FOLLOW ALL PROCEDURES ON BACK OF THIS FORM

Contract # 260105
Number Assigned by Purchasing Dept.

CONTRACT REVIEW

BOARD MEETING DATE:

8/6/2026

WHEN BOARD APPROVAL IS REQUIRED DO NOT PLACE ITEM ON AGENDA UNTIL REVIEW IS COMPLETED

☐ Must Have Board Approval over $100,000.00

Date Submitted: June 8, 2026

Name of Contract Initiator: Bryce Ellis, Assistant Superintendent of Operations   Telephone #: 904-336-6853

School/Dept Submitting Contract: Operations / Transportation   Cost Center # Various

Vendor Name: Enterprise

Contract Title: Enterprise Fleet Management (White Fleet) (Updated Documents)

Contract Type: New ☑ Renewal ☐ Amendment ☐ Extension ☐   Previous Year Contract # 260056 Voided

Contract Term: Varies (Lease Terms 60 months)   Renewal Option(s): Piggyback Contract 112025 good thru 5/4/2030 w/ (3) 1year renewal options

Contract Cost: Estimated Cost $600,000 annually (in lieu of annual purchasing/maintenance of current white fleet)

☐ **BUDGETED FUNDS – SEND CONTRACT PACKAGE DIRECTLY TO PURCHASING DEPT**

Funding Source: Budget Line #__________

Funding Source: Budget Line #__________

☐ **NO COST MASTER (COUNTY WIDE) CONTRACT - SEND CONTRACT PACKAGE DIRECTLY TO PURCHASING DEPT**

☐ **INTERNAL ACCOUNT - IF FUNDED FROM SCHOOL IA FUNDS – SEND CONTRACT PACKAGE DIRECTLY TO SBAO**

REQUIRED DOCUMENTS FOR CONTRACT REVIEW PACKAGE (*when applicable*):

______ Completed Contract Review Form

______ SBAO Template Contract or other Contract (NOT SIGNED by District / School)

______ SIGNED Addendum A (if not an SBAO Template Contract) - **When using the Addendum A, *this Statement MUST BE included in the body of the Contract:***
"The terms and conditions of Addendum A are hereby incorporated into this Agreement and the same shall govern and prevail over any conflicting terms and/or conditions herein stated."

______ Certificate of Insurance (COI) for General Liability & Workers' Compensation that meet these requirements:
COI must list the School Board of Clay County, Florida as an Additional Insured and Certificate Holder. Insurer must be rated as A- or better.
General Liability = $1,000,000 Each Occurrence & $2,000,000 General Aggregate.
Auto Liability = $1,000,000 Combined Single Limit ($5,000,000 for Charter Buses).
Workers' Compensation = $100,000 Minimum
[If exempt from Workers' Compensation Insurance, vendor/contractor must sign a Release and Hold Harmless Form. If not exempt, vendor/contractor must provide Workers' Compensation coverage].

6/25/2026 Vendor sent new contract with new Piggyback #

______ State of Florida Workers Comp Exemption (https://apps.fldfs.com/bocexempt/) (If Applicable)

______ Release and Hold Harmless (If Applicable)

RECEIVED
By bfstaefe at 3:40 pm, Jun 09, 2026

****AREA BELOW FOR DISTRICT PERSONNEL ONLY ****

CONTRACT REVIEWED BY:	COMMENTS BELOW BY REVIEWING DEPARTMENT
Purchasing Department REVIEWED By bfstaefe at 10:47 am, Jul 15, 2026 REVIEWED By bfstaefe at 3:46 pm, Jun 09, 2026	Sourcewell Piggyback Contract 112025-EFM / Solicitation Number: RFP #112025 2/5/2026 the School Board approved Contract 260056. Vendor made updates so contract 260056 has been voided. Department needs to review/understand the comments.
School Board Attorney JPS Review Date 7/17	Legally sufficient
Other Dept. as Necessary Review Date	
PENDING STATUS: ☐YES ☐NO	**IF YES, HIGHLIGHTED COMMENTS ABOVE MUST BE CORRECTED BY INITIATOR**
FINAL STATUS	Tentatively Approved Pending Required Signatures

CONTRACT REVIEW PROCESS FOR "ALL" CONTRACTS

A contract is defined as an agreement between two or more parties that is intended to have legal effect. This may include MOUs, Interlocal Agreements, Service Agreements and Contracts. Contracts document the mutual understanding between the parties as to the terms and conditions of their agreement, contain mutual obligations, and clearly state the agreement's consideration. The term consideration includes the cost of the services and/or products to be provided by second party (vendor or service provider) and any non-monetary performance. No school, department, or other organizational unit has authority to contract in its own name. All Board contracts must be made in the legal name of the Board, "The School Board of Clay County, Florida". The School or Department may extend this name to include the school or department as follows, "The School Board of Clay County, Florida o/b/o ________________ (insert the school or department name)" where o/b/o means "on behalf of".

All contracts shall be reviewed and approved by the School Board Attorney and/or the Supervisor of Purchasing to ensure legality, compliance with Board policy, and to ensure the Board interests are protected before the authorized signatory may execute the contract.

All contracts having a value of $100,000 or more shall be authorized by the Board at a regular or special meeting and signed by the Board Chairman. All approved contracts having a value of less than $100,000 may be executed by the Superintendent or appropriate District administrator based on the value of the contract.

1. All approved contracts having a value of $50,000 or more, but less than $100,000 shall be signed by the Superintendent, or the person who has been designated, in writing by the Superintendent, as the Superintendent's Designee at the time of the contract signing. All contracts executed pursuant to this subparagraph shall be reported to the School Board in a separate entry as part of the monthly financial report.
2. All approved contracts having a value of $25,000 or more, but less than $50,000, shall be signed by the Superintendent, or the Assistant Superintendent for Business Affairs.
3. All approved contracts having a value of less than $25,000 and contracts of any value described in Board Authorized Contracts above that are exempt from the requirement for Board approval, may be signed by the Superintendent, or the Assistant Superintendent for their Division, or Chief Officers, or Directors, or Principals.
4. The Superintendent is authorized to approve contract amendments or change orders for the purchase of commodities and services up to the amount of ten (10) percent or $50,000, whichever is less, of the original contract amount that was previously approved by the Board.

Employees who enter into agreements without authority may be personally liable for such agreements, whether oral or written.

Step 1: Contract Initiator and Vendor prepare draft contract
(School Board Attorney Office (SBAO) Template Contracts available on SBAO webpage are strongly encouraged)

Step 2: Complete Contract Review Form, attach Required Documents to include the UNSIGNED Contract by the District / School.

