

# Is the wind of change blowing?

"Consolidation of services makes sense and it saves money...And whether it's by using a carrot or a stick, we are going to make it happen".



Governor Jennifer Granholm  
From her State of the State speech  
February 6, 2007

## DID YOU KNOW THAT:

The State of MI is facing an estimated \$850m budget shortfall, and a \$220 per student reduction in funding to local school districts has been proposed.

A Collaborative Service Model is available that was designed by regional transportation company to support school district value creation and cost reduction initiatives. It has been endorsed by State Education officials.

A Transportation Collaborative Service Model can accelerate cost savings.

A Transportation Collaborative Service Model can leverage transportation assets to generate new revenue.

This regional transportation company will limit its earnings to ensure maximum value is delivered to your school corporation.



**STUDENT*TRANS*® IS THAT COMPANY.**

## **STUDENT TRANS®** FOR STUDENT MOBILITY SERVICES

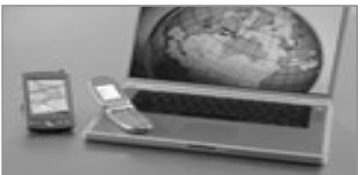
**STUDENT TRANS®** is a new company within the **Sodrel Transportation Group**, a leading regional transportation corporation. Each of its companies is a leader in its area and has contributed its relevant capabilities to ensure the design success of our program.



**Sodrel Logistics** and **Sodrel Truck Lines** are premier regional providers of freight transport services for government and corporate clients operating across Midwest with operations in Indianapolis, Jeffersonville, St. Louis and Cincinnati. The firm's focus is on meeting the needs of the small package shipper, such as Blockbuster Video, The GAP and Starbucks Coffee, offering same and next day service.



**FES Inc.** has been providing MOTORCOACH service to corporate and educational customers across North America and a leader in the transportation industry for more than four generations.



**Transportation Strategies** is a provider of mobile communication and data solutions in the Transportation Industry that delivers a voice, data and business solution in one package.

## Q: What's the concept?



## Short Answer: In 3 Parts

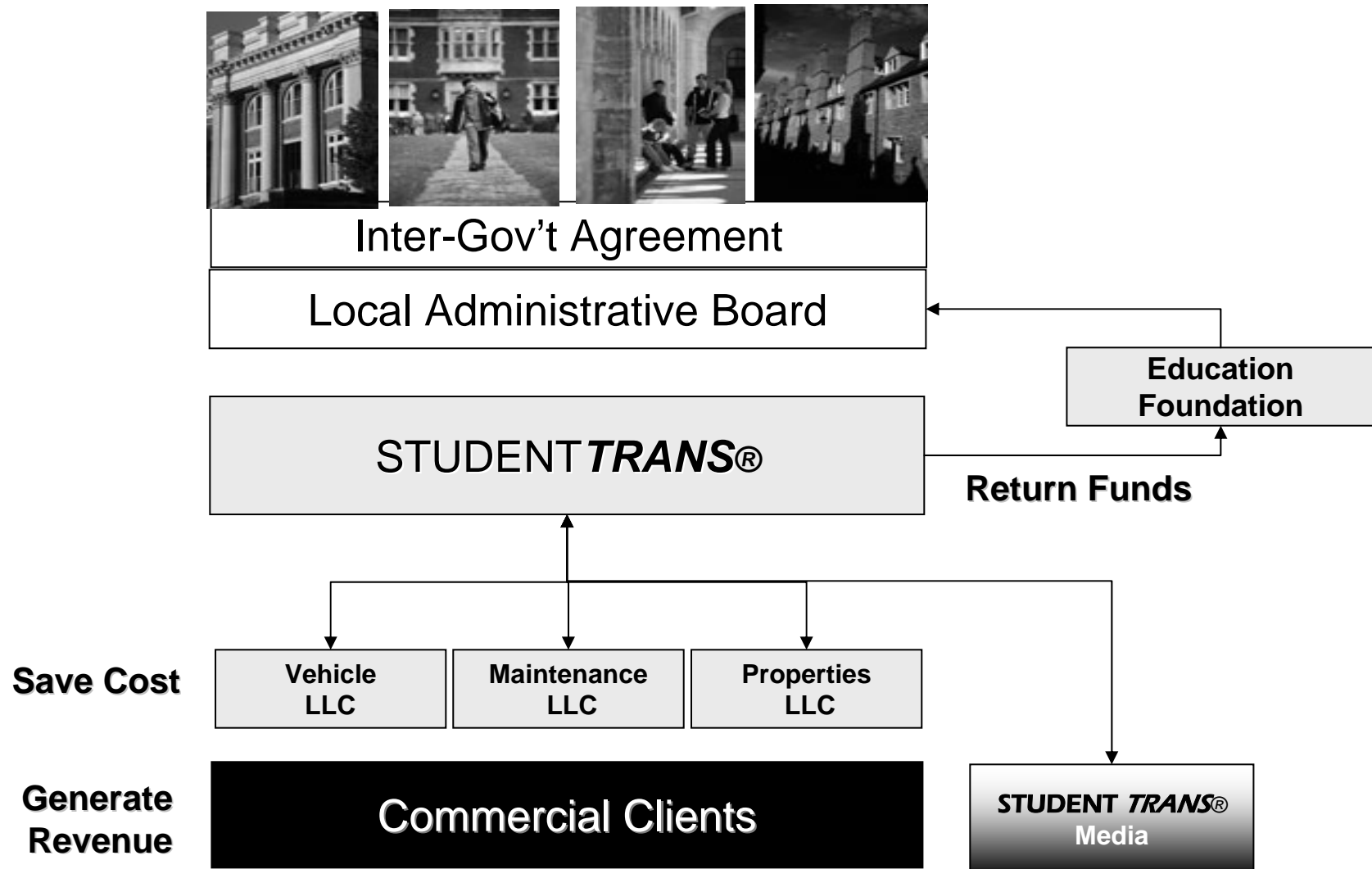
1. Formation of a company that services all transportation needs and limits its earnings to optimize students and school value and benefits
2. Development of a Collaborative Service Center to reduce costs
3. Leverage School assets and generate new revenue

