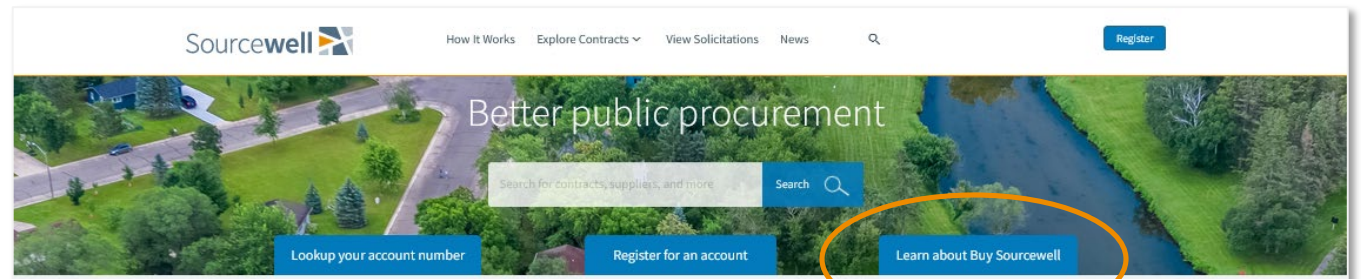
Advantages of Sourcewell

Satisfying the competitive solicitation requirements,
NOT skipping them!

- Government
- Quick email/phone responses
- Assigned point of contact
- Accessible website

Try a new online experience

- Fewer clicks
- Better search
- Online purchasing



Next steps



Decide what
you need



Choose suppliers
and request quotes



Work directly
with local
supplier dealer
or representative



Make purchase



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Thank you!