

Welcome to Enterprise and National

Enterprise Rent-A-Car and National Car Rental have been selected as a preferred provider for car rental services for State of Arizona business travelers.

To make a reservation or generate a quote, click on the reservation box below or enter Account Number XZ50755 on either brand's website to receive all the terms and conditions of your contract.

If you wish for your rental to be direct billed, please contact your department head for your billing number. If your department does not have a billing number, please reach out to Jodi or Suzanne. Their contact information can be found at the bottom of the page.

Make a
Reservation or
Generate a Quote

Enroll in
Emerald Club

Two Brands. One Loyalty Club.
One Great Business Solution.

Enterprise:
Total Transportation Solution



National:
Premium On-Airport Solution

If you have specific questions relating to the State of Arizona's contract for Vehicle Rental Services, please reach out to account managers Jodi Terbush and Suzanne St. Aubin. Jodi can be reached by email at Jodi.C.Terbush@ehi.com or by phone at 602-818-1858. Suzanne can be reached by email at Suzanne.I.StAubin@ehi.com or by phone at 480-785-4336. Emerald Club member services may be reached at 800-962-7070.



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National Car Rental and the "flag" are trademarks of Vanguard Trademark Holdings USA LLC.
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BPM000850 Vehicle Rental Services Rate Sheet - ATTACHMENT 4

Offeror Name: **Enterprise in Arizona Only**

(all rates shall include unlimited mileage)

			See Section 3.6 of the Scope of Work for Rate Definitions.			
Vehicle Category	Vehicle Type(s) Included (Use a new line for each Type with each Vehicle Class)	Vehicle Make and Model(s) Included (Use a new line for each Make and Model included)	Statewide Daily Rate (24 hours)	Statewide Weekly Rate 7 days	Statewide Monthly Rate 31 days	Long Term Daily Rate (Over 31 Days)
ECAR	Economy	Mitsubishi Mirageor similar	\$34.00	\$204.00	\$680.00	\$22.67
CCAR	Compact	Nissan Versa or similar	\$34.00	\$204.00	\$680.00	\$22.67
ICAR	Intermediate	Hyundai Elantra or similar	\$36.00	\$216.00	\$720.00	\$24.00
SCAR	Standard	Volkswagen Jetta or similar	\$36.00	\$216.00	\$720.00	\$24.00
FCAR	Fullsize	Ford Fusion or similar	\$38.50	\$231.00	\$770.00	\$25.67
IFAR	Intermediate SUV	Toyota Rav 4 or similar	\$56.00	\$336.00	\$1,120.00	\$37.33
SFAR	Medium SUV	Nissan Pathfinder or similar	\$59.00	\$354.00	\$1,180.00	\$39.33
FFAR	Large SUV	Ford Expedition or similar	\$84.00	\$504.00	\$1,680.00	\$56.00
MVAR	Minivan	Dodge Grand Caravan or similar	\$54.00	\$324.00	\$1,080.00	\$36.00
RVAR	12-Passenger Van	Chevrolet Express or similar	\$110.00	\$660.00	\$2,200.00	\$73.33
FVAR	15-Passenger Van	Ford Econoline or similar	\$110.00	\$660.00	\$2,200.00	\$73.33
SPAR	Small Pickup	Nissan Frontier or similar	\$54.00	\$324.00	\$1,080.00	\$36.00
PPAR	Large Pickup	Ford F150 or similar	\$57.00	\$342.00	\$1,140.00	\$38.00
SKAR	Cargo Van	Chevrolet Express or similar	\$63.00	\$378.00	\$1,260.00	\$42.00
SCAH	Standard Hybrid	Ford Fusion Hybrid or similar	\$52.00	\$312.00	\$1,040.00	\$34.67
FCAH	Fullsize Hybrid	Nissan Altima or similar	\$54.00	\$324.00	\$1,080.00	\$36.00
SFAH	SUV Hybrid	Ford Escape or similar	\$63.00	\$378.00	\$1,260.00	\$42.00
DCUT	15 FT CUTAWAY	Ford E350 or similar	\$95.00	\$570.00	\$1,900.00	\$63.33
DBOX	16 FT BOX	Isuzu NPR or similar	\$105.00	\$630.00	\$2,100.00	\$70.00
GBOX	26 FT BOX	Freightliner or similar	\$120.00	\$720.00	\$2,400.00	\$80.00
FSTK	24 FT STAKE	Freightliner or similar	\$120.00	\$720.00	\$2,400.00	\$80.00
OQAR*	HD 4WD P/UP	Dodge Ram 2500 or similar	\$92.00	\$552.00	\$1,840.00	\$61.33
RKAR*	REG LENGTH CARGO VAN	Ford Transit or similar	\$64.00	\$384.00	\$1,280.00	\$42.67
UQAR	one ton pickup	Dodge Ram 3500 or similar	\$97.00	\$582.00	\$1,940.00	\$64.67

* An Update for Mandated Surcharge Percentages shall be provided to the State upon contract renewal.