STUDENT**TRANS**® offers a comprehensive program.

**Our program covers every aspect of student mobility and safety:**

- School, Sport Team, Field Trip & Event Transport
- Special Need Student Transport
- Pedestrian Student Services (crossing guards)
- Student Safety, Technology & Security
- Communication Services (routing, schedules, alert systems, GPS tracking..)
- Facility Management
- Fleet Purchasing, Quality, Safety & Operational Mgt.
- Tier 2 Vendor Management
- District, School, Student and Parent Relationship Mgt.
- Administrative Functions (Finance, HR, IT....)

# STUDENT *TRANS*® FOR STUDENT MOBILITY SERVICES



# STUDENT *TRANS*® FOR STUDENT MOBILITY SERVICES



Inter-Gov't Agreement

Local Administrative Board

Education  
Foundation

STUDENT *TRANS*®

Vehicle  
LLC

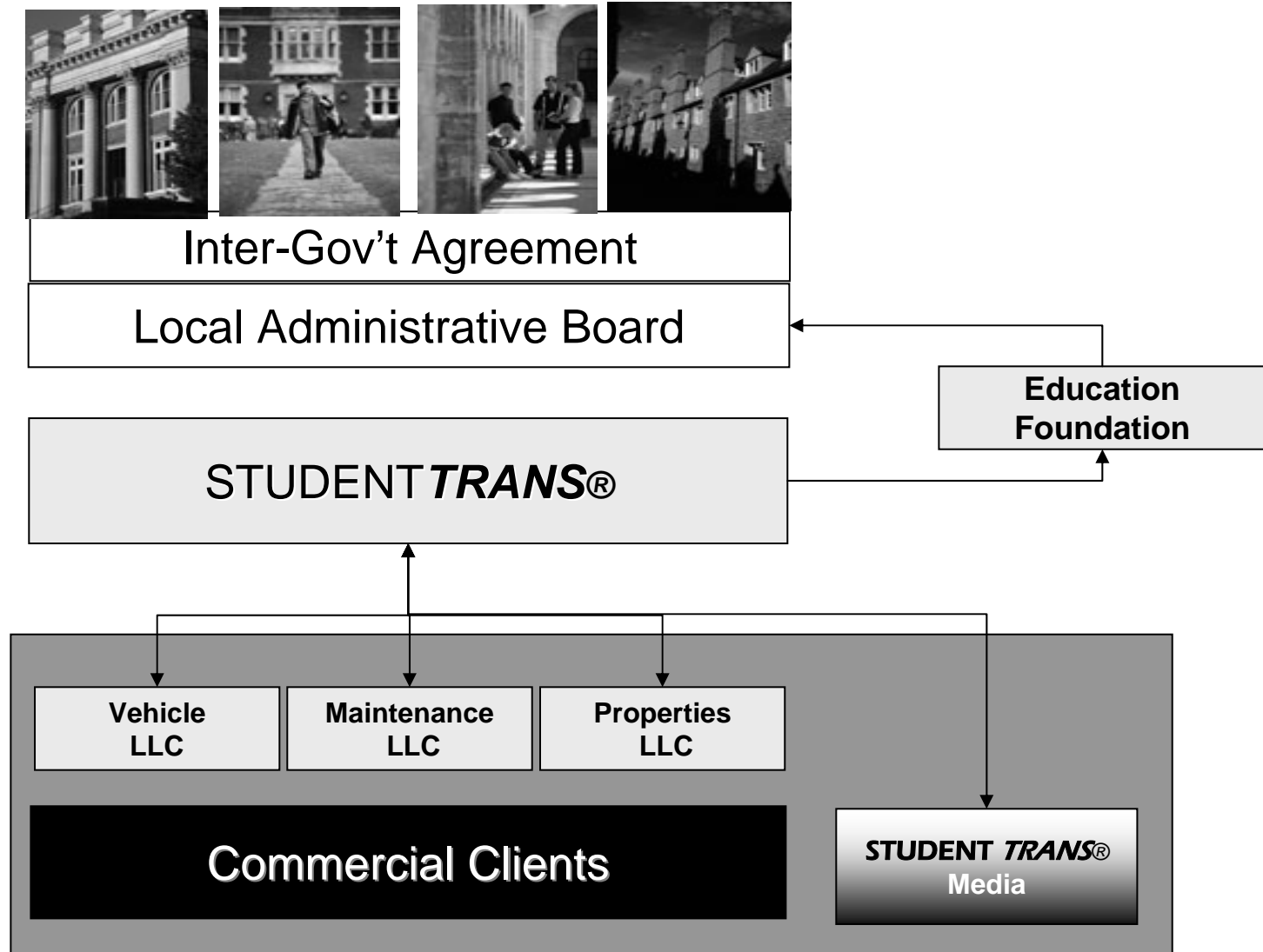
Maintenance  
LLC

Properties  
LLC

Commercial Clients

STUDENT *TRANS*®  
Media

Our focus  
today:





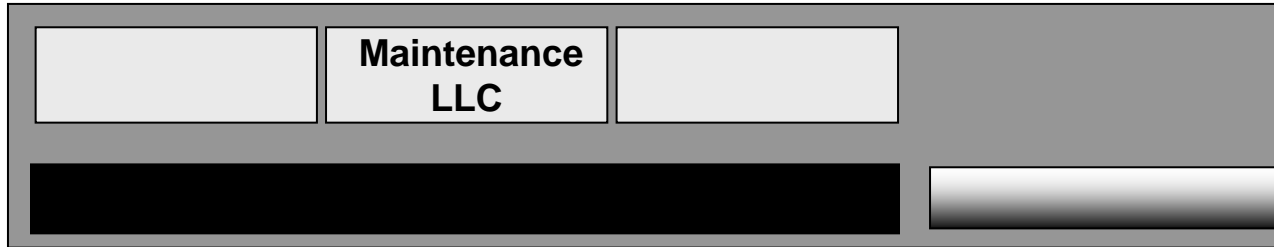
### Commercialization:

- Opportunities *i.e. summer camps*
- Pro's and Con's *i.e. increased driver revenue opportunity*
- Requirements *i.e. private ownership of buses*

### Cost Efficiencies:

- Opportunities *i.e. common vehicle*
- Pro's and Con's *i.e. lower parts and training cost*
- Requirements *i.e. Inter-district agreement*

What is required to achieve the opportunities?



