

Addressing the 25% Fleet reduction commitment by 2024

ED 22/8/23

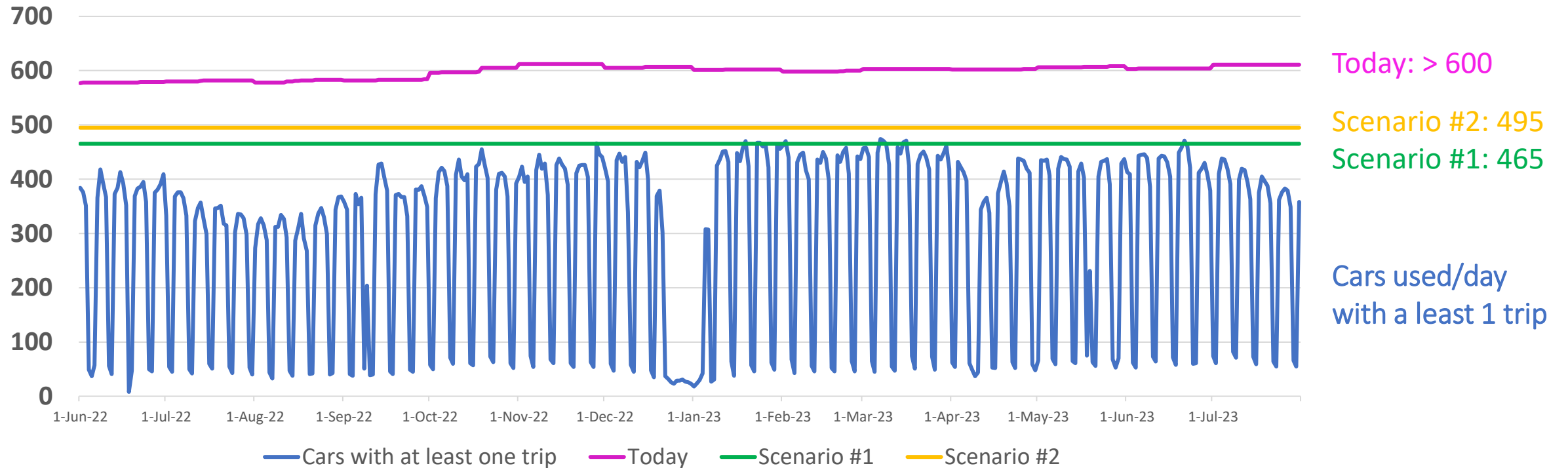
- SCE proposed a centralized service with a large car-sharing program and minimal fleet tailored to each Department
 - ED approved to continue working on the SCE proposal
 - ED against integrating less costly, light E-Vehicles in the fleet