For Contracts using Budgeted Funds or For No Cost / Master (County Wide) Contracts:
Initiator submits Contract Review Package to Purchasing Department - See Step 3

For Contracts using Internal Funds Individual to each School:
Initiator submits Contract Review Package direct to SBAO - See Step 4

IMPORTANT

Step 3: If Funded by Budgeted Funds, submit the Contract Review Package to the Purchasing Department.
Purchasing will begin the contract review process and submit the contract to the SBAO for review. SBAO may reach out to Initiator and/or other Departments (Risk, IT,) with questions or concerns and will assist with contract revisions. SBAO will send the Contract Review Package back to the Purchasing Department for final processing and the return to Initiator.

Purchasing will log "District" Contracts (Cost/No Cost) on Contract Review Log and save copy of the Contract Review Package PLUS the Final Signed Contract you've return to Purchasing in the Contract Review Team Drive.

Step 4: If Funded by Internal Account (IA), submit the Contract Review Package directly to SBAO.
Email: contractreview@myoneclay.net
The SBAO will begin the contract review process and return it directly to Initiator

Step 5: The Initiator is responsible for finalizing the Contract which includes:
Addressing Comments/Revisions, Obtaining Required Signatures, Send District Final Signed Contract to Purchasing OR Retain Internal Accounts Final Signed Contract at School per School Board Record Policy.

If there is a Cost associated with Contract, the Initiator must work with their Bookkeeper to finalize the Purchasing Process.
Budgeted Funds require a District Purchase Order. Internal Accounts require an IA Purchase Order.

For assistance with legal-related matters, please visit the School Board Attorney's Office ("SBAO") webpage or call 904-336-6507
For assistance with insurance-related matters, please visit the Business Affairs - Risk Management webpage or call 904-336-6745
For assistance with District Purchasing, please visit the Business Affairs - Purchasing webpage or call 904-336-6736

enterprise FLEET MANAGEMENT

Recommendation & Cost - Leverage Equity

Replace select aged units & 5 -7 years old units With Equity

FACTORY ORDER - Lead Times 20 - 22 Weeks

Estimated Equity Lease Pricing for 2027 Model Year within 5%

Year	Make	Model	Trim Level	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Full Maintenance & GPS**	Annual Cost Including Maintenance	Annual Cost Including Maintenance by Quantity
2027	Ford	Transit 350	Transit-350 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB 3.5L PFDi V6	10	60	10000	$954.66	$73.15	$12,333.72	$123,337.20
2027	Ford	Transit 250	Transit-250 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB 3.5L PFDi V6	10	60	10000	$932.35	$68.88	$12,014.76	$120,147.60
2026	Chevy	1500	2026 Chevrolet Silverado 1500 Work Truck 4x2 Crew Cab 5.75 ft. box 147.4 in. WB 2.7L TurboMax	10	60	10000	$771.76	$66.50	$10,059.12	$100,591.20
2027	Ford	F-250	F-250 XL 4x4 SD Crew Cab 8 ft. box 176 in. WB SRW 7.3L 2V DEVCT NA PFI V8 Gas	10	60	10000	$990.64	$71.97	$12,751.32	$127,513.20
2027	Chrysler	Pacifica	Pacifica LX Front-Wheel Drive Passenger Van 3.6L V6 24V VVT UPG I w/ESS	10	60	10000	$801.64	$64.45	$10,393.08	$103,930.80

Surplus 141 Vehicles
$884,477.50

***Full Maintenance includes all mechanical maintenance, no brakes, no tires + Geo Tab Telematics*

Annual Cost Including Maintenance **$575,520.00**

$884,477.50
Total Estimated Equity on Surplus Units

Units	Program for Existing Fleet	Monthly Cost Per Unit	Total Annual Cost
100	Maintenance Management	$ 6.00	$ 7,200.00
100	Geo Tab Telematics	$ 20.15	$ 24,180.00
		TOTAL ANNUAL COST	$ 31,380.00

Fiscal Year	Timeframe	Est. Months Of Payments	Lease Payments	Down Payment on AME	Equity from Surplus	Year 1 Estimated Cost
2027	**July-September**	**0**	$0.00	$0	$0	$0.00
2027	**October - June**	**9**	$ 431,640.00	$0	$ (884,477.50)	$ (452,837.50)

Open-End (Equity) Lease Rate Quote

enterprise | FLEET MANAGEMENT

Quote No: 10134398

Prepared For:	District School Board of Clay County	**Date**	07/14/2026
	Dowell, Chris	**AE/AM**	SO4/AJM
Unit #			
Year	2026 **Make** Chevrolet **Model** Silverado 1500		
Series	Work Truck 4x2 Crew Cab 5.75 ft. box 147.4 in. WB		
Vehicle Order Type	Ordered **Term** 60 **State** FL **Customer#** 615482		

Quantity x10

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	Summit White
Interior Color	Jet Black w/Vinyl Seat Trim
Lic. Plate Type	Unknown
GVWR	0

$ 38,719.80		Capitalized Price of Vehicle [1]
$0.00	*	Certain Other Charges 0.0000% **State** FL
$ 450.00	*	Initial License Fee
$ 0.00		Registration Fee
$ 360.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Security Deposit
$0.00		Taxes
$ 39,079.80		Total Capitalized Amount (Delivered Price)
$ 586.20		Depreciation Reserve @ 1.5000%
$ 185.56		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor) [2]
, Including Management Fee of		$ 43.38
$ 771.76		**Total Monthly Rental Excluding Additional Services**

Additional Fleet Management

Master Policy Enrollment Fees

$ 0.00	Commercial Automobile Liability Enrollment		
	Liability Limit $0.00		
$ 0.00	Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 46.35	Full Maintenance Program [3] Contract Miles 50,000	OverMileage Charge	$ 0.0500 Per Mile
	Incl: # Brake Sets (1 set = 1 Axle) 0	# Tires 0	Loaner Vehicle Not Included
$ 46.35	**Additional Services SubTotal**		
$ 0.00	Tax 0.0000%	**State** FL	
$ 818.11	**Total Monthly Rental Including Additional Services**		
$ 3,907.80	Reduced Book Value at 60 Months		
$ 400.00	Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 10,000
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.
Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE District School Board of Clay County

BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 300.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 360.00
Other Charges Total		$ 360.00

VEHICLE INFORMATION:

2026 Chevrolet Silverado 1500 Work Truck 4x2 Crew Cab 5.75 ft. box 147.4 in. WB - US

Series ID: CC10543

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$41,034.70	$42,700.00
Total Options	$-809.90	$-890.00
Destination Charge	$2,795.00	$2,795.00
Total Price	**$43,019.80**	**$44,605.00**

SELECTED COLOR:

Exterior:	GAZ-Summit White
Interior:	H2G-Jet Black w/Vinyl Seat Trim

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
1WT	Preferred Equipment Group 1WT	NC	NC
A2S	4-Way Manual Driver Seat Adjuster	Included	Included
A60	Locking Tailgate	Included	Included
A68	Rear 60/40 Folding Bench Seat (Folds Up)	Included	Included
AED	Power Front Windows w/Passenger Express Down	Included	Included
AEQ	Power Rear Windows w/Express Down	Included	Included
AKO	Deep-Tinted Glass	Included	Included
AKP	Solar Absorbing Tinted Glass	Included	Included
AQQ	Remote Keyless Entry	Included	Included
AXG	Power Front Windows w/Driver Express Up/Down	Included	Included
AZ3	40/20/40 Front Split-Bench Seat	Included	Included
BG9	Rubberized-Vinyl Floor Covering	Included	Included
BLUE	Bluetooth For Phone	Included	Included
C49	Electric Rear-Window Defogger	Included	Included
C5U	GVWR: 6,800 lbs (3,084 Kgs)	STD	STD
CTT	Hitch Guidance	Included	Included
D31	Inside Rearview Mirror w/Tilt	Included	Included
DLF	Heated Power-Adjustable Outside Mirrors	Included	Included
ENGCR	TurboMax Engine Credit	$-1,228.50	$-1,350.00
GAZ_01	Summit White	NC	NC
GU6	3.42 Rear Axle Ratio	STD	STD
H2G_01	Jet Black w/Vinyl Seat Trim	NC	NC
IOR	Radio: Chevrolet Infotainment 3 System	STD	STD
K34	Electronic Cruise Control	Included	Included
KW5	220 Amp Alternator	Included	Included
L3B	Engine: 2.7L TurboMax	Included	Included
MFC	Transmission: 8-Speed Automatic	Included	Included
N33	Manual Tilt Wheel Steering Column	Included	Included
PAINT	Solid Paint	STD	STD
PCV	WT Convenience Package	Included	Included
PEB	WT Value Package	$418.60	$460.00
PED	Chevy Safety Assist	Included	Included
QBN	Tires: 255/70R17 as BW	Included	Included
QBR	255/70R17 as BW Spare Tire	Included	Included
QK1	Standard Tailgate	Included	Included
QT2	Manual Tailgate Function w/No EZ Lift	Included	Included

CODE	DESCRIPTION	INVOICE	MSRP
RD6	Wheels: 17" X 8" Ultra Silver Painted Steel	Included	Included
STDTM	Vinyl Seat Trim	Included	Included
TDM	Teen Driver	Included	Included
TQ5	IntelliBeam Automatic High Beam On/Off	Included	Included
U2J	SiriusXM Delete	Included	Included
UDC	3.5" Monochromatic Display Driver Info Center	Included	Included
UE1	OnStar Services Capable	Included	Included
UE4	Following Distance Indicator	Included	Included
UEU	Forward Collision Alert	Included	Included
UHX	Lane Keep Assist w/Lane Departure Warning	Included	Included
UHY	Automatic Emergency Braking	Included	Included
UJN	Tire Pressure Monitoring System	Included	Included
UKJ	Front Pedestrian Braking	Included	Included
UQF	6-Speaker Audio System	Included	Included
UVB	HD Rear Vision Camera	Included	Included
V76	Front Frame-Mounted Black Recovery Hooks	Included	Included
VH6	Black (Semi-Gloss) Front Bumper	Included	Included
VJG	Black (Semi-Gloss) Rear Bumper	Included	Included
VV4	Wi-Fi Hot Spot Capable	Included	Included
Z82	Trailering Package	Included	Included
Z85	Standard Suspension Package	STD	STD

CONFIGURED FEATURES:

Body Exterior Features:
- Number Of Doors 4
- Rear Cargo Door Type: tailgate
- Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
- Convex Driver Mirror: convex driver and passenger mirror
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers with black rub strip
- Rear Step Bumper: rear step bumper
- Front Tow Hooks: 2 front tow hooks
- Box Style: regular
- Body Material: galvanized steel/aluminum body material
- : class IV trailering with harness, hitch
- Grille: black grille

Convenience Features:
- Air Conditioning manual air conditioning
- Console Ducts: console ducts
- Cruise Control: cruise control with steering wheel controls
- Power Windows: power windows with front and rear 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Steering Wheel: steering wheel with manual tilting
- Day-Night Rearview Mirror: day-night rearview mirror
- Emergency SOS: OnStar emergency communication system
- Front Cupholder: front cupholder
- Overhead Console: mini overhead console with storage
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Seatback Storage Pockets: 2 seatback storage pockets
- Dashboard Storage: dashboard storage
- IP Storage: covered bin instrument-panel storage
- Front Underseat Storage Tray: locking front underseat storage tray
- Driver Footrest: driver's footrest
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 1 12V DC power outlet

Entertainment Features:
- radio with seek-scan
- Radio Data System: radio data system
- Speakers: 6 speakers
- Internet Access: Wi-Fi Hotspot capable internet access
- TV Tuner: OnStar Turn-by-Turn Navigation turn-by-turn navigation directions
- 1st Row LCD: 1 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: fixed antenna

Lighting, Visibility and Instrumentation Features:
- Headlamp Type delay-off reflector halogen headlamps
- Auto-Dimming Headlights: IntelliBeam auto high-beam headlights
- Cab Clearance Lights: cargo bed light
- Front Wipers: variable intermittent wipers
- Rear Window Defroster: rear window defroster

Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Voltometer: voltmeter
Compass: compass
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Lane Departure Warning: lane departure
Front Pedestrian Braking: front pedestrian detection
Following Distance Indicator: following distance alert
Forward Collision Alert: forward collision
Oil Pressure Gauge: oil pressure gauge
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter
Clock: digital clock
Systems Monitor: driver information centre
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Low Oil Level Warning: low-oil-level warning
Low Coolant Warning: low-coolant warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Brake Fluid Warning: brake-fluid warning
Turn Signal On Warning: turn-signal-on warning
Transmission Fluid Temperature Warning: transmission-fluid-temperature warning
Brake Pad Wear: brake pad wear

