

# WELCOME STATE OF IDAHO TO THE BUSINESS RENTAL PROGRAM



# AGENDA

Introductions

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Company Overview

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Program Benefits/Program Costs

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Billing options

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How to book a Rental

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Benefits of National

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Q&A

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# Introductions

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# THE POWER OF THE BRANDS

**2**  
Million  
World Wide

## VEHICLES

U.S. Fleet



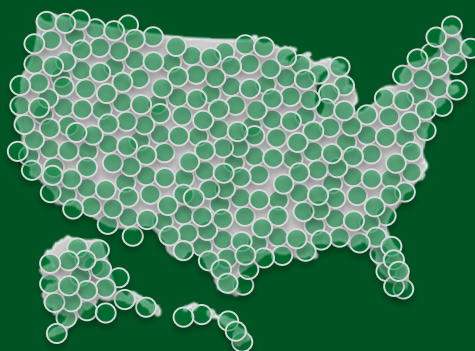
Enterprise  
Holdings

506,200\*  
Hertz  
Dollar/Thrifty

365,000\*\*  
Avis  
Budget

**10,000**  
World Wide

## LOCATIONS



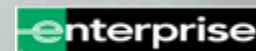
**\$24.1**  
Billion

## REVENUE



Source: Auto Rental News – Fact Book 2019

\*ARN estimate





Preferred  
Car Rental  
Brand



Best Car Rental  
Company in  
North America



No.1  
Car Rental  
Agency



# TWO BRANDS TO MEET ANY NEED

One Loyalty Program Covering Both



## Premium On-Airport and Business Center Solutions

- Speed
- Choice
- Recognition
- Travel Policy Compliance
- Innovation
- Emerald Aisle
- Premier Selection
- Priority Service



## Total Transportation Solution

- "We'll Pick You Up"
- High-Touch Personal Service
- Adaptable Solutions
- Travel Policy Compliance
- Mileage Reimbursement Solutions
- Neighborhood Convenience

Recognized at major airports worldwide

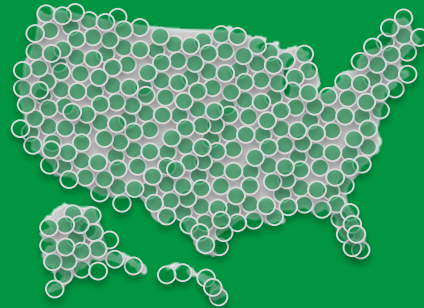


# Fee and Cost Reduction



## SAVINGS

- NASPO Agreement
- Mileage reimbursement alternative
- Elimination of Airport fees with Home-City network
- Weekly and Monthly Discounted Rates



## CONVENIENCE

- Over 7,700 locations in North America
- 25 locations in Idaho
- 90% of customers are within 15 miles of a location
- Free pick-up from the office or home



## OPTIONS

- Truck
- Commute (Vanpool)
- Car Sales
- Fleet Management

## Benefits of the State of Idaho Program

- Competitive Set Rates for all car classes
- Weekly and Monthly discounted rates
- Unlimited Mileage
- Full coverage
  - CDW to cover rental up to a total loss
  - SLP to cover third party liability up to \$1M
- Minimum Age of 18 (young driver fees waived)
- Additional driver fees waived
- No additional fees for same-state one way rentals!
- **Save on taxes and fees by renting at non-airport locations (9 non-airport locations in Treasure Valley)**

# PROPOSAL BACKGROUND: TOTAL COST SOLUTION

# 100%

Agreement Compliance



No blackouts  
No Energy Recoupment fee  
No fees for late returns, no-show or rental extension



Pay mid-size rate  
Free choice upgrades

Skip the counter  
Pick any car



**HOME CITY NETWORK**

Cut long-term rental costs  
Avoid airport taxes/fees  
Mileage reimbursement costs

Eliminate Frequent  
Flyer Fee



Lowest standard refuel fee

# Billing Options

## Enterprise and National offers two types of Billing

### Option 1 – Credit Card Account:

- Credit Card account will allow you to have your Dept/Entity's credit card hidden on file to pay for employees' rentals.
- Reservations are made by using your assigned account and billing numbers linked to your credit card.
- The individual renting the vehicle will only need to provide a valid driver's license at the time of rental.
- Once the car has been returned, the hidden credit card will be charged, and a receipt will automatically be sent to your email address.

# Billing Options Cont.

## **Option 2 – Direct Bill Account:**

- Direct Bill account will allow your Dept/Entity to receive a monthly statement for all rental invoices.
- Reservations are made by using your account and billing numbers.
- The individual renting the vehicle will only need to provide a valid driver's license at the time of rental.
- A consolidated invoice will be generated monthly with all detailed charges of rentals with a total amount due.
- Payment is expected within 30 days of invoice.

