

FLEETWHIZ™

DECISIONMAKING TOOLS

**Apply Over 25 Decisions
to Reduce Capital
and Operating Budgets
by 25% in 12 Months!**

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Management Textbook MDC 7

25% CUT – TO THE READER

SUGGESTIONS ON HOW TO USE THIS TEXTBOOK AS AN IMMEDIATE TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Introduction: The objective of this textbook is to provide fleet–shop–parts–fuel managers enough cost-reduction decisionmaking options to achieve 25% cuts in capital and operating budgets within 12-month periods. The noncore business disinvestment predictors checklist assists managers identify senior management's long-term strategy for the fleet–shop–parts–fuel functions. The senior management audit compares current fleet–shop–parts–fuel functions' financial and operational performances to world-class. Over twenty-five (25) independent and dependent cost-reduction decisionmaking options are provided. For most private-, public- and utility-sector organizations, the fleet–shop–parts–fuel functions are noncore business with perhaps the largest capital and operating budgets. Therefore, these functions are perpetually scrutinized by senior management and accountants for cost-reduction opportunities. Managers should be prepared to make the 25% cut! Today, this is a realistic scenario in which many managers are facing or will face in their careers. The cost-reduction decisions discussed in this textbook are world-class and reflect those decisions applied by profit-driven fleet–shop–parts–fuel suppliers and Fortune 500 companies to achieve low-cost with high-quality status in core business products and services. Compare the organization's current cost cutting management practices to the world-class practices discussed in this textbook. Implement required changes and earn \$100,000 annually with 90% decisionmaking control and achieve Vice President and Director status.

Remarks:

1. The following illustration lists the nine (9) subsections included in this textbook.

Illustration – Introduction to Applying World-Class Cost Reduction Management Models

1. Apply the 17 Disinvestment Predictors Checklist to Predict Your Future!
2. Apply the 28-Point Senior Management-Level Self-Audit of Business–Vehicle–Fleet–Shop–Parts–Fuel–Employee–Supplier Functions' Financial and Operational Practices and Performances.
3. Introduction to Over 25 Independent and Dependent Cost-Reduction Decisions Which Can Be Applied to Reduce Costs by 25% in 12 Months.
4. Step 1 – Attack the Independent Cost Drivers.

Apply 11 High-Impact Cost-Reduction Decisions Which Reduce Capital and Operating Budgets.

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Remarks: Illustration continued from the previous page.

Illustration – Introduction to Applying World-Class
Cost Reduction Management Models (cont'd)

5. Step 2 – Attack the Dependent Cost Drivers.

Apply 7 Medium-Impact Cost-Reduction Decisions With Short-Term Impact on Fleet–Shop–Parts–Fuel Functions' Capital and Operating Budgets.

6. Step 3 – Attack the Dependent Cost Drivers.

Apply 8 Medium-Impact Cost-Reduction Decisions With Mid-Term Impact on Fleet–Shop–Parts–Fuel Functions' Capital and Operating Budgets.

7. Step 4 – Attack the Dependent Cost Drivers.

Apply 3 High-Impact Cost-Reduction Decisions With Long-Term Impact on Fleet–Shop–Parts–Fuel Functions' Capital and Operating Budgets.

8. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
 9. Master's Degree Certifications Open-Book Test Questions
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TEXTBOOK 7
APPLY OVER 25 DECISIONS TO REDUCE CAPITAL
AND OPERATING BUDGETS BY 25% IN 12 MONTHS!
TABLE OF CONTENTS

To the Reader 1

Subsection 1 – Apply 17 Disinvestment Predictors To Predict Your Future! 6

Introduction to 17 Disinvestment Predictors in the Fleet–Shop–Parts–Fuel Functions 7

**Subsection 2 – Apply The 28-Point Senior Management-Level Self-Audit
Of Business–Vehicle–Fleet–Shop–Parts–Fuel–Employee–Supplier Functions'
Financial And Operational Practices And Performances 14**

Introduction to the 28-Point Senior Management Level
Self-Audit of Business–Vehicle–Fleet–Shop–Parts–Fuel–Employee–Supplier
Functions' Financial and Operational Practices Currently Applied 15

**Subsection 3 – Introduction To
Over 25 Independent And Dependent Cost-Reduction Decisions
Which Can Be Applied To Reduce Costs By 25% In 12 Months. 20**

