



Driven fleet professionals. Driving results.™

Presented to
 Oasis BRG
 March 6, 2015

An Experienced Partner



Canada's
Preferred
Provider to the
Federal &
Provincial
Public Sector



Most Experience in Canadian Public Sector



Systems Designed for and by Public Sector
Requirements



Fleet card designed for Rural & Remote Acceptance



Accountable and Transparent Payment Practices



Government of Canada
Gouvernement du Canada



An Experienced Partner



**Ontario's
Preferred
Provider to the
Provincial
Broader
Public Sector**



Access to the Vendor of Record Agreement



Take immediate Advantage of negotiated savings



ARI will provide training and reporting



Accountable and Transparent Payment Practices





ARI insights



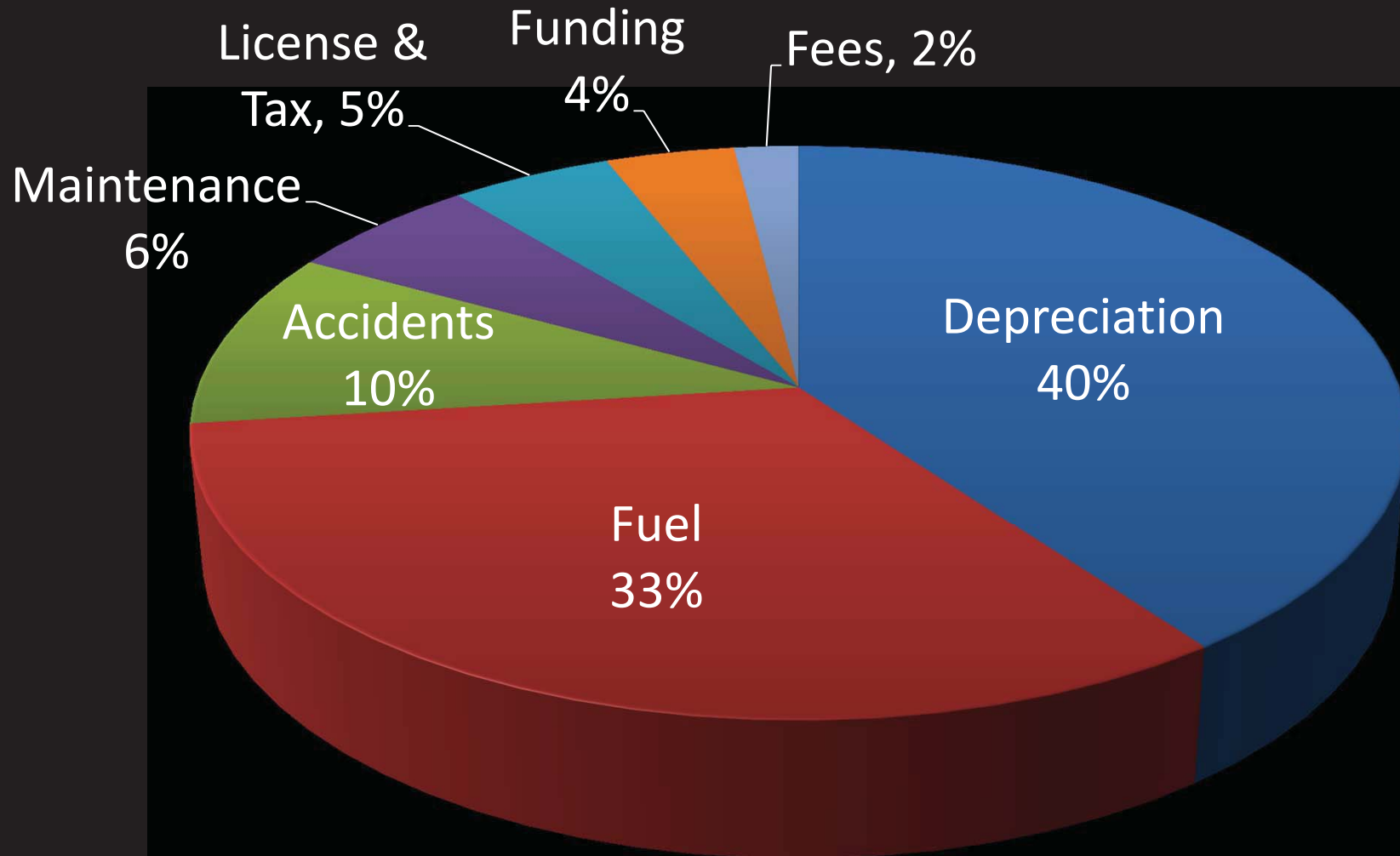
Why is it so Important?

Fleet is 2nd largest expense of any business.

Cannot manage expenses if you don't have the tools to capture and measure them.

ARI provides businesses with the tools they need to manage fleet expenses.

