

# State of Oregon Rental Car Price Agreement

2014



 DRIVE ALLIANCE™ PARTNERS

# Agenda

- Introduction
- Company / Industry Overview
- Benefits of National and Enterprise
- State of Oregon/ORCPP Program Summary
- Q&A

# Company / Industry Overview

# About Our Company



**\$16.4 billion**  
in annual revenue



**80,000**  
employees



**1.4 million**  
vehicles



**8,100**  
neighborhood and  
airport locations



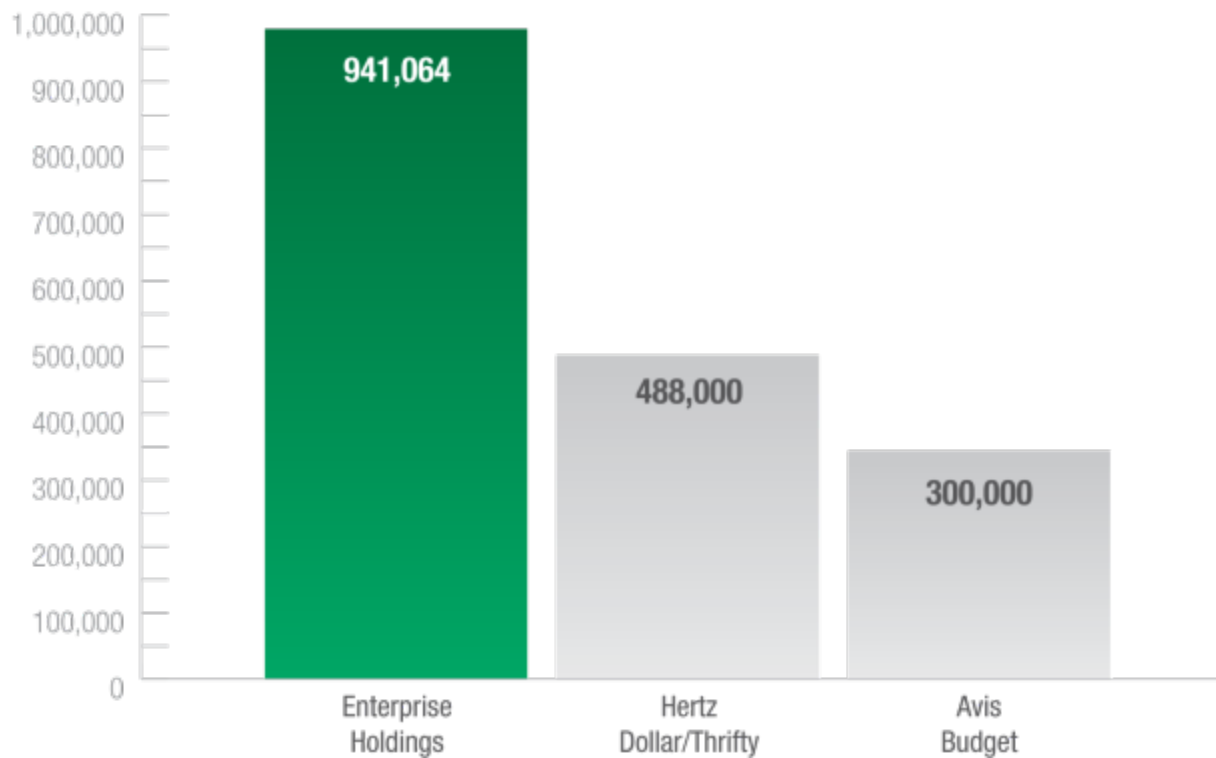
**Ranked #15**  
on Forbes list of America's  
Largest Private Companies



