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Company Car Drive 2013

## MOBILITY TCO

Janusz Gawronski

Barbara Brambilla





**Janusz Gawronski**

Amministratore Delegato TKT

Amministratore Delegato del consorzio  
EuroFleeting

53 anni

4 figli

2 mogli

Economia

Scuola

Marketing

Finanza

Fleet Outsourcing



## INDICE



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# *NASCITA E CULTURA DEL TCO* *IL TCO IN AMBITO IT* **Gartner.**



TCO DI FLOTTA



TCO DI MOBILITY'



MOBILITY INTEGRATA



# GARTNER GROUP



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## NASCITA E CULTURA DEL TCO



Total Cost of Ownership (TCO) nasce negli USA nel 1987

TCO = costo totale di proprietà o costo totale di possesso

TCO = approccio utilizzato per calcolare tutti i costi del ciclo di vita di un'apparecchiatura informatica IT

- Acquisto
- Installazione
- Gestione
- Manutenzione
- Smantellamento.

The logo for Gartner, featuring the word 'Gartner' in a bold, blue, sans-serif font.

***Possedere, COSTA***



## IL TCO IN AMBITO IT



Technology deployment can include the following as part of TCO:

Computer hardware and programs

- Network hardware and software

- Server hardware and software

- Workstation hardware and software

- Installation and integration of hardware and software

- Purchasing research

- Warranties and licenses

- License tracking - compliance

- Migration expenses

- Risks: susceptibility to vulnerabilities, availability of upgrades, patches and future licensing policies, etc.

Operation expenses

- Infrastructure (floor space)

- Electricity (for related equipment, cooling, backup power)

- Testing costs

- Downtime, outage and failure expenses

- Diminished performance (i.e. users having to wait, diminished money-making ability)

- Security (including breaches, loss of reputation, recovery and prevention)

- Backup and recovery process

- Technology training

- Audit (internal and external)

- Insurance

- Information technology personnel

- Corporate management time

Long term expenses

- Replacement

- Future upgrade or scalability expenses

- Decommissioning





## IL TCO DI FLOTTA



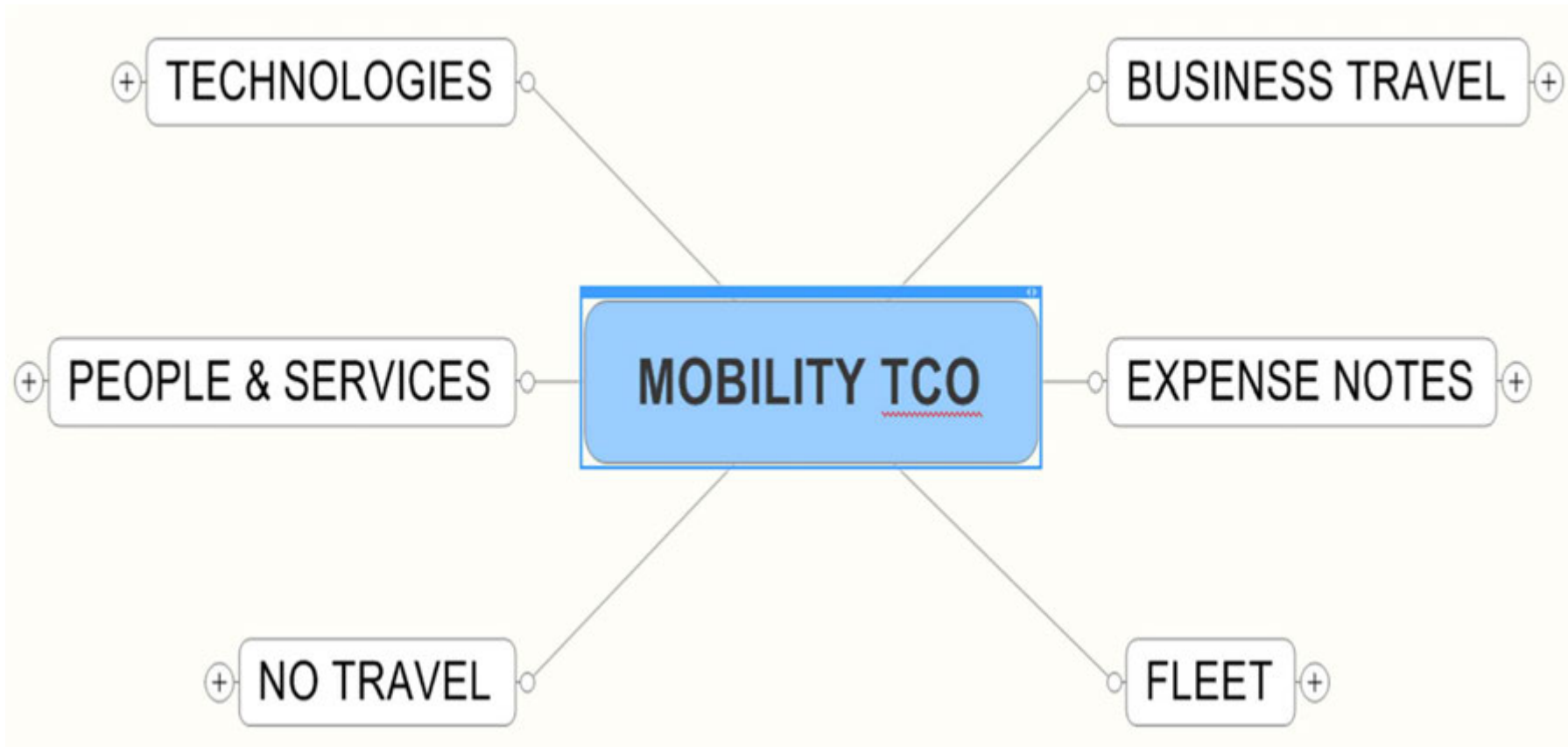
BIG COMPANY Group - TCO evolution month - cost attribution per invoice date  
(released 31/01/2013)



