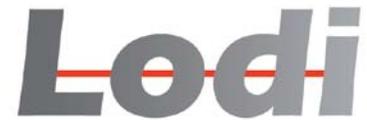


# Project



<b>Date</b>	Jan 07
<b>Type</b>	Fleet Management Consultancy
<b>Client/ Sponsor</b>	Bukkehave Corporation A/S, United Nations
<b>Requirement</b>	Vehicle Fleet Management and Maintenance Assessment
<b>Location</b>	South Sudan

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## Description

### Fleet Assessment

A Fleet Assessment in South Sudan for Bukkehave and United Nations. The project had 3 major objectives:

- Determine fleet management and vehicle maintenance standards of major Aid fleets, Oil company fleets and Ministry of Transport.
- Identify fleet and local service problems and quantify cost of poor maintenance.
- Assess the commercial viability of setting up a No Lemon dedicated fleet workshop in Juba supported by up to 3 satellite workshops in the north, East and West of the country.

### Background.

Bukkehave identified a potential opportunity for a commercial fleet workshop in South Sudan. The United Nations has identified a concern that poor fleet maintenance was having a detrimental impact on the aid effort in South Sudan and requested a comprehensive in-country fleet assessment.

Bukkehave contracted Lodi to carry out an assessment of a cross section of fleets, a commercial assessment of the viability of establishing a commercial workshop and to provide fleet management data to UN.

### **Key Factors**

Preparation and Communication were key aspects in delivering meaningful study and quality report. To ensure the assessment identified major problems and provided realistic solutions and achievable targets, Lodi incorporated the following critical elements in the 2 week study:

- Prior communication with the local fleet operators to ensure the study was locally supported
- Gathering of fleet information from Users prior to arrival to ensure effective preparation
- Adoption of a structured assessment process to ensure consistency and the collection of quality data

### **Result**

During 2 assessment visits in November 2006 and January 2007, Lodi carried out a detailed assessment of 22 major fleets in the government, aid and commercial sectors and visited the only service dealer in the city and several bush workshops to assess the quality and cost of services.

Meetings were arranged with 2 potential construction contractors, land agents, lawyers, banks and relevant government departments. Costs and other requirements for construction and set-up of the workshop were quantified. The draft business plan presented with the report included profit and loss projections

Demand from all sectors for a high quality workshop providing reliable and cost effective services was strong. A business case was presented with the report which identified significant profit potential, sustainable support for the local economy and community and potential for growth.

### **Benefit to organisation**

- At minimal cost to themselves, Bukkehave were provided with the data to make the best decision for the business
- Aid organisations were provided with data analysis which enabled them to make the right decisions to reduced maintenance costs improve fleet reliability.

Due to other commitments, a No Lemon workshop was not established in South Sudan in 2007. It remains a viable project for No Lemon or other potential investor