ED 5/12/23 – For decision

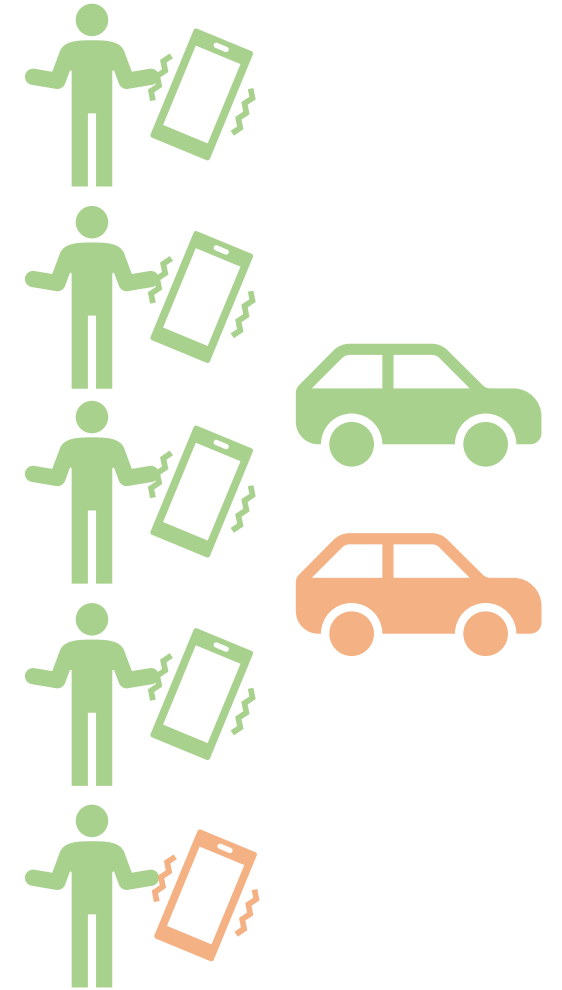
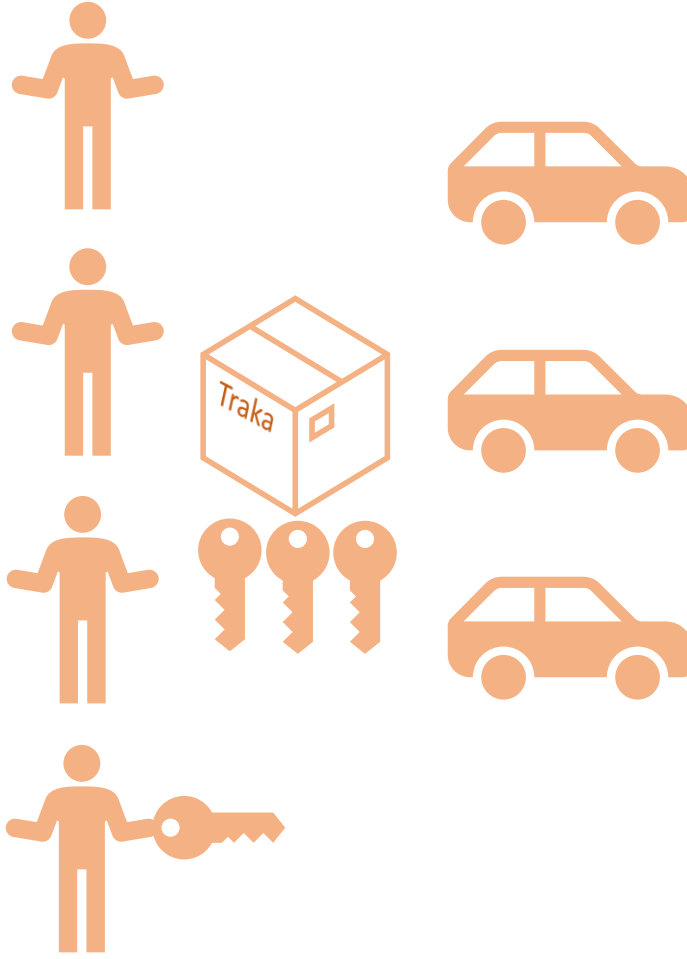
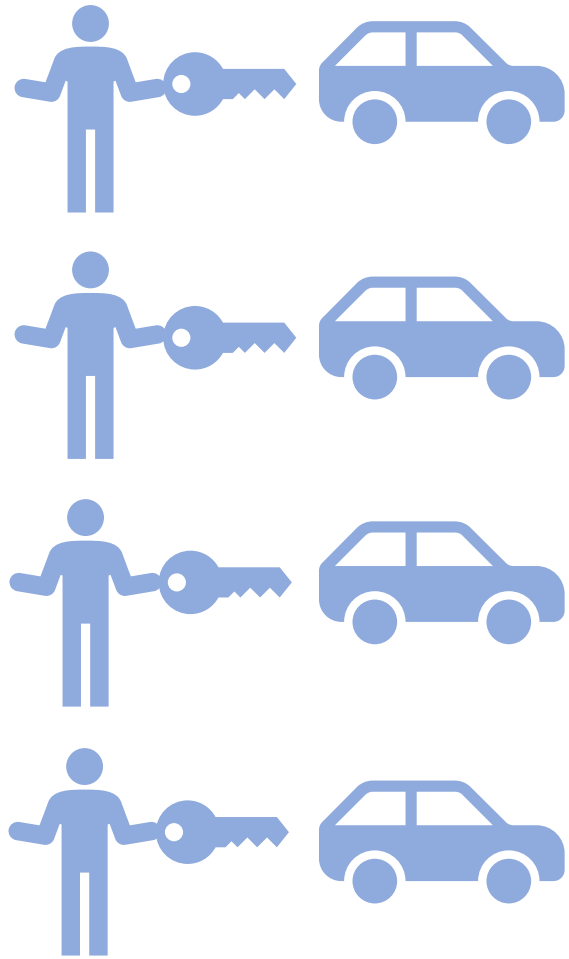
- Centralized service model -> finalized with the input from all Departments (**Scenario #1**)
 - Objective: savings, sobriety & efficiency (60% shared cars, smaller fleet, more km/car)
 - Environmental objective: 50% electric fleet by 2030
 - SCE-SSC responsibility and accountability
- Current distributed model -> quota-driven reduction in departments (**Scenario #2**)
 - Objective: 25% financial saving
 - Environmental objective: 50% electric fleet by 2030
 - Departments responsibility and accountability