**BBB+, Baa1**  
Only U.S. investment-grade  
car rental company

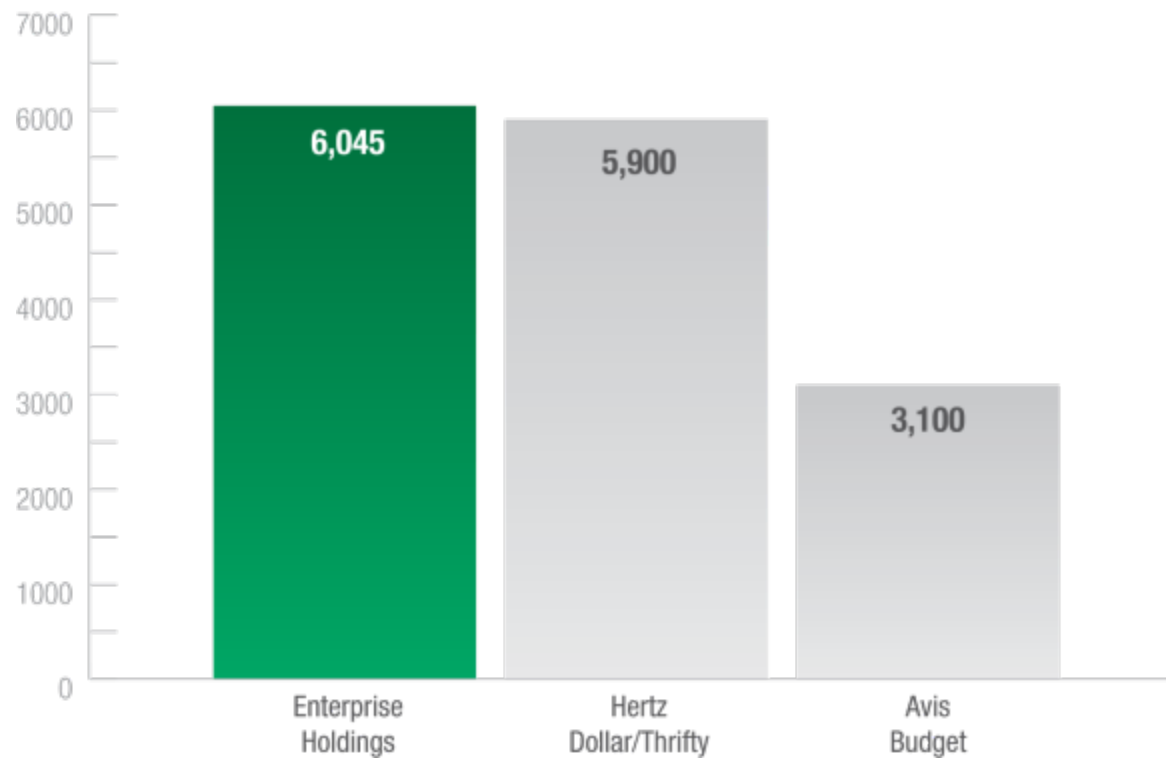
# US Fleet

- A larger fleet than all of our major competitors combined



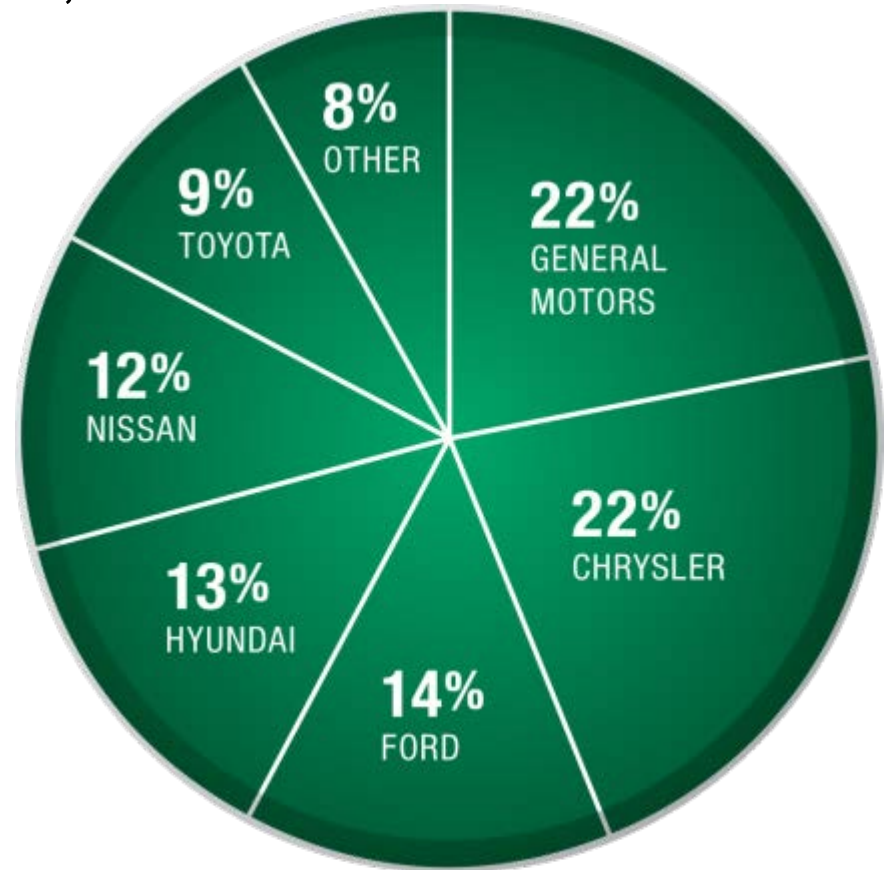
# US Locations

- More locations than any of our major competitors



# About Our Fleet

- Shared fleet among brands, allowing for greater flexibility



# Customer Service

## EXECUTIVETRAVEL

# Best Rental Car Overall & Best Rental Car Company Loyalty Program



**Best**  
Car Rental Company  
in North America



**Best**  
Rental Car  
Company



**Best**  
Car Rental Company  
in the World



# Enterprise Holdings Overview

- Revenue & Sales Summary Client Base
  - We have agreements with:
    - More than 70% of the Fortune 500 companies
    - 80% of the BTN Top 100 companies



Bayer



The WALT DISNEY Company



SIEMENS



FedEx

ExxonMobil



Cargill



INTERNATIONAL PAPER

3M

Raytheon

Johnson Controls

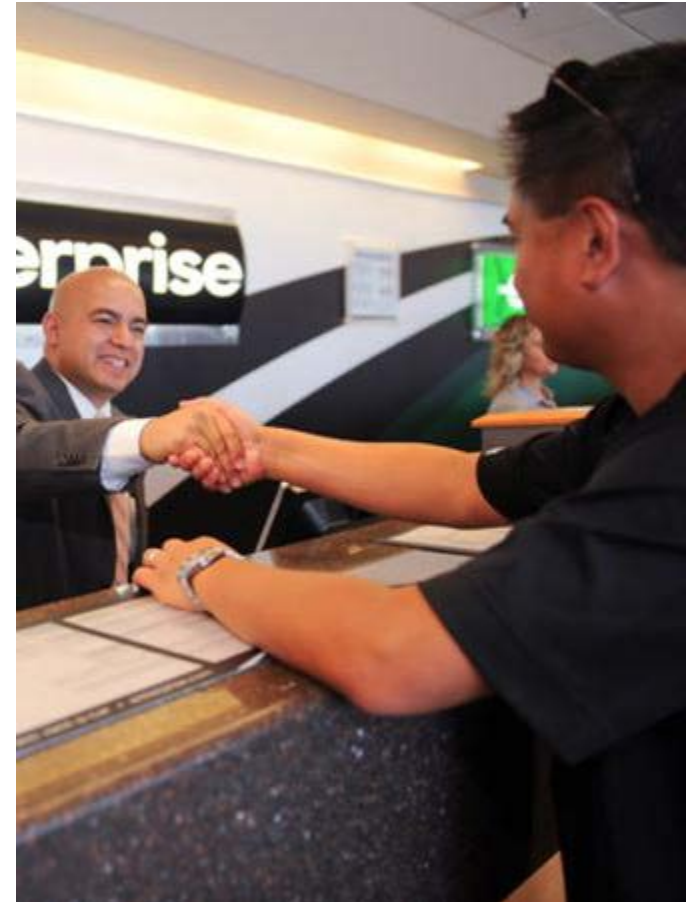


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# Benefits of National and Enterprise

# Benefits: Enterprise and National

- Savings
  - Special State of Oregon rates
  - Mileage reimbursement alternative
  - Long-term rental discounts
- Convenience
  - More than 6,045 locations in US within 15 miles of 90 percent of the population
  - Free pick-up from the office or home
- Options
  - Pickup trucks, cargo vans, etc.



