

# The Recipe for Success

- The five building blocks of our analyses and deliverables:

**Asset Info**  
Location, Unit no., Make, Model, Year, Attachments, etc.

This is the core data.

**Finance Info**  
Acquisition. Cost, Date Acquired, Leased / Owned / Rented, Terms, etc.

These are the acquisition details for each piece of equipment listed above.

**Usage Info**  
Hours/Miles used for each unit, type of application, etc.

This is the equipment usage details.

**Cost Info**  
Maintenance Cost, Service Contracts, etc.

This is the amount spent to maintain and repair each piece of equipment.

**Damage Info**  
Cost of damage to Equipment, Facility, Inventory, People, etc.

This is the amount spent to repair damage to equipment, facility, inventory & employees.



## The Recipes:

<u>Analysis / Deliverable</u>	<u>Required Data Elements</u>					<u>Data Source</u>
<b>Fleet Distribution</b> Validated Master Equipment List & Fleet Distribution Summaries <b>Benefit:</b> Identify rental units and validate list	Asset Info					Accounting System, Site Survey, Rental Agreements
<b>Fleet Utilization</b> Fleet Utilization Summaries. Which ones are being under-utilized, BUT NOT Jettisoned. <b>Benefit:</b> Determine appropriate fleet size	Asset Info	Usage Info				Acct Sys, CMMS System, Site Survey, OSHA Reports
<b>Finance Effectiveness</b> Lease vs. Buy Analysis & Lease Audit. <b>Benefit:</b> Recommend possible finance savings	Asset Info	Finance Info	Usage Info			Acct Sys, Financing Documents, CMMS System, Site Survey, OSHA Reports
<b>Cost Savings</b> Service Agreement Analysis, Unit Maintenance Cost Analysis, Warranty Recovery. <b>Benefit:</b> Locate potential cost savings	Asset Info	Usage Info	Cost Info			Acct Sys, Bill Audit, CMMS System, Warranty Review, Site Survey
<b>Damage Reduction</b> Damage Cost Analysis, Driver Incentive Programs. <b>Benefit:</b> Identify accident reduction & savings	Asset Info	Cost Info	Damage Info			Acct Sys, CMMS System, OSHA Reports, Site Survey
<b>Economic Break-even</b> Jettison Scoring®, Fleet Resizing, Financing and Purchasing Policy Development, Kilometer® Reporting. <b>Benefit:</b> Find all possible savings & report	Asset Info	Finance Info	Usage Info	Cost Info	Damage Info	All of the above

**When we have all data available, we can find from \$1,500 to \$5,000 per unit per year in savings...**

## Data Elements Needed:

● Required element

### Asset Information:

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|--|--|
| 1. <b>Unit Number</b> - or asset control number                            | 10. <b>Model</b> - Unit model  |
| ● 2. <b>Make</b> - Unit make   | 11. <b>Type</b> - Unit type code (LT, PP, RCLMP, etc. we provide)    |
| 3. <b>Model Year</b> - Unit model year                                     | ● 12. <b>Date in Service</b> - Date unit was placed in service       |
| ● 4. <b>Location</b> - Location of equipment                               | 13. <b>Acquisition Cost</b> - Amount financed or paid                |
| 5. <b>Acquisition Yr</b> - Year of acquisition (calculated)                | ● 14. <b>Current Meter Reading</b> - Hours/miles as of analysis date |
| 6. <b>Acq. Meter Reading</b> - Hours/miles on meter/odometer when acquired | ● 15. <b>New / Used</b> - Acquired new or used (N or U)              |
| 7. <b>Replacement Cost</b> - Replacement cost                              | ● 16. <b>Depreciation Schedules</b> - Policies and guidelines        |
| ● 8. <b>Owned / Leased / Rented</b> - O, L or R                            | ● 17. <b>Rental Agreements</b> - Or rental invoice copies            |
| ● 9. <b>Unit Description</b> - Brief description (including attachments)   |  |

### Finance Information:

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|---|---|
| ● 1. <b>Purchase Documents</b> - Purchase order, sales receipts, etc. | ● 5. <b>Internal Rate of Return</b> - "Hurdle Rate"       |
| ● 2. <b>Lease Inception</b> - Current lease inception date            | ● 6. <b>Lease Term</b> - Length of lease in months        |
| ● 3. <b>Lease Rate</b> - Lease rate                                   | 7. <b>Lease Type</b> - Type of lease (Operating, Capital) |
| 4. <b>Lease Age</b> - Months since lease inception (calculated)       | ● 8. <b>Lease document copies</b>                         |

### Usage Information:

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|---|---|
| ● 1. <b>Hours / Miles used per month</b> - By unit            | 4. <b>Hours / Miles used per Year</b> - By unit                                 |
| 2. <b>LTD Hours / Miles</b> - Life-to-date hours / miles used | 5. <b>Environment</b> - <b>X</b> - extreme, <b>M</b> - medium, <b>L</b> - light |
| 3. <b>Life Expectancy</b> - In hours / miles                  |   |

### Cost Information:

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|--|---|
| 1. <b>Date of Service</b> - Date repair or maintenance service was performed         | 6. <b>Meter / Odometer Reading</b> - Reading at time of service                               |
| 2. <b>Description</b> - Description of work performed                                | 7. <b>Repair Code</b> - <b>R</b> epair, <b>M</b> aintenance, <b>D</b> amage, <b>W</b> arranty |
| 3. <b>Last Service</b> - Meter / odometer reading at previous service                | 8. <b>Site</b> - <b>ON</b> -site repair, <b>OFF</b> -site repair                              |
| 4. <b>Parts Cost</b> - Total Parts cost of repaired / replaced component             | 9. <b>Labor Cost</b> - Total Labor cost of repair or service performed                        |
| ● 5. <b>Total Cost</b> - Parts Cost plus Labor Cost plus Freight (may be calculated) | 10. <b>Mechanic</b> - Person performing the service / repair work                             |

### Damage Info:

- |  |   |
|--|---|
| 1. <b>Date of Damage</b> - Date of accident                    | 5. <b>Time / Shift</b> - Time when accident occurred  |
| 2. <b>Driver</b> - Name or number of driver involved           | 6. <b>Accident Description</b> - Accident circumstances   |
| 3. <b>Damage Description</b> - Description of equipment damage | 7. <b>Entities Involved</b> - <b>U</b> - unit, <b>P</b> - people, <b>I</b> - inventory, <b>F</b> - facility |
| 4. <b>Cost Estimate</b> - Approximate cost of all damage       | 8. <b>Unit no.</b> - Number of the piece of equipment involved  |

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