Fleet sizing based on use

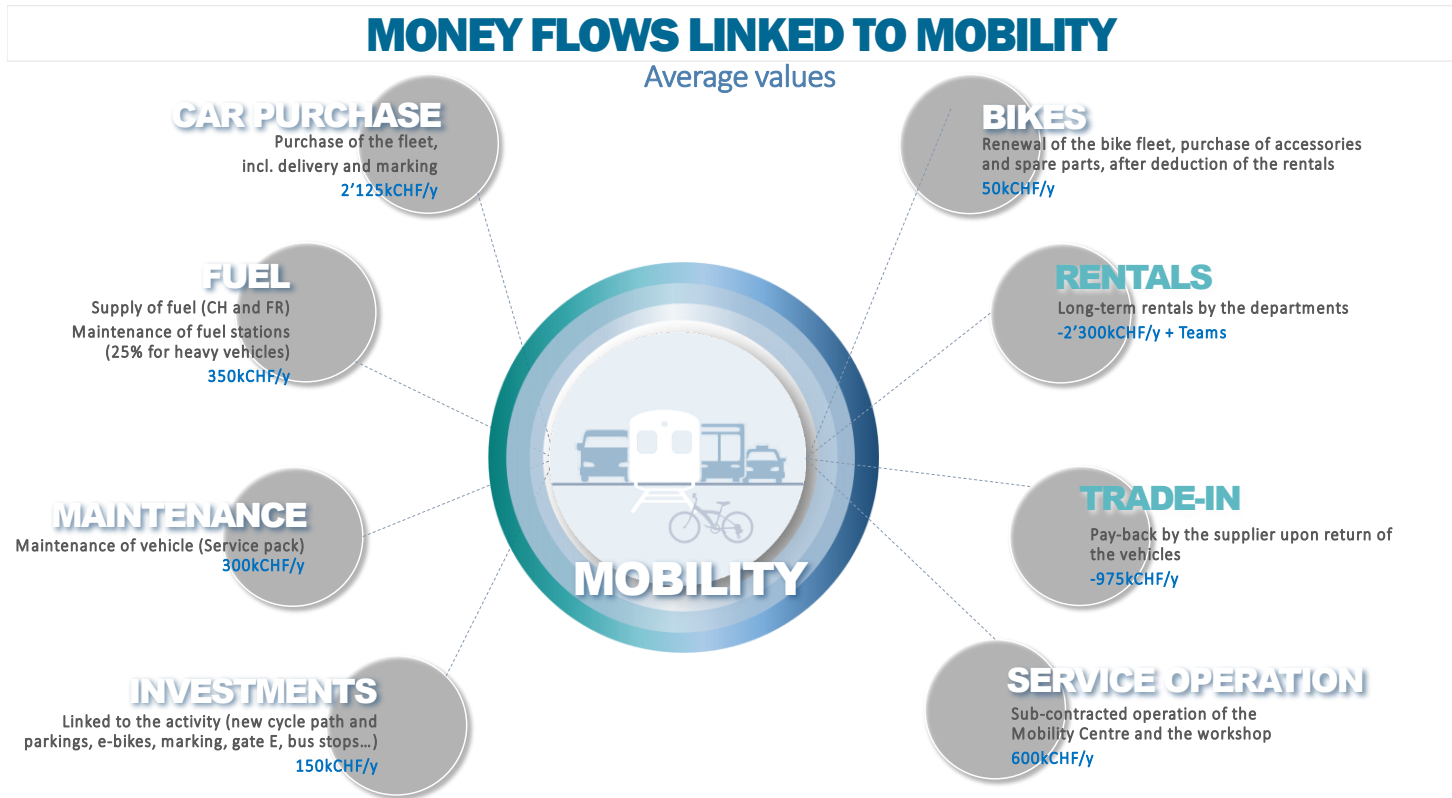
Fleets in Departments + Teams + Car-sharing
June 2022 – July 2023



Proposed Evolution



Reminder about the complex funding



Income	Expenses
Car Rentals	Service Operation (mobility centre)
Car Trade-in	Car Sharing (cars and IT)
	Bikes and e-Bikes
	Car Purchases
	Fuel (for all the fleet)
	Fleet maintenance
	Infrastructure: marking, parking, etc

- Objective: reduce cars (so, income) with negligible impact to fixed expenses (so, services)
- To accommodate the rise in CAPEX and OPEX costs, it is imperative to realign the rental fees for all car rental options
- The financial scenarios presented hereafter can be tuned to affect the services more or less

Scenario #1: Centralized service

What can we afford?