Total Cost of Ownership



ARI Programs



Acquisition

Account
Management

Maintenance

Fuel
Management

Accident
Management

Safety

Violations

Roadside
Assistance

Leasing

Reporting &
Analytics

Telematics

Mileage
Reporting

Managing Acquisition



ITEM	Dealer	ARI
Vehicle Acquisition Cost 2015 Dodge Grand Caravan SE	\$29,790	\$27,855
Dealer Mark up	\$0	\$150
FMC Mark up	\$0	\$200
Basic Fleet Incentive	\$(8,000)	
BPS Fleet Concession		\$(8,800)
Net Cost	\$21,790	\$19,405
Per Unit Fleet SAVINGS		\$2,385 +

Managing Complete Costs Compliance



ic Fleets typically
page entire cost

on Acquisition
Complete cost
ownership

ARI can provide tools to help
identify the right vehicle and
manage the cost of
ownership

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A	B	C	D	E	F	G	H	I	J	K	L	M	N
Life Cycle Cost Analysis													
Year	2015			0			0			0			
	FORD TRANSIT CONNECT VAN 2.5L			RAM CARGO VAN FFV 3.6L 6CVI A6			CHEVROLET CITY EXPRESS CARGO						
13	Lease Payment	\$490	\$29,394	\$0.1470	\$467	\$28,020	\$0.1401	\$448	\$26,880	\$0.1344	\$500	\$30,000	\$0.1500
14	Net Effective Depreciat	\$407	\$24,394	\$0.1220	\$392	\$23,520	\$0.1176	\$373	\$22,380	\$0.1119	\$429	\$25,750	\$0.1288
15	Maintenance	\$203	\$12,192	\$0.0610	\$203	\$12,192	\$0.0610	\$203	\$12,192	\$0.0610	\$203	\$12,192	\$0.0610
16	> Repairs	\$138	\$8,266	\$0.0413	\$138	\$8,266	\$0.0413	\$138	\$8,266	\$0.0413	\$138	\$8,266	\$0.0413
17	> Tires	\$48	\$2,875	\$0.0144	\$48	\$2,875	\$0.0144	\$48	\$2,875	\$0.0144	\$48	\$2,875	\$0.0144
18	> Oil & Lube	\$16	\$952	\$0.0048	\$16	\$952	\$0.0048	\$16	\$952	\$0.0048	\$16	\$952	\$0.0048
19	> Wash & Polish	\$2	\$99	\$0.0005	\$2	\$99	\$0.0005	\$2	\$99	\$0.0005	\$2	\$99	\$0.0005
20	> Fuel	\$403	\$24,168	\$0.1208	\$417	\$25,047	\$0.1252	\$382	\$22,899	\$0.1145	\$399	\$23,924	\$0.1196
21	Total	\$606	\$36,360	\$0.1818	\$621	\$37,239	\$0.1862	\$585	\$35,091	\$0.1755	\$602	\$36,116	\$0.1806
22	Fixed & Operating	\$1,096	\$65,754	\$0.3288	\$1,088	\$65,259	\$0.3263	\$1,033	\$61,971	\$0.3099	\$1,102	\$66,116	\$0.3306
23	Total Cost (incl. resale)	\$1,013	\$60,754	\$0.3038	\$1,013	\$60,759	\$0.3038	\$958	\$57,471	\$0.2874	\$1,031	\$61,866	\$0.3093
24	CO2 Emissions (Kg)	755	45,322	0.2266	786	47,153	0.2358	717	43,033	0.2152	748	44,864	0.2243
25	City L/100Kn	55%	11.3 Regular \$/L	\$1.22	12.2 Regular \$/L	\$1.22	9.7 Regular \$/L	\$1.22	11.2 Regular \$/L	\$1.22	11.2 Regular \$/L	\$1.22	\$1.22
26	Hwy L/100Ki	45%	8.2 Diesel \$/L	\$1.32	7.9 Diesel \$/L	\$1.32	9 Diesel \$/L	\$1.32	8.2 Diesel \$/L	\$1.32	8.2 Diesel \$/L	\$1.32	\$1.32
27	Combined L/100Km		9.9 premium \$/L	\$1.42	10.3 premium \$/L	\$1.42	9.4 premium \$/L	\$1.42	9.8 premium \$/L	\$1.42	9.8 premium \$/L	\$1.42	\$1.42
28	Interest Rate Index		1.19%		1.19%		1.19%		1.19%		1.19%		1.19%
29	Markup		2.40%		2.40%		2.40%		2.40%		2.40%		2.40%
30	Interest		3.59%		3.59%		3.59%		3.59%		3.59%		3.59%
31	Admin Fee	290	\$0.35		\$0.35		\$0.35		\$0.35		\$0.35		\$0.35
32	Flat Admin Fee		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00
33	Residual		0%		0%		0%		0%		0%		0%
34	Months		60		60		60		60		60		60
35	Kilometers		200,000		200,000		200,000		200,000		200,000		200,000
36	CO2 Emissi	0%	3		4		1		2		2		2