Introduction to Over 25 High-Impact Independent Cost-Reduction Decisions
and Medium-Impact Dependent Cost-Reduction Decisions 21

Introduction to Asset and Labor Management Interdependency Rules of Reality. 24

Introduction to Over 25 Independent and Dependent Cost-Reduction Decisions
Which Can Be Applied to Reduce by 25% in 12 Months
Capital and Operating Budgets in Fleet–Shop–Parts–Fuel Functions 26

TEXTBOOK 7
APPLY OVER 25 DECISIONS TO REDUCE CAPITAL
AND OPERATING BUDGETS BY 25% IN 12 MONTHS!
TABLE OF CONTENTS (CONT'D)

Subsection 4 – Step 1 – Attack The Independent Cost Drivers.

Apply 11 High-Impact Cost-Reduction Decisions
Which Reduce Capital And Operating Budgets..... 31

Introduction to Step 1

Apply 11 Independent Cost-Reduction Decisions Which
 Have High-Impact on Increasing–Decreasing Capital and Operating Budgets
 in Fleet–Shop–Parts–Fuel Functions 32

Managers Must Make Hard Decisions To Achieve 25% Cost Reductions.

1. Make Optimum Invest–Disinvest Decisions
 Based on Core, Near-Core and Noncore Functions 35
2. Implement Positive Change in Practices by Creating
 Slight-Scarcities in Assets–Inventories–Labor 38
3. Apply World-Class Mobile Asset and Labor Management Practices
 to Internal Customers and Endusers of Fleet–Shop–Parts–Fuel
 Products and Services 41
4. Implement a Nuclear Explosion Fleet Reduction Program.
 Eliminate 70% of Excess Capacity in 90 Days 43
5. Apply Over 50 Asset Funding Options to Eliminate Future
 Gaining Back of Excess Capacities of Vehicles and Equipment..... 44
5. Match Optimum Fleet Asset Funding Options
 to Fleet Asset Utilization Rate Forecasts 47
6. Closedown "Marginal" Fleet Asset and Shop Support Geographic Locations..... 49
7. Eliminate Internal Customers' and Endusers' Abuses Which Are Prerequisite
 to Achieving World-Class Employee Financial and Operational Performances ... 52

TEXTBOOK 7

**APPLY OVER 25 DECISIONS TO REDUCE CAPITAL
AND OPERATING BUDGETS BY 25% IN 12 MONTHS!
TABLE OF CONTENTS (CONT'D)**

**Subsection 4 – Step 1 – Attack The Independent Cost Drivers.
Apply 11 High-Impact Cost-Reduction Decisions
Which Reduce Capital And Operating Budget (cont'd)**

Managers Must Make Hard Decisions To Achieve 25% Cost Reductions.

8. Get in Compliance With All Government Laws, Rules and Regulations. Avoid Lawsuits.	56
9. Structure-In World-Class Fleet Utilization Rates by Implementing a Chargeback System Which Rewards High Utilization and Punishes Low Utilization	58
10. Apply New Technologies to Measure Daily Mobile Internal Customers' and Endusers' Financial and Operational Performances.....	60
11. Create the "Perpetual Cost-Reduction Shadow Manager"	64

TEXTBOOK 7

APPLY OVER 25 DECISIONS TO REDUCE CAPITAL AND OPERATING BUDGETS BY 25% IN 12 MONTHS! TABLE OF CONTENTS (CONT'D)

Subsection 5 – Step 2 – Attack The Dependent Cost Drivers.

Apply 7 Medium-Impact Cost-Reduction Decisions With Short-Term Impact On Fleet–Shop–Parts–Fuel– Functions' Capital And Operating Budgets	66
---	-----------

Introduction to Step 2

Apply 7 Dependent Cost-Reduction Decisions Which Have Medium-Impact in Short-Term on Increasing–Decreasing Capital and Operating Budgets in Fleet–Shop–Parts–Fuel Functions'	67
--	----

Managers Must Make Hard Decisions To Achieve 25% Cost Reductions.