Type	Today	Scenario 1	Distribution
Departments (Metier+Piquet)	491	90	17%
SCE Car-sharing (Liaison)	44	300	58%
Teams	75	75	15%
Short-term	50	45	9%
Unassigned	16	5	1%
TOTAL	676	515	100%

-24%

Financial sustainability:

- 2.3M transfer from departments to SCE-SSC
- Return 25% to CERN central budget as per agreed saving
- Services cost + Market fit requires:
 - +50% cost for TEAMS with adapted conditions of use (private use)
 - +50% cost of Short-Term and TS+LS fleet

	Today	Scenario 1
Long-term (CHF/m)	360	
Teams (CHF/m)	360	540
Short-term (CHF/day)	17	26
YETS/LS (CHF/m)	400	600

Scenario #1: Departements Input

how many cars can be shared CERN-wide?

how many cars to guarantee needs of piquet and technical teams?

		FLEET	CAR-SHARING (LIAISON)			TAILORED	
		10/2023	INPUT	TARGET	Reduction	INPUT	TARGET
ATS	BE	44	8		18%	36	8
	EN	139	29		21%	110	25
	SY	72	13		18%	59	13
	TE	83	11		13%	72	16
RCS	EP	55	8		15%	47	10
	IT	15	6		40%	9	3
FHR	SCE	44	19		43%	25	8
IR	IR	4	0		0%	4	1
HSE	HSE	35	11		31%	24	6
		491	105	300		386	90

~150 missing
(adding current car-sharing fleet: 44 cars)

~300 in excess

Input from Departements does not allow to increase the car-sharing programme, nor to reduce the fleet

Scenario #2: Distributed fleet

What can we afford?



Type	Today	Scenario 2	Distribution
Departments	491	376	68%
SCE Car-sharing	44	44	8%
Teams	75	75	14%
Short-term	50	50	9%
Unassigned	16	5	1%
TOTAL	676	550	100%

		FLEET	TARGET
		10/2023	2024
ATS	BE	44	34
	EN	139	106
	SY	72	55
	TE	83	64
RCS	EP	55	42
	IT	15	11
FHR	SCE	44	34
IR	IR	4	3
HSE	HSE	35	27
		491	376

-25%

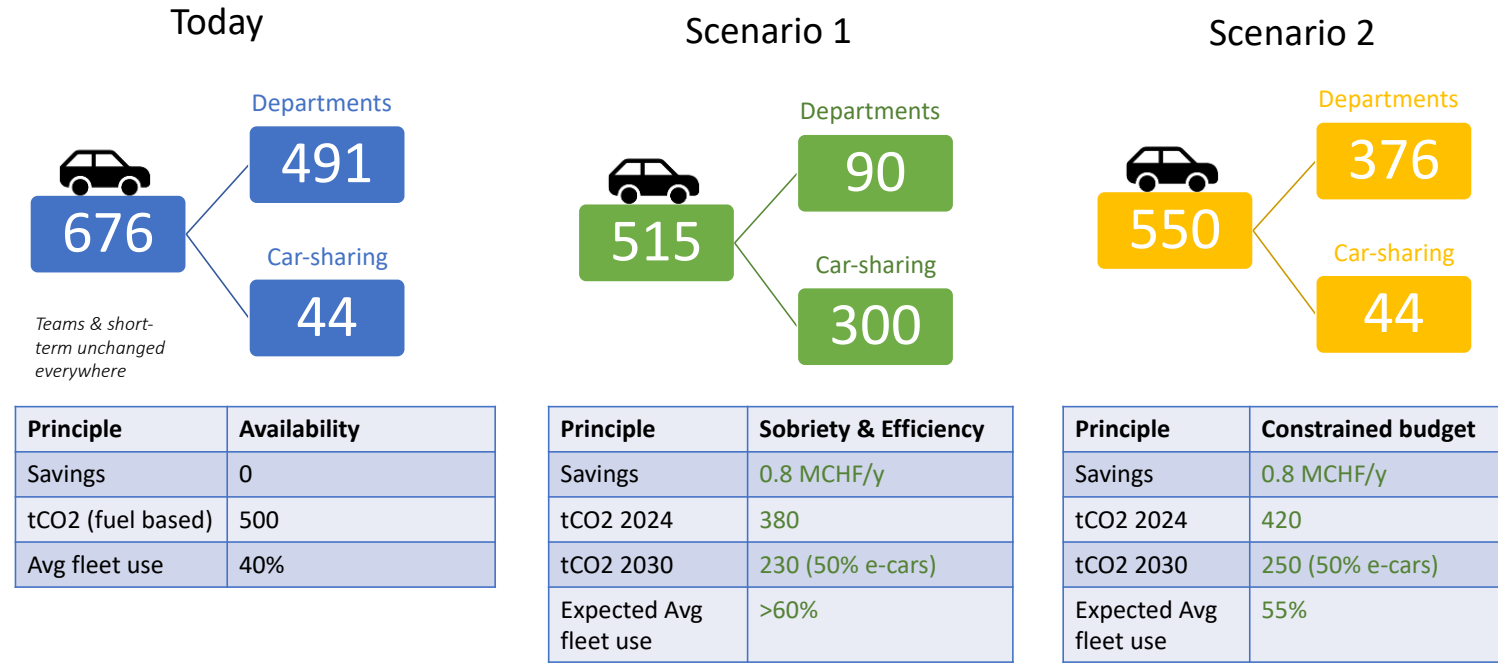
Financial sustainability:

- 460k/y budget transfer from departments to Central + fraction of the SCE mobility budget
- Services cost + Market fit requires:
 - +26.5% on rental prices for all Long-Term (Dep.s + Teams)
 - +50% for Short-Term & TS+LS rentals

	Today	Scenario 1	Scenario 2
Total Fleet	676	515	550
Departments	491	90	376
Car sharing	44	300	44
Cost Long-term (CHF/m)	360		455
Cost Teams (CHF/m)	360	540	455
Cost short-term (CHF/day)	17	26	26
YETS/LS (CHF/m)	400	600	600

Summary

- Savings can be achieved with the two scenarios presented today
- Departments not ready to share the fleet CERN-wide (Scenario 1)
- Scenario 2 represents no real change, but a simple fleet cut
 - Fleet responsibility and accountability (savings) remain with the Departments
 - Fleet optimization could continue by gradually moving from TRAKA to Departmental car-sharing (GLIDE App) and beyond
- Decision on Scenario 1 or 2 needed today, car purchases starting next year



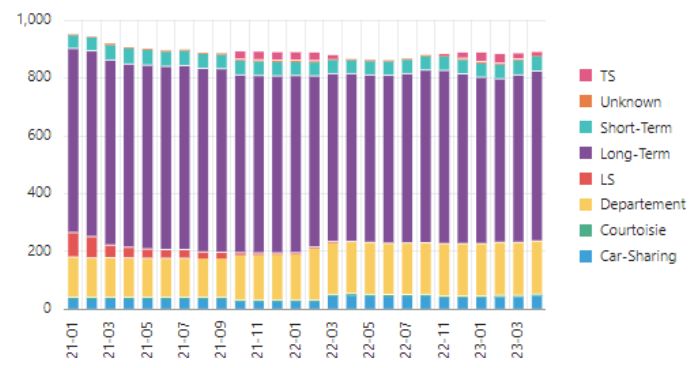
Spare Slides

- Reminder: Car fleet use and reduction principles
- Recent evolution of the car fleet
- Current Car-sharing use by personnel category
- Use of the special YETS 2022/2023 fleet
- Current rental prices
- Benefits & challenges of the two car fleet reduction scenarios
- Expert consultancy

Fleet usage and proposed fleet reduction principle

Target
25% cost reduction ~ 0.8 M/y

Fleet per usage (source: BAAN)



Fleet management

Principle of sobriety: the right fleet size, the right vehicle size, for the right purpose

Fleet Categories

Liaison
Standard vehicle for connection

Shared fleet available to all
Varied models: 2p, 4p, person or person+material transport, w/o permit, micro-vehicles...

Metier
Dedicated to a specific professional means

Shared fleet by a restricted group, often customized/equipped for a specific professional need

Piquet
24/24h available to Stand-by services

Specific



INPUT FROM DEPARTMENTS IN PROGRESS:

Usage	Dep.	Fleet (avg memo period: June 21 to May 22)	Fleet (Apr 2023)	Needs (1st round)			Target	
				METIER	LIAISON (sharing scheme, global geographical optimization)	PIQUET (no additional vehicle, part of METIER or LIAISON)	METIER 40%	LIAISON (sharing scheme) 60%
	BE	48	45					
	EN	148	141					
	EP	61	57					
	TE	92	84					
	IR	4	4					
	HSE	36	35	20	11		4	
	IT	15	15	9	6		0	
	SCE	46	44	24	19		1	
	SY	79	75	50	13		9	
	Total depts.	529	500	103	49	14	168	252
	TEAM	77	75					75
	Unassigned	6	16					5
	Long-term (total)	612	591					500
	Short-term (total)	50	52					50
	Car-sharing (total)	33	44					0
	TOTAL VEHICLES	695	687				Financial limit:	550