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: DuraLife four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Daytime Running Lights: daytime running lights
Spare Tire Type: full-size spare tire
Spare Tire Mount: underbody mounted spare tire w/crankdown
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Perimeter Under Vehicle Lights: remote activated perimeter/approach lights
Tailgate/Rear Door Lock Type: manual tailgate/rear door lock

Rear Child Safety Locks: rear child safety locks
Ignition Disable: immobilizer
Panic Alarm: panic alarm
Tracker System: tracker system
Electronic Stability: StabiliTrak w/Proactive Roll Avoidance electronic stability stability control with anti-rollover
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 2 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 6
Front Bucket Seats: front split-bench 40-20-40 seats
Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Fore/Aft: manual driver and passenger fore/aft adjustment
Front Centre Armrest Storage: front centre armrest with storage
Rear Seat Type: rear 60-40 split-bench seat
Rear Folding Position: rear seat fold-up cushion
Leather Upholstery: vinyl front and rear seat upholstery
Door Trim Insert: vinyl door panel trim
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Cabback Insulator: cabback insulator
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Interior Accents: chrome interior accents

Standard Engine:

Engine 310-hp, 2.7-liter I-4 (regular gas)

Standard Transmission:

Transmission 8-speed automatic w/ OD and auto-manual

Full Maintenance

The Enterprise Full Maintenance program eliminates unexpected repair costs, hassles of budgeting for repairs, expense reporting for driver and the need for you or your driver to be a vehicle repair specialist. The program is comprehensive and inflation proof.

Included Services

- *All major and minor repairs (engines, transmission, radiators, etc.,)*
- *All recommended services (oil changes, tune-ups, etc.,)*
- *All maintenance related towing*
- *Incidentals (fluid, belts, hoses, etc.,)*
- *After hours and weekend services available*
- *Proactive service technicians*
- *No out of pocket expense for covered repairs*
- *Brakes: 0 replacement set(s)*....1 set equals 1 axle (2 wheels)*
- *Tires: 0 individual**
- *Loaner vehicle not Included*

Services Not Included

- *Oil between changes*
- *Gas and parking*
- *Insurance related repairs*
- *Car washes*
- *Obvious neglect or abuse*
- *Non factory/dealer installed equipment*
- *Motor vehicle safety and emissions inspections*

Unit #	Vehicle	Contract Mileage/Term	Cost/Month
	2026 Chevrolet Silverado 1500 Work Truck 4x2 Crew Cab 5.75 ft. box 147.4 in. WB	50,000 / 60 Months	$46.35

* These two items are the ONLY qualified items on the program.
The Full Maintenance program becomes null and void at 100,000 miles.
Overmileage is charged at $0.0500 Per Mile

Lessee agrees to add full maintenance and associated parameters to the above designated vehicle

LESSEE: District School Board of Clay County

BY **TITLE** **DATE**

enterprise | FLEET MANAGEMENT

Quote No: 10134398

Full Maintenance

ANTICIPATED MAINTENANCE EXPENSE

Category 2 / <7,500 gvw/1/2 Ton - Powertrain

1/2 Ton - Powertrain

Miles	**50,000**
Months	**60**

ROUTINE MAINTENANCE

Service	INTERVAL	Number	Industry Average	Total
Power Steering Flush	N/A	1	$132.00	$132.00
Fuel Injection Service	N/A	1	$147.00	$147.00
Oil Change	7,500 Miles	6	$127.00	$762.00
Tire Rotation	15,000 Miles	3	$30.00	$90.00
Wiper Blades (pair)	22,500 Miles	2	$70.00	$140.00
Engine Air Filter	37,500 Miles	1	$64.00	$64.00
Cabin Air Filter	37,500 Miles	1	$100.00	$100.00
Brakes and Rotors	45,000 Miles	1	$484.00	$484.00
Tires (set)	45,000 Miles	1	$1,366.00	$1,366.00
Brake Fluid Flush	60,000 Miles	0	$114.00	$0.00
Transmission Service	75,000 Miles	0	$236.00	$0.00
Spark Plugs (set)	127,500 Miles	0	$428.00	$0.00
Serpentine Belt	127,500 Miles	0	$152.00	$0.00
Differential Service Rear	127,500 Miles	0	$156.00	$0.00
Differential Service Front	127,500 Miles	0	$156.00	$0.00
Transfercase Service	127,500 Miles	0	$163.00	$0.00
Engine Coolant Service	187,500 Miles	0	$145.00	$0.00
			Routine Maintenance Total Costs	**$3,285.00**
			Per Month	**$54.75**

UNSCHEDULED / COMMON REPAIRS

Service	Average Failure	Number	Industry Average	Total
Electrical	70,000 Miles	0	$1,202.00	$0.00
Engine/EV Battery Cooling System	70,000 Miles	0	$702.00	$0.00
Steering/Suspension	70,000 Miles	0	$1,290.00	$0.00
Performance/Emmissions	70,000 Miles	0	$621.00	$0.00
Advanced Driver Assistance System (ADAS)	70,000 Miles	0	$1,777.00	$0.00
Roadside	75,000 Miles	0	$212.00	$0.00
AC and Heater	80,000 Miles	0	$1,091.00	$0.00
Fuel System	85,000 Miles	0	$943.00	$0.00
Exhaust	90,000 Miles	0	$1,748.00	$0.00
Braking	90,000 Miles	0	$709.00	$0.00
Engine Repair	150,000 Miles	0	$1,898.00	$0.00
Transmission Replacement	150,000 Miles	0	$5,253.00	$0.00
Engine Replacement	150,000 Miles	0	$14,963.00	$0.00
Differential Replacement	150,000 Miles	0	$2,321.00	$0.00
			Common Unscheduled Maintenance Costs	**$0.00**

Total Anticipated Maintenance Costs	**$3,285.00**
ESTIMATED MONTHLY MAINTENANCE COST	**$54.75**

Open-End (Equity) Lease Rate Quote

enterprise | FLEET MANAGEMENT

Quote No: 10134403

Prepared For: District School Board of Clay County
Dowell, Chris

Date 07/14/2026
AE/AM SO4/AJM

Unit #
Year 2027 **Make** Chrysler **Model** Pacifica
Series LX Front-Wheel Drive Passenger Van
Vehicle Order Type Ordered **Term** 60 **State** FL **Customer#** 615482