Month Vehicles Cost Family	Jan-12	feb-12	Dec-12	Total	%	vs FY-1 %
	144	142	174			
Rent	48,5	48,9	57,8	650,6	32,5%	26,8%
Fuel	27,6	28,7	38,9	418,8	20,9%	26,9%
Services & Maintenance	34,4	32,1	32,8	382,5	19,1%	2,9%
Toll	11,3	8,7	1,4	70,1	3,5%	-39,7%
Damage	6,5	3,8	0,2	38,3	1,9%	-8,8%
Prelease	3,8	4,6	1,7	34,5	1,7%	-93,0%
Refurbishment	2,9	1,8	3,4	33,7	1,7%	304,2%
Extra KM & Recalc	2,6	5,0	5,9	21,1	1,1%	-74,6%
Tyres	2,1	0,4	2,3	9,7	0,5%	-19,8%
Other	4,2	0,2	0,0	5,6	0,3%	1020,0%
Park	0,7	1,2	0,1	4,8	0,2%	194,2%
Fines	0,7	0,5	0,1	3,3	0,2%	-46,8%
Theft	0,0	0,0	0,0	0,5	0,0%	0,0%
Insurance	0,0	0,0	0,0	0,0	0,0%	0,0%
Fringe benefit impact	11,7	11,5	14,1	159,1	7,9%	20,8%
Driver contribution impact	-3,6	-3,6	-4,4	-49,8	-2,5%	18,4%
Non recoverable Vat	18,2	17,1	18,2	210,4	10,5%	26,9%
Expense notes (fleet related)	4,7	0,5	0,3	11,0	0,5%	12,0%
<b>Total</b>	<b>176</b>	<b>161</b>	<b>173</b>	<b>2.004</b>	<b>100%</b>	



