

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

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

### Finance Information:

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

### Usage Information:

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

### Cost Information:

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

### Damage Info:

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

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