Quantity x10

$ 40,325.00		Capitalized Price of Vehicle[1]
$0.00	*	Certain Other Charges 0.0000% **State** FL
$ 450.00	*	Initial License Fee
$ 0.00		Registration Fee
$ 360.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Security Deposit
$0.00		Taxes
$ 40,685.00		Total Capitalized Amount (Delivered Price)
$ 610.28		Depreciation Reserve @ 1.5000%
$ 191.36		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]
, Including Management Fee of		$ 43.44
$ 801.64		**Total Monthly Rental Excluding Additional Services**

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	Bright White Clearcoat
Interior Color	Black w/Caprice Leatherette Bucket Seats
Lic. Plate Type	Unknown
GVWR	0

Additional Fleet Management

Master Policy Enrollment Fees

$ 0.00	Commercial Automobile Liability Enrollment		
	Liability Limit $0.00		
$ 0.00	Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 44.30	Full Maintenance Program [3] Contract Miles 50,000	OverMileage Charge	$ 0.0500 Per Mile
	Incl: # Brake Sets (1 set = 1 Axle) 0	# Tires 0	Loaner Vehicle Not Included
$ 44.30	**Additional Services SubTotal**		
$ 0.00	Tax 0.0000%	**State** FL	
$ 845.94	**Total Monthly Rental Including Additional Services**		
$ 4,068.20	Reduced Book Value at 60 Months		
$ 400.00	Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 10,000
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.
Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE District School Board of Clay County
BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.
[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.
[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).
[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 300.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 360.00
Other Charges Total		$ 360.00

VEHICLE INFORMATION:

2027 Chrysler Pacifica LX Front-Wheel Drive Passenger Van - US

Series ID: RUCL53

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$41,080.00	$41,495.00
Total Options	$0.00	$0.00
Destination Charge	$1,995.00	$1,995.00
Total Price	**$43,075.00**	**$43,490.00**

SELECTED COLOR:

Exterior:	PW7-Bright White Clearcoat
Interior:	X3-Black w/Caprice Leatherette Bucket Seats

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
27E	Quick Order Package 27E	NC	NC
APA	Monotone Paint Application	STD	STD
DFH	Transmission: 9-Speed 948TE Automatic	STD	STD
ERC	Engine: 3.6L V6 24V VVT UPG I w/ESS	STD	STD
NAS	50 State Emissions	NC	NC
PW7_01	Bright White Clearcoat	NC	NC
SDC	Touring Suspension	STD	STD
SJ	Caprice Leatherette Bucket Seats	STD	STD
TMK	Tires: 235/65R17 BSW All Season	STD	STD
UBG	Radio: Uconnect 5 w/10.1" Display	STD	STD
WFN	Wheels: 17" X 7.0" Aluminum	STD	STD
X3_01	Black w/Caprice Leatherette Bucket Seats	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

- Number Of Doors 4
- Rear Driver Door: power sliding rear passenger doors
- Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors with turn signal indicator
- Spoiler: rear lip spoiler
- Door Handles: body-coloured
- Front And Rear Bumpers: body-coloured front and rear bumpers
- Front License Plate Bracket: front license plate bracket
- Body Material: galvanized steel/aluminum body material
- Grille: black w/chrome surround grille

Convenience Features:

- Air Conditioning automatic dual-zone front air conditioning
- Air Filter: air filter
- Rear Air Conditioning: rear air conditioning with separate controls
- Voice Activated A/C: voice activated air conditioning
- Cruise Control: cruise control with steering wheel controls, Adaptive Cruise Control w/Stop & Go adaptive
- Trunk/Hatch/Door Remote Release: power cargo access remote release
- Power Windows: power windows with front and rear 1-touch down
- 1/4 Vent Rear Windows: power rearmost windows
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Valet Key: valet function
- Trunk FOB Controls: keyfob trunk/hatch/door release
- Remote Engine Start: keyfob remote start - yes
- Steering Wheel: heated steering wheel with manual tilting, manual telescoping
- Day-Night Rearview Mirror: day-night rearview mirror
- Driver and Passenger Vanity Mirror: illuminated driver and passenger-side visor mirrors
- Emergency SOS: Chrysler Connect emergency communication system
- Front Cupholder: front and rear cupholders
- Floor Console: full floor console with covered box
- Overhead Console: mini overhead console with storage, conversation mirror
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Seatback Storage Pockets: 2 seatback storage pockets
- Interior Concealed Storage: interior concealed storage
- Driver Footrest: driver's footrest
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

- radio with seek-scan
- Radio Data System: radio data system
- Speed Sensitive Volume: speed-sensitive volume
- Steering Wheel Radio Controls: steering-wheel mounted audio controls
- Speakers: 6 speakers
- Internet Access: 4G LTE Wi-Fi Hot Spot internet access
- 1st Row LCD: 2 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

Headlamp Type delay-off reflector halogen headlamps
Front Wipers: variable intermittent rain detecting wipers wipers
Rear Window wiper: rear window wiper
Rear Window Defroster: rear window defroster
Rear Side Blinds: rear side blind
Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front reading lights
Ignition Switch: ignition switch light
Variable IP Lighting: variable instrument panel lighting
Display Type: digital/analog appearance
Tachometer: tachometer
Voltometer: voltmeter
Compass: compass
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Park Distance Control: ParkSense with Stop rear parking sensors
Trip Computer: trip computer
Trip Odometer: trip odometer
Lane Departure Warning: lane departure
Blind Spot Sensor: blind spot
Front Pedestrian Braking: front pedestrian detection
Forward Collision Alert: forward collision
Oil Pressure Gauge: oil pressure gauge
Water Temp Gauge: water temp. gauge
Oil Temp Gauge: oil temperature gauge
Transmission Oil Temp Gauge: transmission oil temp. gauge
Clock: digital clock
Systems Monitor: driver information centre
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning
Turn Signal On Warning: turn-signal-on warning
Transmission Fluid Temperature Warning: transmission-fluid-temperature warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front ventilated disc brakes
Daytime Running Lights: daytime running lights
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st, 2nd and 3rd row overhead airbag
Knee Airbag: knee airbag
Occupancy Sensor: front passenger airbag occupancy sensor