# IL TCO DELLA MOBILITA'

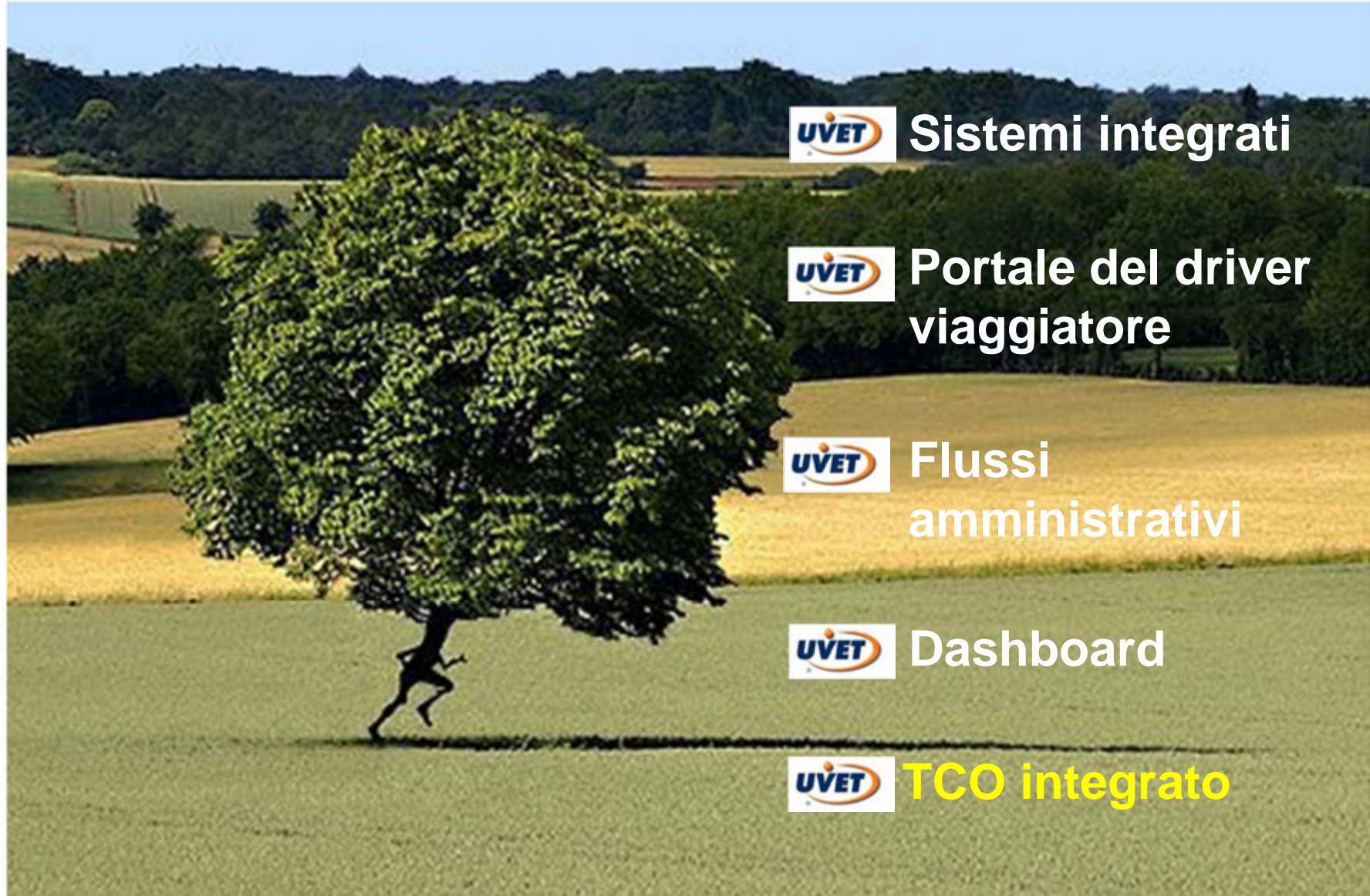






# GOVERNARE LA MOBILITY





 Sistemi integrati

 Portale del driver viaggiatore

 Flussi amministrativi

 Dashboard

 TCO integrato





Network hardware and  
 Server hardware and  
 Workstation hardware  
 Installation and integr  
 Purchasing research  
 Warranties and licens  
 License tracking - co  
 Migration expenses



**TKT THE FLEET MANAGEMENT**



Best attribution per invoice date

	Jan-12 144	Feb-12 142	Dec-12 174	Total	%	vs FY-1 %
Services & Maintenance	48.5	48.9	57.8	650.6	32.5%	26.8%
Toll	27.6	28.7	38.9	418.8	20.9%	26.9%
Damage	34.4	32.1	32.8	382.5	19.1%	2.9%
Prelease	11.3	8.7	1.4	70.1	3.5%	-39.7%
Refurbishment	6.5	3.8	0.2	38.3	1.9%	-8.6%
Extra KM & Recalc	2.1	0.4	1.7	34.5	1.7%	304.2%
Tyres	4.2	0.2	3.4	33.7	1.7%	-74.6%
Other	0.7	0.5	0.1	21.1	1.1%	-19.6%
Park	0.0	0.0	0.0	0.0	0.0%	0.0%
Fines	0.0	0.0	0.1	0.1	0.0%	0.0%
Theft	0.0	0.0	0.0	0.0	0.0%	0.0%
Insurance	11.7	11.5	-4.4	159.1	7.9%	194.2%
Fringe benefit impact	-3.6	17.1	0.3	210.4	10.5%	-46.6%
Driver contribution impact	18.2	0.5	0.0	11.0	0.5%	26.1%
Non recoverable Vat	4.7					
Expense notes (fleet related)				173	2.004	100%
<b>Total</b>	<b>176</b>	<b>161</b>	<b>173</b>	<b>2,004</b>	<b>100%</b>	