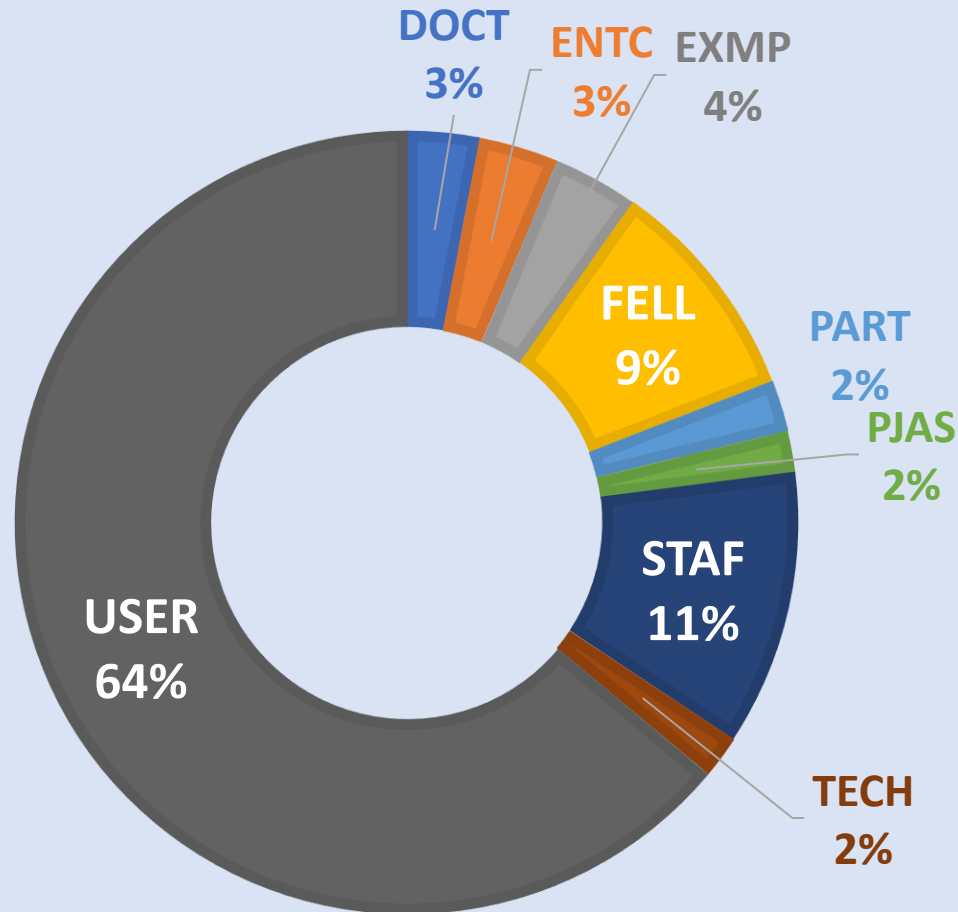
- Objective 2030:
- Purchase 550 cars
 - 60% Liaison & 40% Specific

