



**FULLY EXECUTED**  
Contract Number: 4400017357  
Original Contract Effective Date: 07/10/2017  
Valid From: 07/13/2017 To: 07/12/2019

All using Agencies of the Commonwealth, Participating Political  
Subdivision, Authorities, Private Colleges and Universities

Your SAP Vendor Number with us: 362289

**Purchasing Agent**  
Name: Robinson Alfonso  
Phone: 717-346-8181  
Fax: 717-783-6241

**Supplier Name/Address:**  
ENTERPRISE HOLDINGS INC  
PENRAC LLC DBA ENTERPRISE RENT A CAR  
2625 Market Pl  
Harrisburg PA 17110-9362 US

**Please Deliver To:**  
  
To be determined at  
the time of the Purchase Order  
unless specified below.

Supplier Phone Number: 7179095006  
Supplier Fax Number: 815-301-6650

**Contract Name:**  
Vehicle Rental Services

**Payment Terms**  
NET 30

Solicitation No.: \_\_\_\_\_ Issuance Date: \_\_\_\_\_  
Supplier Bid or Proposal No. (if applicable): \_\_\_\_\_ Solicitation Submission Date: \_\_\_\_\_

This contract is comprised of: The above referenced Solicitation, the Supplier's Bid or Proposal, and any documents attached to this Contract or incorporated by reference.

Item	Material/Service Desc	Qty	UOM	Price	Per Unit	Total
1	Vehicle Rental Services	1.000	Each	0.00	1	0.00

**General Requirements for all Items:**

**Header Text**  
Responsible DGS Commodity Specialist:  
Alfonzo J. Robinson  
Telephone: (717) 346-8181  
E-mail: arobinson@pa.gov

The day-to-day operations of this Contract will be managed by the Department of General Services, Bureau of Vehicle Management (BVM).

NO PURCHASE ORDERS WILL BE ISSUED AGAINST THIS CONTRACT.

**Information:**

Supplier's Signature \_\_\_\_\_  
Printed Name \_\_\_\_\_

Title \_\_\_\_\_  
Date \_\_\_\_\_



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No further information for this Contract

**Information:**

**EXHIBIT B**

**FINAL NEGOTIATED PRICE SUBMITTAL**

## Use This Sheet for Information on Proper Completion of this Cost Submittal Worksheet and Non-Scored information Worksheet

**GENERAL INSTRUCTIONS FOR COMPLETING THIS WORKBOOK** - This Cost Submittal (Appendix D), must be completed in its entirety. Failure to return a completed Cost Submittal Worksheet will result in rejection of your proposal.

The total proposed cost is broken down by car class and rental periods, as shown on the tab that follows.

The 'Non-Scored Information' tab contains categories of fees that are useful for the Commonwealth to know but will not be scored as the tab name suggests.

### **COMPLETION OF THE COST SUBMITTAL TAB:**

1. Click on the "Cost Submittal" tab at the bottom of this workbook.
2. Complete the top portion of the form to include all contact information (yellow cells only).
3. Historical Annual Quantities are included for daily, weekly and monthly rentals for reference and for the purpose of calculating a total cost for scoring (see RFP Part IV-1).
4. Enter rental rates (two decimal places are allowed for dollar amounts) in yellow cells in Rows 15 - 27 for ALL car class and rental periods. **Offerors MUST enter rates for all car class and rental periods.** The Cost Submittal Total will automatically calculate at the bottom of the sheet.

**COMMONWEALTH OF PENNSYLVANIA**

Vehicle Rental Services - 0100029477  
 Appendix A - Cost Submittal Response Template

**Offeror Name:** Enterprise Holdings Inc, Penrac LLC dba Enterprise Rent A Car  
**Company Address:** 2625 Market Place  
 Harrisburg, PA 17110

**Contact Person & Title:** Douglas J. Pastowski/Director of Business Rental Sales  
**E-mail:** douglas.j.pastowski@ehi.com  
**Phone:** 717-909-5006  
**Vendor Number:** 362289

Rates submitted by awarded Offeror shall be firm for the first two (2) years (initial contract term).