Height Adjustable Seatbelts: height adjustable front and rear seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Ignition Disable: Sentry Key immobilizer
Security System: security system
Panic Alarm: panic alarm
Tracker System: tracker system
Electronic Stability: electronic stability
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints with tilt
Rear Headrest Control: 2 rear head restraints
3rd Row Headrests: 3 fixed third row head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 7
Front Bucket Seats: front bucket seats
Front Heated Cushion: driver and passenger heateds
Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
Reclining Driver Seat: power reclining driver and manual reclining passenger seats
Driver Lumbar: power 4-way driver and passenger lumbar support
Driver Height Adjustment: power height-adjustable driver and passenger seats
Driver Fore/Aft: power driver and passenger fore/aft adjustment
Driver Cushion Tilt: power driver and passenger cushion tilt
Front Centre Armrest Storage: front centre armrest
Rear Seat Type: rear manual reclining captain seat
Rear Seat Fore/Aft: manual rear seat fore/aft adjustment
Rear Folding Position: rear seat tumble forward
Rear Seat Fold into Floor: folding activation rear seat
Rear Seat Mounted Armrests: rear seat mounted armrest
3rd Row Seat Type: fixed third row manual 60-40 split-bench seat
3rd Row Electric Control: Stow 'n Go fold into floor third row seat
Leather Upholstery: leatherette front and rear seat upholstery
Door Trim Insert: vinyl door panel trim
Headliner Material: full cloth headliner
Floor Covering: full carpet floor covering
Dashboard Console Insert, Door Panel Insert Combination: piano black instrument panel insert, door panel insert, console insert
Shift Knob Trim: metal-look shift knob
LeatherSteeringWheel: TechnoLeather leatherette steering wheel
Floor Mats: carpet front and rear floor mats
Interior Accents: piano black/metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light
Air Compressor: tire mobility kit

Standard Engine:

Engine 287-hp, 3.6-liter V-6 (regular gas)

Standard Transmission:

Transmission 9-speed automatic w/ OD

FLEET MANAGEMENT

Open-End (Equity) Lease Rate Quote

Quote No: 10134401

Prepared For:	District School Board of Clay County	**Date**	07/14/2026
	Dowell, Chris	**AE/AM**	SO4/AJM
Unit #			
Year	2027 **Make** Ford **Model** F-250		
Series	XL 4x4 SD Crew Cab 8 ft. box 176 in. WB SRW		
Vehicle Order Type	Ordered **Term** 60 **State** FL **Customer#** 615482		

Quantity x10

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	Oxford White
Interior Color	Medium Dark Slate w/HD Vinyl 40/20/40 Split B
Lic. Plate Type	Unknown
GVWR	0

$ 49,918.00		Capitalized Price of Vehicle[1]		
$0.00	*	Certain Other Charges 0.0000% **State** FL		
$ 450.00	*	Initial License Fee		
$ 0.00		Registration Fee		
$ 360.00		Other: (See Page 2)		
$ 0.00		Capitalized Price Reduction		
$ 0.00		Gain Applied From Prior Unit		
$ 0.00	*	Security Deposit		
$0.00		Taxes		
$ 50,278.00		Total Capitalized Amount (Delivered Price)		
$ 754.17		Depreciation Reserve @ 1.5000%		
$ 236.47		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]		
, Including Management Fee of		$ 54.28		
$ 990.64		**Total Monthly Rental Excluding Additional Services**		
		Additional Fleet Management		
		Master Policy Enrollment Fees		
$ 0.00		Commercial Automobile Liability Enrollment		
		Liability Limit $0.00		
$ 0.00		Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 51.82		Full Maintenance Program[3] Contract Miles 50,000	OverMileage Charge	$ 0.0500 Per Mile
		Incl: # Brake Sets (1 set = 1 Axle) 0	# Tires 0	Loaner Vehicle Not Included
$ 51.82		**Additional Services SubTotal**		
$ 0.00		Tax 0.0000% **State** FL		
$ 1,042.46		**Total Monthly Rental Including Additional Services**		
$ 5,027.80		Reduced Book Value at 60 Months		
$ 400.00		Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 10,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE District School Board of Clay County

BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 300.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 360.00
Other Charges Total		$ 360.00

Open-End (Equity) Lease Rate Quote

Quote No: 10134401

VEHICLE INFORMATION:

2027 Ford F-250 XL 4x4 SD Crew Cab 8 ft. box 176 in. WB SRW - US

Series ID: W2B

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$50,531.00	$53,190.00
Total Options	$592.00	$650.00
Destination Charge	$2,795.00	$2,795.00
Total Price	**$53,918.00**	**$56,635.00**

SELECTED COLOR:

Exterior:	Z1-Oxford White
Interior:	AS-Medium Dark Slate w/HD Vinyl 40/20/40 Split Bench Seat

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
176WB	176" Wheelbase	STD	STD
425	50-State Emissions System	STD	STD
44F	Transmission: TorqShift-G 10-Speed Automatic	Included	Included
600A	Order Code 600A	NC	NC
64A	Wheels: 17" Argent Painted Steel	Included	Included
68B	GVWR: Fixed 10,000 Lb Package	Included	Included
85S	Tough Bed Spray-in Bedliner	$592.00	$650.00
99N	Engine: 7.3L 2V DEVCT NA PFI V8 Gas	Included	Included
A	HD Vinyl 40/20/40 Split Bench Seat	Included	Included
AS_03	Medium Dark Slate w/HD Vinyl 40/20/40 Split Bench Seat	NC	NC
FCP1	Ford Connectivity Package (1-Year Included)	Included	Included
PAINT	Monotone Paint Application	STD	STD
STDRD	Radio: AM/FM Stereo w/MP3 Player	Included	Included
SYNC4	SYNC 4 w/8" Center Display	Included	Included
TD8	Tires: LT245/75Rx17E BSW A/S	Included	Included
WARANT	Fleet Customer Powertrain Limited Warranty	NC	NC
X37	3.73 Axle Ratio	Included	Included
Z1_01	Oxford White	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

- Number Of Doors 4
- Rear Cargo Door Type: tailgate
- Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors with turn signal indicator
- Convex Driver Mirror: convex driver and passenger mirror
- Mirror Type: manual extendable trailer mirrors
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers with black rub strip
- Rear Step Bumper: rear step bumper
- Front Tow Hooks: 2 front tow hooks
- Bed Liner: bed liner
- Box Style: regular
- Body Material: aluminum body material
- : class V trailering with harness, hitch
- Grille: black grille

Convenience Features:

- Air Conditioning manual air conditioning
- Air Filter: air filter
- Cruise Control: cruise control with steering wheel controls
- Power Windows: power windows with driver and passenger 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Day-Night Rearview Mirror: day-night rearview mirror
- Emergency SOS: SYNC 4 911 Assist emergency communication system
- Front Cupholder: front and rear cupholders
- Overhead Console: full overhead console with storage
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Dashboard Storage: dashboard storage
- IP Storage: covered bin instrument-panel storage
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

