

## **What's included in your Partnership with Enterprise?**

### **Account Team**

- ✓ Dedicated Account Manager, who meet with you 6-8 times per year – or as needed
- ✓ Responsible for executing the plan and the parameters that you put in place
- ✓ Partner with you to roll out implementation plan and schedule one-on-one driver meetings in your locations
- ✓ Account Manager tracks and analyzes your fleet, comparing it to the industry averages and benchmarking against fleets like yours
- ✓ Provide you timely recommendations and advice based on market trends to help you make the best decisions for your business
- ✓ Supported by a team of fleet coordinators who take care of the administrative functions and backed by experts in Vehicles Acquisitions, Incentives, License & Title, Insurance, Tax, Maintenance, Remarketing

### **Line of Credit**

- ✓ Establish single line of credit to match your growth and replacement needs
- ✓ Flexible options to manage growth and refinancing options
- ✓ Ability to capitalize aftermarket equipment in with cost of vehicle
- ✓ Credit decisions are made locally, taking your business into consideration and your plans for future needs/growth

### **Acquisition**

#### **General**

- ✓ Negotiate directly with manufacturer to maximize incentive programs (identified Orland based dealer for this function)
- ✓ Negotiate pricing with dealers for out of stock purchases (identified Orland based dealer for this function)
- ✓ Locate dealers that can handle volume or secure allocation (identified Orland based dealer for this function)
- ✓ Track vehicle orders
- ✓ Order and schedule installation of window tint and all aftermarket equipment prior to delivery
- ✓ Store vehicles, at no charge, in a garaged facility until ready for delivery
- ✓ Vehicle is inspected at the dealer by Enterprise employees to ensure vehicle is in top quality
- ✓ Initial temp tag/plate transfer paperwork is processed and sent to the state.
- ✓ Coordinate insurance and request insurance ID card for vehicles at time of delivery.
- ✓ Experts on staff to discuss vehicle choices and factory ordering benefits, to help save money

#### **Accounting/Reporting**

- ✓ All dealer documentation/interaction is prepared/completed by Enterprise, no matter where vehicles are needed in the future
- ✓ Secure vehicles with down-payment to dealer, if required, at no hassle to customer

- ✓ Collect billing and coordinate payment to dealers for vehicle acquisition
- ✓ Collect billing and coordinate payment of after-market invoices
- ✓ Enterprise renders all vehicles for property taxes, negotiates values, receives and tracks the bills, and processes payment.
- ✓ Track expenses by vehicle, which can be pulled on website by total, region, location, or vehicle.

## ✓ **License and Title**

- ✓ Apply for all titles and plates for all states regardless of garaging location
- ✓ Track and monitor temp tags
- ✓ Renew all plates or registration stickers annually
- ✓ Handle all license and title paperwork for state to state transfers

## ✓ **Vehicle Life**

### ✓ **Billing**

- ✓ One monthly payment to Enterprise
  - Avoid cutting checks to each dealership for each transaction.
  - Avoid cutting annual checks for property tax per vehicle
  - Avoid cutting checks to service facilities or reimbursement checks to employees.
  - Avoid cutting checks for registration or reimbursement to employees.
- ✓ Consolidated billing allows Enterprise to quickly code invoice for payment for proper expense recognition and expense reporting.
- ✓ One point of contact to answer all billing related questions

### ✓ **Tracking/Reporting**

- ✓ Tracking system for current license plates
- ✓ Online access for reporting and service requests and email notification when updated report/statement is ready
  - Billing statements
  - Maintenance Reports
  - Vehicles on order status
  - Lease, license, and maintenance reminders

## ✓ **Disposal**

- ✓ Over 1200 employees on the ground selling vehicles on behalf of our customers
- ✓ Averaging 115% auction sales
- ✓ Stop billing immediately; no interim rent charges while vehicles are being sold.
- ✓ No additional fees for reconditioning, transport or auction fees billed back on invoice.
- ✓ Coordinate pickup and transport of vehicles to be sold
- ✓ Transport vehicle to a saleable lot if needed
- ✓ Individually appraise and evaluate all units
- ✓ Market unit to our buyers
  - Over 70 potential buyers that see our inventory every day
  - Access to the auto auctions that the average consumer cannot have access to

- E-mail lists out across the city to regional rental remarketing lots – maximizing exposure of all units to franchise buyers
  - Make physical sales calls to buyers lots to build relationships
  - Professional negotiating skills
- ✓ Wholesale vehicle, perform assignment of titles and mailing of the titles.
- ✓ Manage the title transfer process
- ✓ Manage the paperwork required by the state for a car sale
- ✓ Able to maximize sellers value with readily available reconditioning options
- ✓ Manage the collections of funds
- ✓ Reconcile vehicle cost and paperwork, then bill or refund customer.
- ✓ No after sale hassles or disagreements
- ✓ Facilitate employee purchase options on behalf of company is an option

✓ **Optional Programs:**

✓ **Full Maintenance (Optional Program) Monthly Costs Varies By Vehicle and Annual Mileage**

- ✓ All preventative maintenance and repairs included including an additional set of tires and brakes
- ✓ Fixed monthly cost throughout lease term or 100,000 miles
- ✓ No out-of-network fees
- ✓ Roadside assistance available for drivers 24 hours a day/7 days a week.
- ✓ No surprise maintenance costs
- ✓ Maintenance reminders and smart phone app provided

✓ **Maintenance Management (Optional Program) \$6 Per Month Per Card**

- ✓ Maintenance costs are challenged and approved, invoices are audited and costs are tracked throughout vehicle life cycle.
- ✓ Allow the option to fix and budget your maintenance/repair costs over the life of the vehicle
- ✓ Enterprise provides the driver with over 65,000 service facilities to assure standardized pricing, reduced driver downtime, and warranty assistance.
- ✓ Easy for shops to get setup on our program by answering a couple quick questions.
- ✓ Pay shops over the phone by credit card to make it easier for your drivers to get back on the road.
- ✓ No out-of-network fees
- ✓ Accessibility to National Service Department, with 52 full-time technicians, for maintenance concerns
- ✓ Glass replacement division to assist drivers with onsite glass repairs or replacements
- ✓ Roadside assistance available for drivers 24 hours a day/7 days a week.
- ✓ Hard to find parts can be located through our national parts locator and can be shipped overnight to reduce driver downtime
- ✓ Aspects of vehicle life reporting including Fleet Replacement Schedule, Cycling Analysis and Holding Cost Analysis
- ✓ Vehicle/Fleet Expert Consulting available always to answer customer and driver questions

✓ **Fuel Management (Optional Program) \$0.00 Per Month Per Card**

- ✓ Branded program through WEX
- ✓ Universal fuel card, accepted in 99% locations across the US
- ✓ Discount structure available
- ✓ \$0.05/gallon rebate at all Exxon/Mobil stations
- ✓ Custom reporting, with exception reporting, purchase alerts, and other security options
- ✓ Analysis included in client reviews