Recent reductions

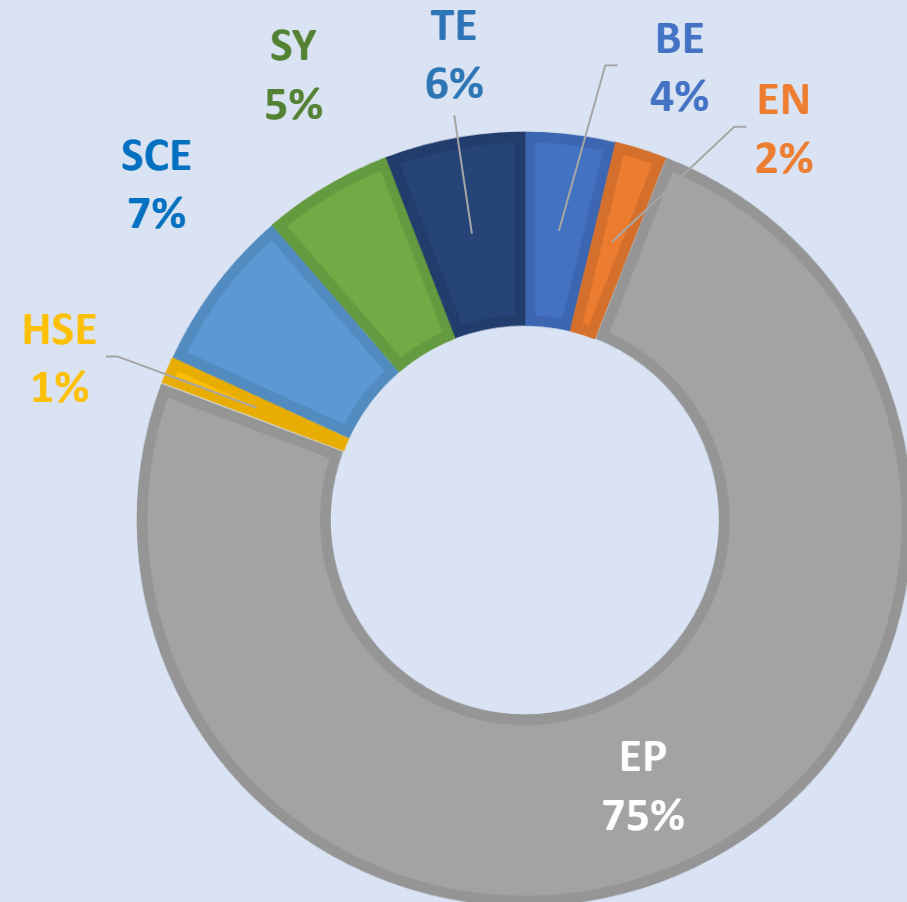
		May.22	Apr.23	Oct.23
ATS	BE	48	45	44
	EN	148	141	139
	SY	79	75	72
	TE	92	84	83
RCS	EP	61	57	55
	IT	15	15	15
FHR	SCE	46	44	44
IR	IR	4	4	4
HSE	HSE	36	35	35
		529	500	491