BPM000850 Vehicle Rental Services Rate Sheet - ATTACHMENT 4
Offeror Name: Enterprise

(all rates shall include unlimited mileage)

			See Section 3.6 of the Scope of Work for Rate Definitions.			
Vehicle Category	Vehicle Type(s) Included (Use a new line for each Type with each Vehicle Class)	Vehicle Make and Model(s) Included (Use a new line for each Make and Model included)	Statewide Daily Rate (24 hours)	Statewide Weekly Rate 7 days	Statewide Monthly Rate 31 days	Long Term Daily Rate (Over 31 Days)
ECAR	Economy	Mitsubishi Mirage or similar	\$36.00	\$216.00	\$720.00	\$24.00
CCAR	Compact	Nissan Versa or similar	\$36.00	\$216.00	\$720.00	\$24.00
ICAR	Intermediate	Hyundai Elantra or similar	\$38.00	\$228.00	\$760.00	\$25.33
SCAR	Standard	Volkswagen Jetta or similar	\$38.00	\$228.00	\$760.00	\$25.33
FCAR	Fullsize	Ford Fusion or similar	\$40.50	\$243.00	\$810.00	\$27.00
IFAR	Intermediate SUV	Toyota Rav 4 or similar	\$56.00	\$336.00	\$1,120.00	\$37.33
SFAR	Medium SUV	Nissan Pathfinder or similar	\$59.00	\$354.00	\$1,180.00	\$39.33
FFAR	Large SUV	Ford Expedition or similar	\$87.00	\$522.00	\$1,740.00	\$58.00
MVAR	Minivan	Dodge Grand Caravan or similar	\$58.00	\$348.00	\$1,160.00	\$38.67
RVAR	12-Passenger Van	Chevrolet Express or similar	\$103.00	\$618.00	\$2,060.00	\$68.67
FVAR	15-Passenger Van	Ford Econoline or similar	\$103.00	\$618.00	\$2,060.00	\$68.67
SPAR	Small Pickup	Nissan Frontier or similar	\$53.00	\$318.00	\$1,060.00	\$35.33
PPAR	Large Pickup	Ford F150 or similar	\$57.00	\$342.00	\$1,140.00	\$38.00
SKAR	Cargo Van	Chevrolet Express or similar	\$63.00	\$378.00	\$1,260.00	\$42.00
SCAH	Standard Hybrid	Ford Fusion Hybrid or similar	\$52.00	\$312.00	\$1,040.00	\$34.67
FCAH	Fullsize Hybrid	Nissan Altima or similar	\$54.00	\$324.00	\$1,080.00	\$36.00
SFAH	SUV Hybrid	Ford Escape or similar	\$63.00	\$378.00	\$1,260.00	\$42.00
DCUT	15 FT CUTAWAY	Ford E350 or similar	\$95.00	\$570.00	\$1,900.00	\$63.33
DBOX	16 FT BOX	Isuzu NPR or similar	\$105.00	\$630.00	\$2,100.00	\$70.00
GBOX	26 FT BOX	Freightliner or similar	\$120.00	\$720.00	\$2,400.00	\$80.00
FSTK	24 FT STAKE	Freightliner or similar	\$120.00	\$720.00	\$2,400.00	\$80.00
OQAR*	HD 4WD P/UP	Dodge Ram 2500 or similar	\$92.00	\$552.00	\$1,840.00	\$61.33
RKAR*	REG LENGTH CARGO VAN	Ford Transit or similar	\$64.00	\$384.00	\$1,280.00	\$42.67
UQAR	one ton pickup	Dodge Ram 3500 or similar	\$97.00	\$582.00	\$1,940.00	\$64.67

* An Update for Mandated Surcharge Percentages shall be provided to the State upon contract renewal.