12. Eliminate 100% of Excess Fleet Assets in 12 Months. Eliminate 70% in 3 Months and Remaining 30% in 9 Months	69
13. Eliminate Shop-Caused Reasons for Fleet Excess Capacity	71
14. Identify Each Activity and Cost Associated With Fleet–Shop–Parts–Fuel Functions. Negotiate Aggressively Cost, Risk and Liability Reductions.....	74
14. Define the Problem Financially + Operationally	76
15. Apply Negotiations to Reduce by 10% to 30% Fleet–Shop–Parts–Fuel Owning, Operating and Disposing Costs, Risks and Liabilities	79
16. Increase Warranty Coverages and Increase Warranty Recovery From 25% to 75%	85
17. Increase Performance Guarantee Coverages and Increase Guarantee Recovery From 25% to 75%	88
18. Apply Over 70 Labor Funding Options to Eliminate Future Gaining Back of Excess Capacities of Management, Staff and Labor	91

TEXTBOOK 7

APPLY OVER 25 DECISIONS TO REDUCE CAPITAL AND OPERATING BUDGETS BY 25% IN 12 MONTHS! TABLE OF CONTENTS (CONT'D)

Subsection 6 – Step 3 – Attack The Dependent Cost Drivers.

Apply 8 Medium-Impact Cost-Reduction Decisions With Mid-Term Impact On Fleet–Shop–Parts–Fuel Functions' Capital And Operating Budgets..... 94

Introduction to Step 3 – Apply 8 Dependent Cost-Reduction Decisions Which Have
Medium-Impact in Mid-Term on Increasing–Decreasing Capital and Operating
Budgets in Fleet–Shop–Parts–Fuel Functions..... 95

Managers Must Make Hard Decisions To Achieve 25% Cost Reductions.

19. Apply Up to 12 Cost-Reduction Practices to Reduce Shop Labor Costs 97
20. Reduce Parts Costs and Associated Parts Personnel
and Technician Manhours Consumed Using Parts 99
21. Implement 11 World-Class Shop Management Practices
to Reduce Shop Labor Costs and Technician Manhour Consumption 101
22. Structure-In Financial and Operational Control
Over Shop- and Supplier-Performed Activities Using 18 Control Tools 103
23. Apply Estimated Disposal Points and Dates to Eliminate
Overrepair Costs and Underrepair Lost Productivity 105
24. Apply Purpose-Built, Near-Real-Time Fleet–Shop–Parts–Fuel
Management Software to Reduce Costs and Increase Productivity 106
25. Implement Insource–Outsource Policies
Which Reduce Costs and Labor Manhours Consumed 107
25. Make Optimum Shop Labor Insource–Outsource Decisions..... 109
25. Compute Cost Per Minute Worked to Identify Which Management,
Inspection, Maintenance, Repair and Compliance Activities
Should Be Insourced–Outsourced 111
25. Compute the 12-Step, Fully-Loaded Manhour Rate
for Each Outsource Candidate 113
25. Compute Hands-On Minutes Worked
or Productivity Levels for Each Outsource Candidate 115
26. Apply Fuel / Fleet / Debit / Credit Cards and Offsite Suppliers
to Reduce Costs, Risks and Liabilities 118

TEXTBOOK 7

**APPLY OVER 25 DECISIONS TO REDUCE CAPITAL
AND OPERATING BUDGETS BY 25% IN 12 MONTHS!
TABLE OF CONTENTS (CONT'D)**

Subsection 7 – Step 4 – Attack The Dependent Cost Drivers.

**Apply 3 High-Impact Cost-Reduction Decisions With Long-Term Impact
On Fleet–Shop–Parts–Fuel Functions'
Capital And Operating Budgets 120**

Introduction to Step 4

Apply 3 Dependent Cost-Reduction Decisions Which Have Medium-Impact
in Long-Term on Increasing–Decreasing Capital and Operating Budgets
in Fleet–Shop–Parts–Fuel Functions 121

Managers Must Make Hard Decisions To Achieve 25% Cost Reductions.

27. Apply High-Performance Fleet–Shop Management Models
By Asset Category and Asset Class 123

27. What Do High-Performance Fleet–Shop Management Models Look Like? 124

28. Measure Financial Performances
Using the 5 Well-Proven Financial Performance Evaluation Scorecards 132

28. The Fortune 500 Company Business Management Model
Is Replacing All Other Models 135

29. Measure Operational Performances
Using 20 Benchmarks With Over 100 Performance Measures 136

Subsection 8 – Appendix – Over 40 Learning Opportunities

**Create Well-Defined Career Training Ladders Which
Can Be Applied To Recruit–Retain–Develop Employees 139**

Subsection 9 – Master's Degree Certifications Open-Book Test Questions 143

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