Vehicle Class	Total Annual Rental Days By Vehicle Class	Daily			Weekly			Monthly		
		Historical Quantity	Rate	Total	Historical Quantity	Rate	Total	Historical Quantity	Rate	Total
Standard	23,368	19,831	\$34.50	\$684,170	201	\$189.75	\$38,140	71	\$690.00	\$48,990
Intermediate	12,623	9,763	\$34.50	\$336,824	190	\$189.75	\$36,053	51	\$690.00	\$35,190
Compact	4,324	3,814	\$33.00	\$125,662	30	\$181.50	\$5,445	10	\$660.00	\$6,600
Fullsize	2,999	2,107	\$37.00	\$77,959	46	\$203.50	\$9,361	19	\$740.00	\$14,060
Mini Van	899	748	\$55.00	\$41,140	3	\$302.50	\$908	4	\$1,100.00	\$4,400
Standard SUV	892	723	\$55.00	\$39,765	7	\$302.50	\$2,118	4	\$1,100.00	\$4,400
Standard Pickup	1,399	892	\$55.00	\$49,070	5	\$302.50	\$1,513	21	\$1,100.00	\$23,100
Intermediate SUV	869	663	\$52.00	\$34,476	8	\$286.00	\$2,288	5	\$1,040.00	\$5,200
Fullsize Passenger Van	489	347	\$97.00	\$33,659	16	\$533.50	\$8,536	1	\$1,940.00	\$1,940
Fullsize SUV	162	162	\$82.00	\$13,284	-	\$451.00	\$0	-	\$1,640.00	\$0
Cargo Van	91	84	\$55.00	\$4,620	1	\$302.50	\$303	-	\$1,100.00	\$0
Economy	39	39	\$33.00	\$1,287	-	\$181.50	\$0	-	\$660.00	\$0
Premium Pickup	132	37	\$55.00	\$2,005	5	\$357.50	\$1,788	2	\$1,300.00	\$2,600
<b>Cost Submittal</b>				<b>\$1,685,450</b>						

One Way Rentals	Historical Volume	Additional Charge	Total
	83	\$0	\$

No charge for one ways within the Commonwealth and DC/Baltimore airports. Fees will apply for other one way needs.

**COMMONWEALTH OF PENNSYLVANIA**

Vehicle Rental Services - 6100039477

The fees identified below will not be scored but are important for the Commonwealth to know.

Underage Driver Fee	\$10.00/day for 18-20 year old drivers
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EXHIBIT E

QUICKSTART SERVICE

### QUICKSTART Service

In the Commonwealth of Pennsylvania, the Enterprise brand will offer the option to "QUICKSTART" a rental from a participating renting Enterprise location to accommodate an early pick up time for a vehicle rental. To secure a rental using the QUICKSTART option, the Commonwealth Business Traveler shall request this option when making the reservation with the participating Enterprise location. The Commonwealth Business Traveler shall be charged an additional fee set forth below and Rates shall commence as follows:

<b>Pick Up Date &amp; Time (outside of 24 hour requested rental period)</b>	<b>Date Rates to Commence</b>	<b>Additional Charge for Quickstart service</b>
<b>Weekday (Monday-Thursday) at 4:00 pm</b>	<b>The next day, at 8:00 am</b>	<b>\$0/rental transaction</b>
<b>Friday</b>	<b>Friday</b>	<b>Normal charge for rental</b>
<b>Saturday</b>	<b>Saturday</b>	<b>Normal charge for rental</b>
<b>Sunday during business hours (standard business hours vary by location)</b>	<b>The following Monday at 8:00 am (unless utilized for business purposes prior to Monday)</b>	<b>\$0/rental transaction</b>

With assistance from the Commonwealth, Contractor will identify any trends of possible misuse by the Commonwealth Business Traveler and, the Commonwealth will investigate for fraud.