- radio AM/FM stereo with seek-scan
- Voice Activated Radio: voice activated radio
- Speed Sensitive Volume: speed-sensitive volume
- Steering Wheel Radio Controls: steering-wheel mounted audio controls
- Speakers: 6 speakers
- Internet Access: 5G Modem - Ford Connectivity Package internet access
- 1st Row LCD: 2 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: fixed antenna

Lighting, Visibility and Instrumentation Features:

- Headlamp Type delay-off reflector halogen headlamps
- Cab Clearance Lights: cargo bed light
- Front Wipers: variable intermittent wipers
- Tinted Windows: light-tinted windows
- Dome Light: dome light with fade
- Front Reading Lights: front and rear reading lights

Variable IP Lighting: variable instrument panel lighting
Display Type: digital/analog appearance
Tachometer: tachometer
Compass: compass
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Oil Pressure Gauge: oil pressure gauge
Water Temp Gauge: water temp. gauge
Transmission Oil Temp Gauge: transmission oil temp. gauge
Engine Hour Meter: engine hour meter
Clock: digital clock
Systems Monitor: driver information centre
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Door Ajar Warning: door-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Daytime Running Lights: daytime running lights
Spare Tire Type: full-size spare tire
Spare Tire Mount: underbody mounted spare tire w/crankdown
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: Safety Canopy System curtain 1st and 2nd row overhead airbag
Height Adjustable Seatbelts: height adjustable front seatbelts
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Perimeter Under Vehicle Lights: remote activated perimeter/approach lights
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Ignition Disable: SecuriLock immobilizer
Security System: security system Ford Security Package
Panic Alarm: panic alarm
Tracker System: tracker system
Electronic Stability: AdvanceTrac w/Roll Stability Control electronic stability stability control with anti-rollover
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 6
Front Bucket Seats: front split-bench 40-20-40 seats
Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support

Driver Fore/Aft: manual driver and passenger fore/aft adjustment
Front Centre Armrest Storage: front centre armrest with storage
Rear Seat Type: rear 60-40 split-bench seat
Rear Folding Position: rear seat fold-up cushion
Leather Upholstery: vinyl front and rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Shift Knob Trim: urethane shift knob
Interior Accents: chrome interior accents

Standard Engine:

Engine 430-hp, 7.3-liter V-8 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD and PowerShift automatic

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Open-End (Equity) Lease Rate Quote

Quote No: 10134391

Prepared For: District School Board of Clay County
Dowell, Chris

Date 07/14/2026
AE/AM SO4/AJM

Unit #
Year 2027 **Make** Ford **Model** Transit-250 Cargo
Series Base Rear-Wheel Drive Low Roof Van 148 in. WB
Vehicle Order Type Ordered **Term** 60 **State** FL **Customer#** 615482

Quantity x10

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	Oxford White
Interior Color	Dark Palazzo Gray w/Vinyl Front Bucket Seats
Lic. Plate Type	Unknown
GVWR	0

$ 46,940.00		Capitalized Price of Vehicle [1]		
$0.00	*	Certain Other Charges 0.0000% **State** FL		
$ 450.00	*	Initial License Fee		
$ 0.00		Registration Fee		
$ 360.00		Other: (See Page 2)		
$ 0.00		Capitalized Price Reduction		
$ 0.00		Gain Applied From Prior Unit		
$ 0.00	*	Security Deposit		
$0.00		Taxes		
$ 47,300.00		Total Capitalized Amount (Delivered Price)		
$ 709.50		Depreciation Reserve @ 1.5000%		
$ 222.85		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor) [2]		
, Including Management Fee of		$ 51.30		
$ 932.35		**Total Monthly Rental Excluding Additional Services**		
		Additional Fleet Management		
		Master Policy Enrollment Fees		
$ 0.00		Commercial Automobile Liability Enrollment		
		Liability Limit $0.00		
$ 0.00		Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 48.73		Full Maintenance Program [3] Contract Miles 50,000	OverMileage Charge	$ 0.0500 Per Mile
		Incl: # Brake Sets (1 set = 1 Axle) 0	# Tires 0	Loaner Vehicle Not Included
$ 48.73		**Additional Services SubTotal**		
$ 0.00		Tax 0.0000% **State** FL		
$ 981.08		**Total Monthly Rental Including Additional Services**		
$ 4,730.00		Reduced Book Value at 60 Months		
$ 400.00		Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 10,000
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.
Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE District School Board of Clay County
BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.
[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.
[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).
[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 300.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 360.00
Other Charges Total		$ 360.00

Open-End (Equity) Lease Rate Quote

Quote No: 10134391

VEHICLE INFORMATION:

2027 Ford Transit-250 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB - US

Series ID: R1Y

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$48,545.00	$51,100.00
Total Options	$0.00	$0.00
Destination Charge	$2,395.00	$2,395.00
Total Price	**$50,940.00**	**$53,495.00**

SELECTED COLOR:

Exterior:	YZ-Oxford White
Interior:	VK-Dark Palazzo Gray w/Vinyl Front Bucket Seats

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
101A	Order Code 101A	NC	NC
148WB	148" Wheelbase	STD	STD
21G	Dark Palazzo Gray Vinyl Bucket Seats	Included	Included
425	50-State Emissions System	STD	STD
44U	Transmission: 10-Spd Automatic w/OD & SelectShift	Included	Included
998	Engine: 3.5L PFDi V6	Included	Included
FCP	Ford Connectivity Package (1-Year Included)	Included	Included
PAINT	Monotone Paint Application	STD	STD
STDGV	GVWR: 9,150 lbs	Included	Included
STDRD	Radio: AM/FM Stereo	Included	Included
STDTR	Tires: 235/65R16C 121/119 R as BSW	Included	Included
STDWL	Wheels: 16" Silver Steel w/Black Hubcap	Included	Included
SYNC	SYNC	Included	Included
V	Vinyl Front Bucket Seats	Included	Included
VK_01	Dark Palazzo Gray w/Vinyl Front Bucket Seats	NC	NC
WARANT	Fleet Customer Powertrain Limited Warranty	NC	NC
X73	3.73 Axle Ratio	Included	Included
YZ_01	Oxford White	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:
- Number Of Doors 3
- Rear Cargo Door Type: split swing-out
- Driver And Passenger Mirror: power remote manual folding side-view door mirrors
- Convex Driver Mirror: convex driver and passenger mirror
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers
- Front License Plate Bracket: front license plate bracket
- Body Material: fully galvanized steel body material
- Body Side Cladding: black bodyside cladding
- Grille: black grille

