

DO NOT ALTER WORKBOOK -- ENTER VALUES ONLY

VENDOR NAME: Automotive Rentals, Inc. (ARI)

TABLE 1: Fees for Mandatory Services

Item #	Service Category	Service	Note / Comment	Unit of Measure	Total Vehicles in FMS Program					
					1-10000	10001-18000	18000+			
1	Program Management	Initial Account Set up and Implementation		One time fee	no charge					
2		Dedicated Account Management	Sedans, Vans and Light Duty Trucks (<10,000 lbs GVWR)	Per Vehicle Per Month	no charge	no charge	no charge	no charge		
3		Dedicated Account Management	Medium and Heavy Duty Trucks (>10,000 lbs GVWR)	Per Vehicle Per Month	no charge	no charge	no charge	no charge		
4		Per Occurance Vehicle Management (Vehicles normally only utilizing the Garage Module)	Sedans, Vans and Light Duty Trucks (<14,000 lbs GVWR)	Per Vehicle Per Occurance	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00		
5		Per Occurance Vehicle Management (Vehicles normally only utilizing the Garage Module)	Medium and Heavy Duty Trucks (>14,000 lbs GVWR)	Per Vehicle Per Occurance	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00		
6	External Maintenance Management Services	Monthly fee to manage motorized vehicles under external maintenance programs	Sedans, Vans and Light Duty Trucks (<14,000 lbs GVWR)	Per Vehicle Per Month	\$ 5.75	\$ 5.75	\$ 5.75	\$ 5.75		
7		Monthly fee to manage motorized vehicles under external maintenance programs	Medium and Heavy Duty Trucks (>14,000 lbs GVWR)	Per Vehicle Per Month	\$ 14.00	\$ 14.00	\$ 14.00	\$ 14.00		
		Non-National Account Service		Per Transaction (%)	n/a	n/a	n/a	n/a		
8		Cap on Non-National Account Service		Per Transaction Cap (\$)	n/a	n/a	n/a	n/a		
9		Fee for Preventative Maintenance Notification	Sedans, Vans and Light Duty Trucks (<14,000 lbs GVWR)	Per Unit Per Month	no charge	no charge	no charge	no charge		
10		Fee for Preventative Maintenance Notification	Medium and Heavy Duty Trucks (>14,000 lbs GVWR)	Per Unit Per Month	no charge	no charge	no charge	no charge		
11		24x7 Roadside Assistance fee		Per Vehicle Per Occurance	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00		
12		Post Warranty recovery work fee (Assuming average \$500)		Per Transaction (%)	0%	0%	0%	0%		
13		Post Warranty recovery work fee		Per Occurance	included	included	included	included		
14		Fee to administer a national tire program	There is a State Term Contract in place for Tires with Bridgestone/Firestone, Michelin/BF Goodrich and Goodyear/Wingfoot	Per Transaction (\$)	included	included	included	included		
15		Fee to administer a national glass replacement program	State does not have a glass replacement program							
16		InHouse Garage Module	One Time Setup and Training Fee for Garage Module		Garage set up per day on site at facility	\$ 1,650.00	\$ 1,650.00	\$ 1,650.00	\$ 1,650.00	
17			Software licensing fee (monthly Garage Module Fee)		Per Garage / Maintenance Facility	\$ 575.00	\$ 575.00	\$ 575.00	\$ 575.00	
18			Monthly fee to manage motorized vehicles under internal maintenance programs	Sedans, Vans and Light Duty Trucks (<14,000 lbs GVWR)	Per Vehicle Per Month	\$ 5.75	\$ 5.75	\$ 5.75	\$ 5.75	
19			Monthly fee to manage motorized vehicles under internal maintenance programs	Medium and Heavy Duty Trucks (>14,000 lbs GVWR)	Per Vehicle Per Month	\$ 14.00	\$ 14.00	\$ 14.00	\$ 14.00	
	One Time Setup and Training Fee for Garage Module			Garage set up per day on site at facility	see line 16	see line 16	see line 16	see line 16		
20	Monthly fee to add garages to Garage Module, but not include in managed program.		Total Garages in Program	Per Vehicle Per Month	\$ 575.00	\$ 375.00	\$ 265.00	\$ 220.00	\$ 200.00	
21	Vehicle In-Service Support	Delivery fee for a new vehicle order		Per Transaction (\$)	variable	variable	variable	variable		
22		In-Service Support Fees		Per Transaction (\$)	no charge	no charge	no charge	no charge		
23	Accident Management	Subrogation fee (Assuming \$1698 average repair)		Per Transaction (%)	15%	15%	15%	15%		
24		Accident Reporting Fee		Per Transaction (\$)	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00		
25		Audit repair estimates		Per Transaction (\$)	no charge	no charge	no charge	no charge		
26		Fee to perform motor vehicle check		Per Transaction (\$)	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00		
27	Fuel Integration	Fee to integrate fuel data into ARI Insights system		Per vehicle per month (\$)	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50		
28	Telematics	Monthly Service Fee		Per unit per Month (\$)	\$ 25.00	\$ 24.00	\$ 24.00	\$ 24.00		
29		Plug & Play Device (Geo Tab)		Per Unit (\$)	\$ 49.00	\$ 49.00	\$ 49.00	\$ 49.00		
30		Plug & Play Device (Y-Cable)		Per Unit (\$)	\$10 or \$20	\$10 or \$20	\$10 or \$20	\$10 or \$20		

End of this worksheet

Pricing Element

- Lines 14 & 15 This per occurrence has been structured the same as the maintenance per vehicle per month with no IV Fees for Independent vendors
- Line 25 We included the cost for ARI to manage your national tire agreements in the pvm
- Line 34 in the event that we need to help schedule delivery, charges would be passed through at no cost
- Line 40 New fee, Not included in original bid
- Line 41 fee drops to \$24 at 10,000 vehicles
- Line 43 \$10 Y cable- used for relocating a G06/G05 away from the OBD port when required  
\$20 Y cable- used for installs where the OBD port needs to be available without unplugging