Current use of Car-sharing (44 cars) is >60%

COUNT BY CATEGORY

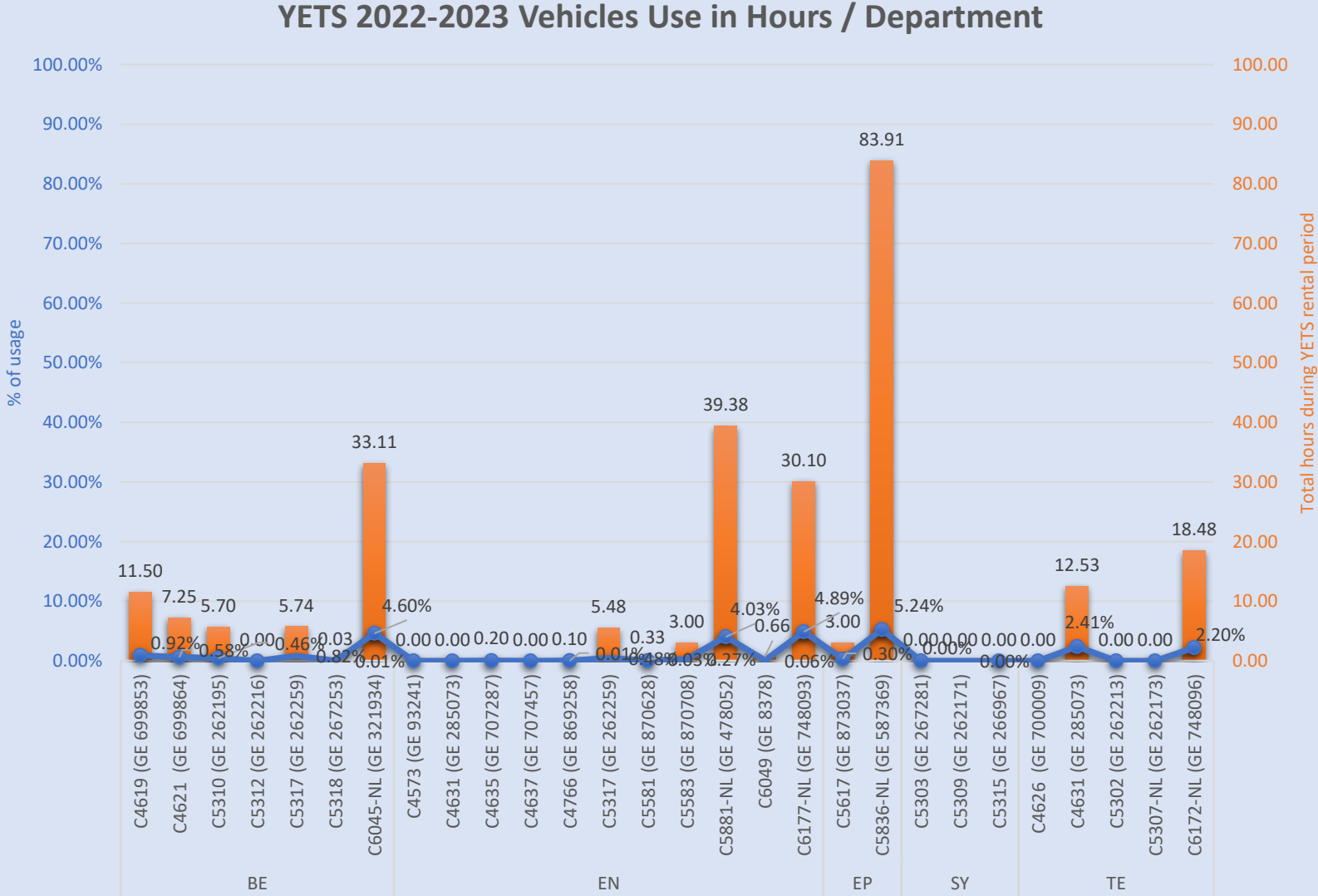


COUNT BY DEPARTMENT



YETS 2022/2023 cars usage

- Total of 35 cars distributed
- 28 cars equipped with telematics
- Total of 10 cars not used at all (28%)
- Cars used max at 5% of the time



Current CERN Cars Offer

LONG TERM RENTAL (departmental fleet allocated for a long duration)	SHORT TERM RENTAL	CAR SHARING (Self-service basis)
MAX. DURATION: 12 months	MAX. DURATION: 3 months (Full casco, fuel, illimited km inc.)	MAX. DURATION: 12 hours (planification in advance until 7 days)
<p>COST FOR USER:</p> <p>Peugeot 108 ①: 330,-CHF/ month</p> <p>Peugeot Rifter ②: 360,-CHF/ month</p> <p>Peugeot Partner ③: 360,-CHF/ month</p>	<p>COST FOR USER:</p> <p>Peugeot 108 ①:</p> <ul style="list-style-type: none"> From 1 to 5 days = 12,-CHF/ day From 6 to 10 days = 13,-CHF/ day From 11 to 30 days = 14,-CHF/ day Over 30 days = 17,-CHF / day <p>Peugeot Rifter ②:</p> <ul style="list-style-type: none"> From 1 to 5 days = 12,-CHF/ day From 6 to 10 days = 13,-CHF/ day From 11 to 30 days = 14,-CHF/ day Over 30 days = 17,-CHF/ day <p>Peugeot 308 ④:</p> <ul style="list-style-type: none"> From 1 to 5 days = 14,-CHF/ day From 6 to 10 days = 15,-CHF/ day From 11 to 30 days = 16,-CHF/ day Over 30 days = 19,-CHF/ day <p>Peugeot 5008 ⑤:</p> <ul style="list-style-type: none"> From 1 to 5 days = 18,-CHF/ day From 6 to 10 days = 19,-CHF/ day From 11 to 30 days = 20,CHF/ day Over 30 days = 23,-CHF/ day <p>Peugeot Expert Combi ⑥:</p> <ul style="list-style-type: none"> From 1 to 5 days = 35,-CHF/ day From 6 to 10 days = 36,-CHF/ day From 11 to 30 days = 37,-CHF/ day Over 30 days = 40,-CHF/ day 	<p>COST FOR USER: free</p>
<p>Terms & Conditions of use Car rental prices - Long term</p>	<p>Terms & Conditions of use for this service Car rental prices - Short term</p>	<p>Service available 24/7, via Mobile App Terms & Conditions of use for this service</p>



1



2



3



4



5



6

Benefits & Challenges

Scenario #1	
Benefits	Challenges & Risks
Less vehicles, higher occupancy/car	Not achievable with current collected needs from Departments
One unit in charge of all fleet management	Change of paradigm for vehicles used by specific teams (ex: storage of equipment)
Inter-departmental sharing of resources	Important increase of prices for Teams and Short-term rentals (+50%)
Free-floating scheme evolution	

Scenario #2	
Benefits	Challenges & Risks
No change compared to current scheme	Large fleets per Department
	Difficult to rebalance quotas or cope with evolution of needs per department at fixed cost

Expert Consultancy