# Emerald Club Benefits

## Travel/Purchasing Manager:

- Midsize compliance
- Free choice
- Policy compliance
- Hardcoded profile
- Increase adoption %
- Traveler control
- Employee satisfaction
- Frequent flyer tax avoidance

## Traveler:

- Vehicle choice
- Counter bypass
- Fast and efficient
- Free upgrades
- Satellite radio
- Drop & Go<sup>SM</sup>
- Emailed receipts
- Arrival and return alerts

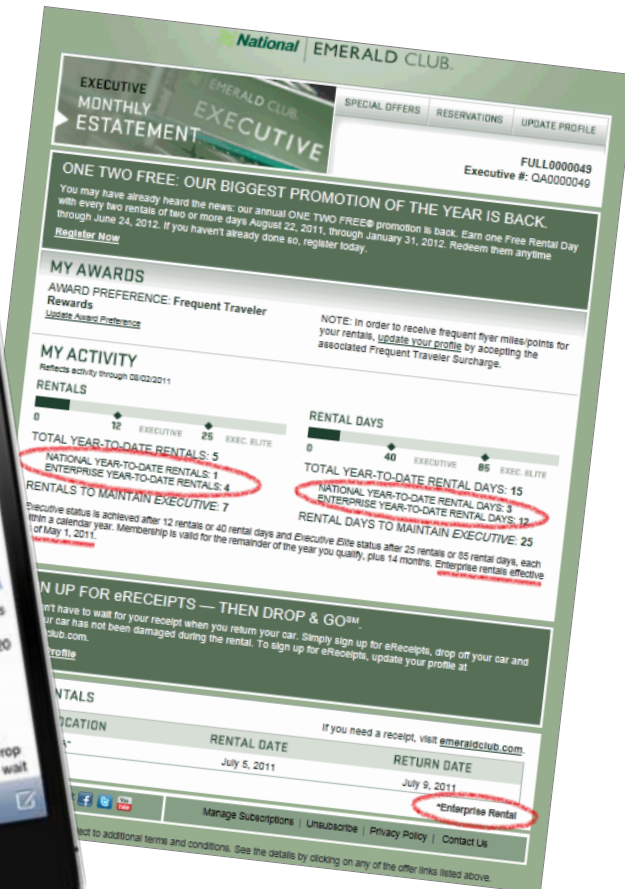
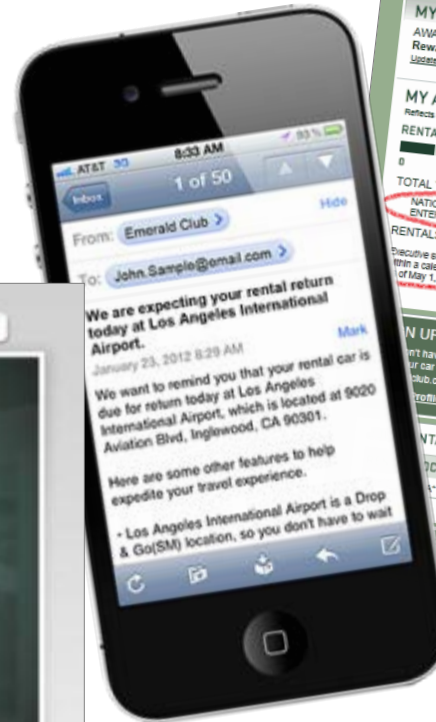
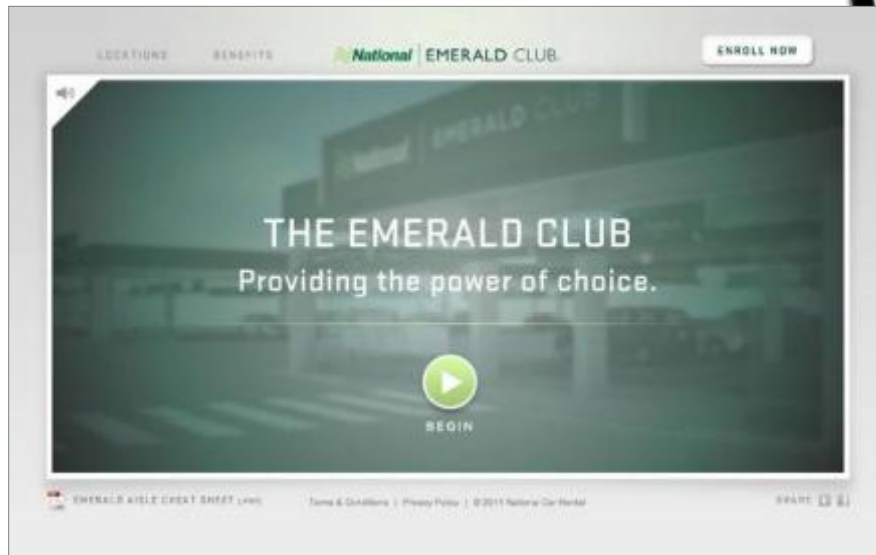
Recognized at more than 6,500 locations