# How to Book with Enterprise



Rent

Buy

Share

Learn

## START A RESERVATION

[OR VIEW / MODIFY / CANCEL](#)

### LOCATION

Enter a ZIP code, city, airport, rail station or port, then select from the dropdown

☐ Return to a different location

[↗ Use my current location](#)

### PICK-UP

05 Dec 2015 12 :00 PM

### RETURN

06 Dec 2015 12 :00 PM

### RENTER AGE

25+

Promotion Code or Account Number (Optional)

**CONTINUE**

1. Enter trip parameters (Location, Pick-up and Return Date and Time)
2. Account Number: Enter your unique corporate discount number
3. Select "Continue"

1. RENTAL DETAILS ✓

Jan 13 to Jan 21



2. PICK-UP & RETURN ✓

Honolulu International Airport



3. VEHICLE

Select Vehicle Class

## CHOOSE A VEHICLE CLASS

Vehicles sorted by price. Prices shown include taxes and fees

### Economy

Kia Rio or similar

AUTOMATIC

[Details](#)



PAY LATER

### Compact

Nissan Versa Note or similar

AUTOMATIC

[Details](#)



PAY LATER

# How to Book with Enterprise cont.

4. Select your desired car class

## Add Extras

5. You may then select any additional products. If you do not need to add anything, simply click "continue to review"

## Review and Reserve

### Renter Details

All fields are required except those marked optional

RESERVE NOW

#### CONTACT DETAILS

First Name

Last Name

Phone Number

Email Address

☒ Sign up for Enterprise Email Specials

By selecting this checkbox you are confirming that you would like to receive email promotions and offers from Enterprise. You can unsubscribe at any time by using the links provided in the emails. [View our Privacy Policy](#)

#### CONFIRM TRIP PURPOSE

Your account is associated with "company". Are you traveling on behalf of "company" for this rental?

☐ Yes

☐ No

6. Now enter travelers' information

7. Next, select if this is a rental related to your company. If not, check "no" and

8. If "yes", select whether or not this should be billed to your company.

9. You may then pay with a credit card upon arrival, or enter the billing number.

☒ Enter Billing Number

## Welcome to the Trip Optimizer

Please use this trip optimizer to determine the most cost effective travel solution.

### Input Values

All fields required

1. Distance to be Traveled:

300 Miles

2. Total Days in Trip:

2

3. Car Rental Daily Rate: \*

45.00 USD

4. Cost of Fuel:

2.19 Gal.

5. Reimbursement Rate:

.54 USD / Miles

6. Rental Car Fuel Usage:

28 Miles / Gal.

Reset Calculator

Calculate Results ▶

\* Actual rate may vary. Additional taxes, surcharges etc. may apply

Renting a car will save you \$ 48.54 USD




Employee's Vehicle		Rental Vehicle 	
Reimbursement:	\$ 162.00 USD	Vehicle Rental:	\$ 90.00 USD
		Refueling:	\$ 23.46 USD
		Cost of Rental:	\$ 113.46 USD

## RENTING VS. MILEAGE REIMBURSEMENT

- Lower cost per mile & improved bottom line
  - Reduced liability expenses
  - Higher employee satisfaction
  - Efficiency with a safe new car
  - Consistent correct company image
- # Let Enterprise conduct a free cost analysis for your department or agency!



# DEDICATED TO BUSINESS TRAVELERS

- 
- A man in a dark suit and white shirt is smiling and looking down. He is standing in front of a green sign that reads "National" with the Emerald Club logo. Above the "National" sign, there is a smaller sign that says "EMERALD CLUB" and "AISLE".
- Fast, frictionless rental process
  - Choose their own car
  - Customize their rental preferences and rewards
  - Earn Emerald Club rental credits at participating Enterprise Rent-A-Car locations\*
  - Assurance National is where they want, when they want

\* Available at select locations only. Expedited counter service available at all other locations.

A woman with long brown hair, wearing a light blue button-down shirt, a grey blazer, and a tan skirt, stands in front of a National car rental station. The station has a green roof with the 'National' logo. The background shows a parking lot with several cars under a clear blue sky.

1

Reserve and pay  
for a midsize

2

Bypass the  
counter

3

Choose any car

# EMERALD CLUB MEMBERSHIP

 <p>EMERALD CLUB.</p> <p><b>EMERALD CLUB</b> AISLE SERVICE</p> <p>SAMPLE A. SAMPLE 999999999</p> <p>MEMBER SINCE 2008</p>	 <p>EMERALD CLUB.</p> <p><b>EXECUTIVE</b></p> <p>SAMPLE A. SAMPLE 999999999</p> <p>MEMBER SINCE 2008</p>	 <p>EMERALD CLUB.</p> <p><b>EXECUTIVE</b> ELITE</p> <p>SAMPLE A. SAMPLE 999999999</p> <p>MEMBER SINCE 2008</p>
<ul style="list-style-type: none"><li>• Free for every traveler</li><li>• 0-11 rentals or 0-39 days</li><li>• Bypass the counter, choose your own car</li><li>• Automatic upgrades, no blackout dates</li><li>• Drop &amp; Go<sup>SM</sup> car return</li></ul>	<ul style="list-style-type: none"><li>• Earned membership</li><li>• 12-24 rentals or 40-84 days</li><li>• Executive selection</li><li>• Guaranteed upgrade</li></ul>	<ul style="list-style-type: none"><li>• Earned or invited membership</li><li>• 25+ rentals or 85+ days</li><li>• Guaranteed upgrade</li><li>• Guaranteed car with 24-hour notice</li></ul>

FBO DELIVERY FOR ALL LEVELS

# Q&A