BPM000850 Vehicle Rental Services Rate Sheet - ATTACHMENT 4
Offeror Name: National

(all rates shall include unlimited mileage)

			See Section 3.6 of the Scope of Work for Rate Definitions.			
Vehicle Category	Vehicle Type(s) Included (Use a new line for each Type with each Vehicle Class)	Vehicle Make and Model(s) Included (Use a new line for each Make and Model included)	Statewide Daily Rate (24 hours)	Statewide Weekly Rate 7 days	Statewide Monthly Rate 31 days	Long Term Daily Rate (Over 31 Days)
ECAR	Economy	Mitsubishi Mirage or similar	\$36.00	\$216.00	\$720.00	\$24.00
CCAR	Compact	Nissan Versa or similar	\$36.00	\$216.00	\$720.00	\$24.00
ICAR	Intermediate	Hyundai Elantra or similar	\$38.00	\$228.00	\$760.00	\$25.33
SCAR	Standard	Volkswagen Jetta or similar	\$38.00	\$228.00	\$760.00	\$25.33
FCAR	Fullsize	Ford Fusion or similar	\$40.50	\$243.00	\$810.00	\$27.00
IFAR	Intermediate SUV	Toyota Rav 4 or similar	\$56.00	\$336.00	\$1,120.00	\$37.33
SFAR	Medium SUV	Nissan Pathfinder or similar	\$59.00	\$354.00	\$1,180.00	\$39.33
FFAR	Large SUV	Ford Expedition or similar	\$87.00	\$522.00	\$1,740.00	\$58.00
MVAR	Minivan	Dodge Grand Caravan or similar	\$58.00	\$348.00	\$1,160.00	\$38.67
RVAR	12-Passenger Van	Chevrolet Express or similar	\$103.00	\$618.00	\$2,060.00	\$68.67
FVAR	15-Passenger Van	Ford Econoline or similar	\$103.00	\$618.00	\$2,060.00	\$68.67
SPAR	Small Pickup	Nissan Frontier or similar	\$53.00	\$318.00	\$1,060.00	\$35.33
PPAR	Large Pickup	Ford F150 or similar	\$57.00	\$342.00	\$1,140.00	\$38.00
SCAH	Standard Hybrid	Ford Fusion Hybrid or similar	\$52.00	\$260.00	\$1,040.00	\$34.67
FCAH	Fullsize Hybrid	Nissan Altima or similar	\$54.00	\$270.00	\$1,080.00	\$36.00
SFAH	SUV Hybrid	Ford Escape or similar	\$63.00	\$315.00	\$1,260.00	\$42.00

* An Update for Mandated Surcharge Percentages shall be provided to the State upon contract renewal.

BPM000850 Vehicle Rental Services Rate Sheet - ATTACHMENT 4

Offeror Name: Enterprise and National

Type of Fee and Description	Mandate Reference	Additional Mandated Surcharge Percentage for 2014	City
Offeror shall describe the type of fee(s) all invoices will reflect and the justification for those fees (Mandate Reference) below.			
Stadium Surcharge- Maricopa County		3.25%	all Maricopa Locations
Rental Surcharge Pima County		\$3.50 per ticket	all Pima County Locations
Vehicle Licensing Surcharge		5.00%	statewide
State of Arizona		5.60%	TPT- statewide
Arizona Counties		varies	TPT- statewide
Arizona Cities		varies	TPT- statewide

BPM000850 Vehicle Rental Services Rate Sheet - ATTACHMENT 4
Offeror Name: Enterprise and National

