



**Integrated
Business Solutions.**
PARTS. PEOPLE. PRODUCTIVITY.

POWERED BY 

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City of Sacramento Partnership with NAPA IBS

Sacramento is the capital of the State of California and the county seat of Sacramento County. Located in California's expansive Central Valley, it is the seventh most populous city in California. It is also the core cultural and economic engine of a four-county metropolitan area exceeding 2.1 million residents (El Dorado, Placer, Sacramento and Yolo counties). The Sacramento Metropolitan Area is the largest in the Central Valley and the fourth-largest in the state. Greater Sacramento has been cited as one of the five most livable regions in America.

Partners with NAPA Integrated Business Solutions. After four years of operation, NAPA continues to provide a cost saving solution for the City of Sacramento Fleet Department. NAPA Integrated Business Solutions provides a full service parts department dedicated to the City of Sacramento Fleet Department. NAPA currently services 5 of the Cities garage locations.

The Fleet of Vehicles consists of over 2,300 vehicles and pieces of equipment. This wide variety of equipment includes heavy duty trucks, buses, tractors, light duty cars, trucks, police, fire ambulance and motorcycles. The City has also added several new hybrid vehicles.

The City of Sacramento was recognized as being ranked number 9 of the "100 Best Fleets" in 2013 and ranked number 1 in 2013 for the "Top Government Green Fleets" in North America.

Small Business, association continues to grow with NAPA and the City of Sacramento. NAPA uses multiple local small businesses within the City to provide specialized services. Over 50% of the services and items supplied to the City of Sacramento are provided by small business contracted NAPA. NAPA currently uses over 80 local vendors to provide service, availability and cost savings for the City. This continued association helps the local community with jobs, tax revenue and resource stimulation. Keith Leech, reported: *"NAPA has done an excellent job of reaching out to the community of our small business local suppliers"*

Savings, the City of Sacramento and NAPA continue to see savings and shop productivity increases from the on going partnership.



“NAPA has increased shop productivity, by having the parts on hand and available for the mechanics”

Keith Leech
Fleet Manager
City of Sacramento



Key IBS Benefits

- **Increased Parts Availability**
- **Reduction in Equipment Down Time**
- **Elimination of Inventory Investment**
- **Reduced Transactional Costs to the City**
- **Core and Warranty Controls**
- **Expense allocation by Fleet Department**
- **Inventory Management**
- **Buying Power Synergies with other IBS locations**
- **Internal delivery Service of all purchased items**
- **Integration of Assetworks M5**

<u>Cost Savings Analysis</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014 Projected</u>
Purchase Order Cost Savings	\$549,940	\$880,620	\$803,200	\$810,000
Shop Productivity Savings	\$414,103	\$631,584	\$721,013	\$725,000
NAPA Parts Cost Savings	\$90,849	\$92,937	\$90,032	\$95,000
Rebates Earned on Purchases	\$80,118	\$83,154	\$57,103	\$75,000
Vendor Management Cost Savings	\$65,300	\$62,300	\$57,850	\$70,000
Inventory Carrying Cost Savings	\$45,158	\$60,299	\$56,467	\$65,000
Inventory Obsolescence Savings	\$22,579	\$30,154	\$28,234	\$32,000
Core Returns Savings	\$10,057	\$7304	\$6,227	\$8,000
Total Savings	\$1,278,104	\$1,848,348	\$1,820,126	\$1,880,000

Inventory management, NAPA IBS has purchased more than \$920,000 worth of inventory from the City of Sacramento, returning the funds to the City, for the Cities general cash flow enhancements. **NAPA maintains over 1.7 million dollars in current inventory.**

- The City of Sacramento no longer has to worry about obsolete inventory from NAPA. Obsolete inventory is protected and managed by the NAPA TAMS computer system.
- NAPA adds and replaces inventory on a regular basis.
- IBS managed inventories for replenishment and maintenance of city vehicle parts and service demands.

Shop productivity, has increased because of the increased availability for parts and reduced down time waiting for parts to be ordered and arrive. NAPA has a dedicated team of drivers and parts professionals to service the City’s needs. Mechanics no longer spend time chasing down parts, and are dedicated to their core job responsibilities.

Vendor Management, NAPA IBS now handles the city’s multiple vendor relationships to leverage combined fleet department purchases to negotiate better pricing and services from all city vendors.

- Consolidation of suppliers and vendors continue to add a huge cost savings for the City.
- NAPA IBS is responsible for paying all city vendors and consolidating their purchases into one bill. Decreased amount of PO’s required and checks for individual invoices also add a large and on going savings for the City.