# Emerald Aisle: 3 Easy Steps

- 1.** Reserve and Pay for a Midsize
- 2.** Bypass the Counter
- 3.** Choose any Car

# Emerald Club Member Communications

- Communications Preference Center
- Personalized e-statements
- Arrival Alerts
- Return Alerts
- Emerald Aisle Microsite



# National Car Rental Mobile App

This revolutionary app provides a singular point of contact to manage your rentals from reservation to return with features that allow you to:

- Manage your Emerald Club profile
- Track your trip
- Choose a vehicle from the Virtual Aisle



# State of Oregon Rental Program Summary



# Current Enterprise Holdings State Account

- **139 State Agencies**
- **69 ORCPP Member Affiliates**
- **8 High Education Members**

# Base Rental Rates 2014 (30 Days Or Less)

Class	Daily Rate	Weekly	1 Month
Economy/Compact	31.15	155.75	623.00
Intermediate/Standard	33.04	165.20	660.80
Full-size	35.62	178.10	712.40
Standard Hybrid	47.14	235.70	942.80
Premium/Luxury	59.01	295.05	1180.20
Mini Van	53.47	267.35	1069.40
Medium SUV	54.51	272.55	1090.20
Large SUV	84.22	421.10	1684.40
Small Pick-Up	48.66	243.30	973.20
Half Ton Pick-Up	52.80	264.00	1056.00
Half Ton Cargo Van	42.86	214.30	857.20
12 Passenger Van	100.42	502.10	2008.40

# Long Term Rental Rates 2014 (31+ Days)

Class	31-90 Days	91-160 Days	161+ Days
Economy/Compact	20.77	19.73	19.10
Intermediate/Standard	21.95	21.54	20.71
Full-size	23.75	22.67	22.15
Standard Hybrid	31.42	29.86	28.91
Premium/Luxury	38.82	37.26	36.23
Mini Van	35.20	34.16	33.12
Medium SUV (5 Pass)	35.20	34.16	33.13
Large SUV (7-8 Pass)	55.17	52.41	50.76
Small Pick-Up	32.09	30.54	29.51
Half Ton Pick-Up	34.68	33.13	32.09
Half Ton Cargo Van	27.95	26.66	25.88
12 Passenger Van	65.66	62.36	60.39

➤ **ADDITIONAL INFORMATION BEFORE YOU RENT LONG TERM**

To request a rental under the State of Oregon long term rates please e-mail [Clinton.D.Fulcher@ehi.com](mailto:Clinton.D.Fulcher@ehi.com) .

# Terms & Conditions

- **Young Renter:** Minimum rental age is 18 for travelers renting vehicles for official business purposes. No additional charges will be assessed for youthful drivers.
  - \*\* Minimum 21 years or older for vehicles with a total capacity of 10 or more people.
- **Mileage:** All vehicle classes include unlimited free miles as long as the vehicle does not leave the U.S.
- **One-Way Rentals:**
  - One-way rentals 500 miles or less incur no additional charges.
  - For one-ways 501 miles a \$125.00 drop fee will be added to the rates.
  - One-ways are available online at National Car Rental.
  - For one-ways through Enterprise, please call the renting branch directly to determine availability.
- **Exclusions:** Base Rental Rates do not include applicable taxes, surcharges, refueling, or delivery charges.

# Driver Protection Products

- **Damage Waiver (DW):** Full coverage with \$0.00 deductible included in rates listed.
- **Liability:** 1,000,000.00 CSL INCLUDED IN RATES LISTED.

# Geographic Surcharges

\$6.06	<b>CALIFORNIA:</b> Los Angeles Metro, San Diego Metro, San Francisco Metro, Oakland Metro, Sacramento Metro, Riverside Metro, San Bernardino Metro <b>TEXAS:</b> Midland Metro, Lubbock Metro, Austin Metro, College Station Metro, Houston Metro, Dallas/Ft Worth Metro, San Antonio Metro, Brownsville/Corpus Christi Metro
\$7.07	<b>VERMONT:</b> Burlington Metro, <b>NEW YORK:</b> Albany Metro
\$10.10	<b>ALASKA:</b> Fairbanks, Anchorage, Juneau
\$15.15	<b>NEW YORK:</b> Long Island Metro, Westchester Metro, Newark Metro
\$23.23	<b>NEW YORK:</b> New York City Metro

# Enterprise Contacts

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# Q & A