Type of Fee and Description	Taxes or Other Charges	Additional Information
Offeror shall describe the type of fees, charges or taxes invoices will reflect and the justification for those fees.		
<p>Refueling At all U.S. Enterprise and National airport locations, vehicles are provided with a full tank of gas. At off-airport locations, vehicles may be provided with less than a full tank of gas. Both National and Enterprise offer our renters several refueling options. Refueling rates vary by location, and the option selected. Travelers may choose one of the following:</p> <p>Option A: Prepay at all airport locations and select off-airport—At the time of rental pick up, renters may purchase a full tank of gas at competitive industry pre-purchase fuel prices. Just ask the rental agents for the Fuel Service Option (FSO). Option B: We refuel—The renter will be charged the refueling rate based on current self-service, per-gallon pricing, plus a fee of up to 50 percent. Corporate locations will cap the maximum refueling charge at \$2 per gallon above current full-service, per-gallon pricing. Option C: You refuel—The renter replaces all gallons used before returning the vehicle to avoid all refueling charges.</p>		
<p>Additional Fees At specific locations, state or local governments may impose additional taxes, airport fees, or other surcharges upon automotive rentals, which compel some locations to pass the fees along with contracted rates. At the time of reservation, National and Enterprise will quote all fees up front in addition to the rental rate.</p> <p>Enterprise and National are able to comply with the tax-exempt status of the State of Arizona. Because state laws and regulations require we provide proof that a rental was for business purposes, your tax-exempt status will only be recognized on rentals where charges are directly paid by the State. Upon receipt of the appropriate tax exemption certificates, we will complete the necessary steps to note your tax-exempt status in our rental systems.</p>		
<p>Concession Fees Concession fees are levied by airport authorities against revenues collected by on-airport vendors and presently range up to 20 percent. In recent years, airport authorities have permitted rental companies to pass these fees—called Concession Recoupment fees—directly on to customers. The items on which concession fees are calculated vary by airport, but the charges are separate on the rental invoice.</p> <p>Vehicle Licensing Fees Vehicle License Fees are a recovery of the costs incurred when registering rental vehicles in each state. Each of these taxes and fees is noted on the rental receipt as a separate line item charge and is in addition to your negotiated rate.</p> <p>Black Outs Leading the industry, Enterprise and National do not impose any blackout periods for corporate rates aside from rentals commencing in Manhattan, N.Y. all day Friday through all day Sunday. These rentals will be subject to the National Business Rate less a discount.</p> <p>Grace Period Enterprise and National have implemented a grace period of 29 minutes beyond the check-in time printed on the rental agreement. A traveler returning a vehicle within the grace period will not incur additional charges. Travelers returning vehicles after the grace period will incur charges based on how many minutes past the check-in time the vehicle is returned:</p> <ul style="list-style-type: none"> • If a vehicle is returned one to 29 minutes after it is due, no charge is incurred. • If a vehicle is returned 30 to 89 minutes after it is due, a one-hour charge is incurred. • If a vehicle is returned 90 to 149 minutes after it is due, a two-hour charge is incurred. <p>Travelers wishing to extend their rental period should notify the original rental location which will then apply the contracted rate to the additional days</p> <p>Frequent Flyer A Frequent Flyer Service Charge, incorporating the Frequent Flyer Tax Recoupment Surcharge, in the amount of 75 cents per day will apply for qualifying rentals in the United States, Canada, and Puerto Rico when renters choose to receive frequent flyer miles or credits for specific programs. Furthermore, National can block frequent flyer miles if you so desire, thus saving the State an additional expense.</p>		
<p>Fleet Management Enterprise Fleet Management is an affiliate company to Enterprise Holdings. As such, Enterprise Fleet Management has standalone master lease agreements from Enterprise Holdings. Please see attached for an executive summary for leasing and fleet management services.</p>		
<p>Additional Options</p> <p>GPS Portable GPS devices that can be used in any vehicle are available at all Enterprise and National airport locations and select home-city locations across the United States and Canada. The GPS device can assist with vehicle location, directions and other functions, and is available for an additional per-day charge, which varies by location. The cost will be available at the time of reservation.</p>		
<p>TollPass Enterprise and National offer multiple streamlined toll solutions. These TollPass programs allow renters to bypass the cash toll lanes and use the quicker express lanes and open video tolling options on toll roads and highways. TollPass Options currently available at participating Enterprise and National locations include:</p> <p>TPC — TollPass Convenience Charge. Plate-based tolling; covers unpaid tolls regardless of rental location.</p> <ul style="list-style-type: none"> • Offered in California, Colorado, Florida, Georgia, Indiana, Kentucky, Massachusetts, North Carolina, Texas, Washington State, and Puerto Rico, as well as British Columbia and Ontario, Canada. • Nothing to reserve or rent; it is automatic when the renter utilizes toll areas. • \$3.95 per day, with a maximum charge of \$19.75 per rental.* • Renters will incur toll charges only on days that the traveler uses toll roads. <p>TPD — TollPass Device. Requires a transponder device.</p> <ul style="list-style-type: none"> • Available at participating locations in the Northeast United States and Oklahoma. • Customers can reserve the device at the time of reservation through all booking methods. • Can be used anywhere within the service area. • \$3.95 per day, with a maximum charge of \$19.75 per rental.* <p>TPW — TollPass Waiver. Requires a transponder device; all tolls are included in the daily TPW rate.</p> <ul style="list-style-type: none"> • Available at airport and home city locations throughout the Chicago area. • Waiver can only be used on Chicago-area I-Pass roads. • Customers can reserve the device at the time of reservation through all booking methods. • \$7.99 per day at home-city locations; \$9.99 per day at airport locations. • Customer Service for Chicago citations: 630-693-2930, Monday through Friday, 8 a.m. to 4 p.m. CST. <p>*Fees do not include the cost of the actual tolls.</p>		

FEES ENTERPRISE AND NATIONAL DO NOT IMPOSE

One-day Utilization Charge

Enterprise and National will waive midweek one-day surcharges for the State of Arizona.