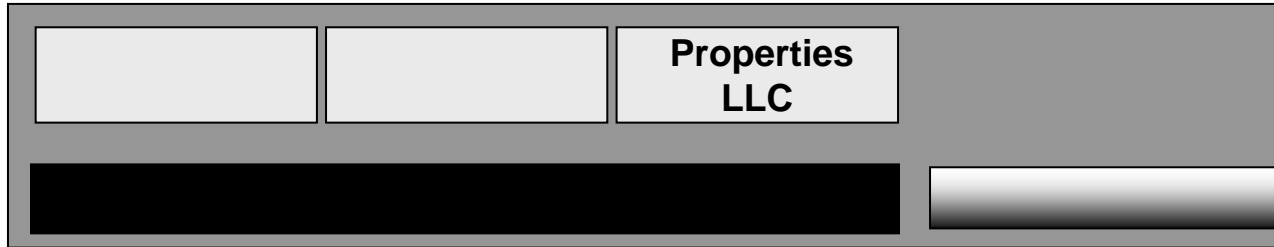
### Commercialization:

- Opportunities i.e. *servicing motor coaches*
- Pro's and Con's i.e. *increased year-round revenue opportunity*
- Requirements i.e. *private ownership of property*

### Cost Efficiencies:

- Opportunities i.e. *fuel purchasing*
- Pro's and Con's i.e. *lower cost*
- Requirements i.e. *vendor with national purchasing power*

What is required to achieve the opportunities?



### Commercialization:

- Opportunities i.e. *conversion to public storage facility*
- Pro's and Con's i.e. *increased revenue opportunity*
- Requirements i.e. *private ownership of land*

### Cost Efficiencies:

- Opportunities i.e. *Consolidate facilities*
- Pro's and Con's i.e. *Increased revenue opportunity*
- Requirements i.e. *Private ownership*

What is required to achieve the opportunities?



### Commercialization:

- Opportunities                    i.e. *Sponsored educational content*
- Pro's and Con's                i.e. *increased revenue*
- Requirements                 i.e. *State authorization of program*

### Cost Efficiencies:

Does not apply – new program

- Opportunities
- Pro's and Con's
- Requirements

What is required to achieve the opportunities?

**STUDENT TRANS** believes in doing everything possible to make your students as safe and secure as they can be. When it comes to safety, we will not compromise

**For our drivers:**

- *Extensive back ground checks to federal standards*
- *Rigorous Classroom Training*
- *Skip Pad Training for Every Driver*
- *Trained in Latest Communication Technology*
- *Trained to support the Safety of Pedestrian Students*

**In the area of Safety Technologies:**

- *All Buses will be GPS Monitored*
- *All Buses will have our ALERT System connected to Local Police*
- *Crossing Guards will have Radio Communication*

What would be on your safety program priorities?



# STUDENT*TRANS*®

## NEXT STEPS

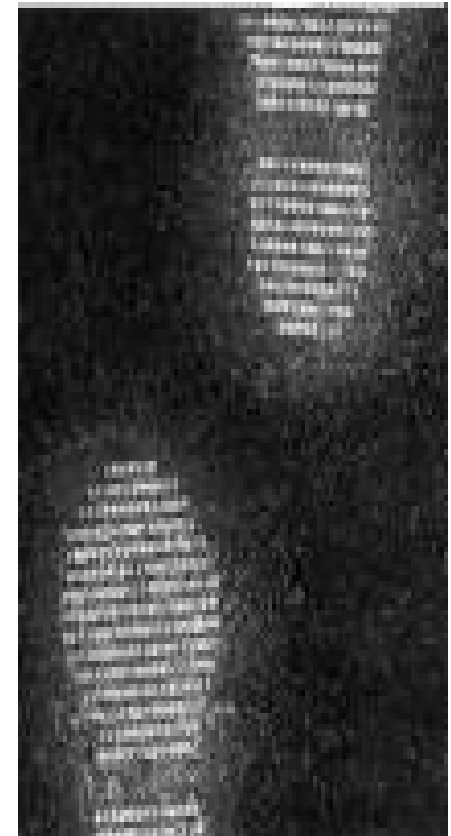
Governor's Office Approval

MDOE/MSBO Approval

ISD Endorsement

From Participating School Districts:

- Letters of Intent
- Due Diligence Effort
- Launch





At **STUDENT *TRANS***, our world revolves around the students.