



BARROW COUNTY *Georgia*

PROFIT\$ Software Testimonial Barrow County, Georgia

In September 2016 the Barrow County Board of Commissioners made the decision to partner with Longobart-Ross Consulting in the purchase and implementation of the PROFIT\$ fleet replacement management software package. This decision was based upon the need for an objective, data-driven management tool that would enable senior management staff and the Board of Commissioners to more confidently and accurately project the capital investment costs associated with replacing the County's aging vehicle fleet inventory. Of paramount importance was the ability to monitor, in real time, the condition rating of each of the 278 assets and more importantly to have the ability to track associated maintenance costs as they relate to both current and at-life replacement costs. The PROFIT\$ software has proven to be the perfect solution for providing these critical analyses.

During the years of the Great Recession Barrow County, like most local governments, was forced to delay significant capital expenditures particularly in the area of fleet replacement. The result of that deferred replacement, as illustrated in PROFIT\$, is that a quarter of the fleet is in a condition requiring immediate replacement. As a relatively small community, Barrow County's combined General Fund and Capital Improvement Fund budget totals \$53.1 million. Of that amount approximately \$16 million is expended in capital projects, and over the past two fiscal years \$1.35 million of those capital fund expenditures have been on vehicle replacement, the majority of which addressed needs in the Sheriff's Office and Emergency Services Department.

Having access to accurate data through PROFIT\$ and its many powerful report features has better positioned Barrow County's management and elected officials to make informed decisions as to which vehicles need to be replaced and when that investment should be made. As an example, the dashboard feature of the software

known as PROFIT\$ Statistics provides a snapshot of the number of fleet vehicles in excellent or good condition as well as those vehicles that obtained a score warranting recommended or immediate replacement. In Barrow County's case, 52% of the fleet is categorized as excellent/good and 17% are recommended to be replaced within two years based upon a variety of factors including mileage, maintenance costs, and overall condition.

Throughout the data migration, implementation, and training phases of PROFIT\$, I was incredibly impressed with the professionalism and responsiveness provided by both Rick Longobart and Cynthia Ross. Whenever we had a question or an issue arose, Rick and Cynthia were always quick with a response or resolution. Their extensive industry knowledge and experience in fleet management weighed heavily in the County's decision to invest in the PROFIT\$ software solution. In summary, I wholeheartedly and without reservation recommend Longobart-Ross Consulting and the PROFIT\$ software as the premier management solution for your vehicle fleet.

Sincerely,



Michael Renshaw
Barrow County Manager