Authorized Additional Driver

Any person meeting our driver standards is qualified for Authorized Driver status if he or she is a work associate or a member of the renting party's immediate family (i.e., spouse and children permanently residing in the same household as the renter). Anyone with authorized driver status is not required to sign the rental agreement or be present when the vehicle is picked up. There is no charge for authorized drivers who meet the previous criteria described while renting under a commercial account for business purposes. Anyone choosing not to rent under his or her company's agreement may be required to pay an extra charge

No Show Fees

Enterprise and National will not charge a cancellation/no show fee to State renters in most instances because we understand that your travelers' plans may change at a moment's notice. We only request that you provide us with as much notice as possible so that we may return the vehicle to the Ready Line.

Energy/Fuel Recoupment Fee

As opposed to our competitors, Enterprise and National do not assess energy or fuel recoupment fees. We consider these costs to be a part of doing business and will not charge your traveler additional fees based upon the cost of fuel.

Frequent Renter Program Enrollment

For the State of Arizona, we offer complimentary Emerald Club membership for each traveler.

Understay Fees

Enterprise and National do not charge understay fees for returning a vehicle before the scheduled return time.

Young Renter Fees

The minimum rental age is 21 years old under a corporate contract. Enterprise and National rent vehicles to young renters (ages 21 to 24, except where otherwise mandated by state law) at all U.S. locations. Young renters must meet our standard renter requirements, be an eligible driver covered under the company's corporate contract, and use the corporate Account Number and applicable rate when booking the reservation. Enterprise and National will waive the young renter fee.

State and Municipal Mandated Tax and Surcharges

Stadium Surcharge- Maricopa County	3.25% in all Maricopa Locations	
Rental Surcharge Pima County	\$3.50 per ticket in all Pima County Locations	
Vehicle Licensing Surcharge	5.00%	
State of Arizona	5.60%	TPT
Arizona Counties	varies	TPT
Arizona Cities	varies	TPT

The Arizona rates outlined in this RFP are honored nationwide. In each State there are different taxes and surcharges that will be applied. In addition the following geographic surcharges will be added to rentals in these locations:

Augusta, Ga, Charlotte, Cincinnati, Cleveland, Harrisburg PA, Kansas City, Milwaukee, Raleigh-Durham, Richmond, Sacramento, Salt Lake City, Scranton PA, St. Louis, State of Illinois (Excluding Chicago), State of New York Airports (excluding Laguardia, Kennedy, Newark), State of South Carolina (excluding Myrtle Beach), State of Tennessee (excluding Nashville), State of New York home city		\$5.00
Atlanta, Baltimore, Boston/Manchester Airport (and home city), Burbank, Denver/Colorado Springs, Detroit, Hartford, Hawaii, Jackson-WV, John Wayne Airport, LA Area (excluding LAX), Monterey, Nashville, New Orleans, Oakland, Philadelphia, Pittsburgh, Providence, Puerto Rico, San Diego, San Francisco Area (includes downtown ad SFO) San Jose, State of Texas, Washington DC Airports (IAD and DCA), Aspen, Eagle, Vail, Minneapolis/ST Paul Minnesota, Bemidji, Moorehead, State of Montana, State of Nebraska, State of North Dakota, State of South Dakota, State of West Virginia, State of Wyoming, ELCO Nevada, Las Vegas Strip, Washington DC Metro		\$10.00
Seattle		\$12.00
Chicago (airport and Home City), LAX, Hawaii (home City) State of Alaska, Tahoe, Williston North Dakota		\$15.00
LaGuardia, Kennedy, Newark, NYC Burroughs (Bronx, Brooklyn, Queens, Manhattan, Staten Island), NY/CT/NJ Metro (including Westchester, Islip, Stamford, Jersey City)		\$30.00

CARSHARE QUOTES

Enterprise CarShare is a program that allows users access to vehicles on an hourly basis. In order to obtain a quote and establish a program we must decide what types of vehicles are needed, which locations these vehicles will be parked, and how many users will be participating in the program. Once these parameters are established Enterprise can quote a minimum revenue guarantee per vehicle monthly and breakdown the proper hourly rate the state should charge each department that is utilizing the program. For more information on this program please contact David Burr at David.C.Burr@ehi.com.

Fleet Management Vehicle Quotes

Enterprise Fleet Management is an affiliate company to Enterprise Holdings. As such, Enterprise Fleet Management has standalone master lease agreements from Enterprise Holdings. In order to obtain a quote there are many factors that need to be discussed. If you are interested in hearing about our services, please contact Kyle LeBaron at (602)695-6827 Kyle.B.LeBaron@efleets.com