Convenience Features:
- Air Conditioning manual air conditioning
- Voice Activated A/C: voice activated air conditioning
- Cruise Control: cruise control with steering wheel controls
- Power Windows: power windows with driver 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Emergency SOS: 911 Assist emergency communication system
- Front Cupholder: front cupholder
- Floor Console: partial floor console with box
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- IP Storage: bin instrument-panel storage
- Driver Footrest: driver's footrest
- Power Accessory Outlet: 3 12V DC power outlets

Entertainment Features:
- radio AM/FM stereo with seek-scan
- Voice Activated Radio: voice activated radio
- Steering Wheel Radio Controls: steering-wheel mounted audio controls
- Speakers: 4 speakers
- Internet Access: Ford Connect 5G internet access
- 1st Row LCD: 1 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: fixed antenna

Lighting, Visibility and Instrumentation Features:
- Headlamp Type reflector halogen headlamps
- Auto-Dimming Headlights: Auto High Beam auto high-beam headlights
- Front Wipers: variable intermittent rain detecting wipers wipers
- Tinted Windows: light-tinted windows
- Dome Light: dome light with fade
- Front Reading Lights: front reading lights
- Variable IP Lighting: variable instrument panel lighting
- Display Type: analog appearance
- Tachometer: tachometer
- Low Tire Pressure Warning: low-tire-pressure warning
- Park Distance Control: front and rear parking sensors
- Trip Odometer: trip odometer
- Lane Departure Warning: lane departure

- Front Pedestrian Braking: front pedestrian detection
- Forward Collision Alert: forward collision
- Water Temp Gauge: water temp. gauge
- Engine Hour Meter: engine hour meter
- Clock: digital clock
- Systems Monitor: driver information centre
- Rear Vision Camera: rear vision camera
- Oil Pressure Warning: oil-pressure warning
- Water Temp Warning: water-temp. warning
- Battery Warning: battery warning
- Lights On Warning: lights-on warning
- Key in Ignition Warning: key-in-ignition warning
- Low Fuel Warning: low-fuel warning
- Door Ajar Warning: door-ajar warning
- Trunk Ajar Warning: trunk-ajar warning
- Brake Fluid Warning: brake-fluid warning

Safety And Security:

- ABS four-wheel ABS brakes
- Number of ABS Channels: 4 ABS channels
- Brake Assistance: brake assist
- Brake Type: four-wheel disc brakes
- Vented Disc Brakes: front ventilated disc brakes
- Daytime Running Lights: daytime running lights
- Driver Front Impact Airbag: driver and passenger front-impact airbags
- Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
- Overhead Airbag: Safety Canopy System curtain 1st row overhead airbag
- Occupancy Sensor: front passenger airbag occupancy sensor
- Height Adjustable Seatbelts: height adjustable front seatbelts
- Seatbelt Pretensioners: front seatbelt pre-tensioners
- Side Impact Bars: side-impact bars
- Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
- Ignition Disable: SecuriLock immobilizer
- Security System: security system
- Panic Alarm: panic alarm
- Tracker System: tracker system
- Electronic Stability: Ford Co-Pilot360 w/Side Wind Stabilization electronic stability stability control with anti-rollover
- Traction Control: ABS and driveline traction control
- Front and Rear Headrests: manual adjustable front head restraints
- Break Resistant Glass: break resistant glass

Seats And Trim:

- Seating Capacity max. seating capacity of 2
- Front Bucket Seats: front bucket seats
- Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments
- Reclining Driver Seat: manual reclining driver and passenger seats
- Driver Seat Mounted Armrest: driver and passenger seat mounted armrests
- Driver Fore/Aft: manual driver and passenger fore/aft adjustment
- Leather Upholstery: vinyl front seat upholstery
- Headliner Material: front cloth headliner
- Floor Covering: front vinyl/rubber floor covering
- Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
- Shift Knob Trim: urethane shift knob
- Cargo Light: cargo light

Standard Engine:

- Engine 275-hp, 3.5-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD and PowerShift automatic

Open-End (Equity) Lease Rate Quote

enterprise | FLEET MANAGEMENT

Quote No: 10134378

Prepared For:	District School Board of Clay County	**Date**	07/14/2026
	Dowell, Chris	**AE/AM**	SO4/AJM
Unit #			
Year	2027 **Make** Ford **Model** Transit-350 Cargo		
Series	Base Rear-Wheel Drive Low Roof Van 148 in. WB		
Vehicle Order Type	Ordered **Term** 60 **State** FL **Customer#** 615482		

Quantity x10

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	Oxford White
Interior Color	Dark Palazzo Gray w/Vinyl Front Bucket Seats
Lic. Plate Type	Unknown
GVWR	0

$ 48,080.00		Capitalized Price of Vehicle[1]		
$0.00	*	Certain Other Charges 0.0000% **State** FL		
$ 450.00	*	Initial License Fee		
$ 0.00	*	Registration Fee		
$ 360.00		Other: (See Page 2)		
$ 0.00		Capitalized Price Reduction		
$ 0.00		Gain Applied From Prior Unit		
$ 0.00	*	Security Deposit		
$0.00		Taxes		
$ 48,440.00		Total Capitalized Amount (Delivered Price)		
$ 726.60		Depreciation Reserve @ 1.5000%		
$ 228.06		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]		
, Including Management Fee of		$ 52.44		
$ 954.66		**Total Monthly Rental Excluding Additional Services**		
		Additional Fleet Management		
		Master Policy Enrollment Fees		
$ 0.00		Commercial Automobile Liability Enrollment		
		Liability Limit $0.00		
$ 0.00		Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 53.00		Full Maintenance Program[3] Contract Miles 50,000	OverMileage Charge	$ 0.0500 Per Mile
		Incl: # Brake Sets (1 set = 1 Axle) 0	# Tires 0	Loaner Vehicle Not Included
$ 53.00		**Additional Services SubTotal**		
$ 0.00		Tax 0.0000% **State** FL		
$ 1,007.66		**Total Monthly Rental Including Additional Services**		
$ 4,844.00		Reduced Book Value at 60 Months		
$ 400.00		Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 10,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE District School Board of Clay County

BY **TITLE** **DATE**

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1 Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

2 Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

3 The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

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Open-End (Equity) Lease Rate Quote

Quote No: 10134378

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2027 Ford Transit-350 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB - US

Series ID: W1Y

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$49,685.00	$52,300.00
Total Options	$0.00	$0.00
Destination Charge	$2,395.00	$2,395.00
Total Price	**$52,080.00**	**$54,695.00**

SELECTED COLOR:

Exterior:	YZ-Oxford White
Interior:	VK-Dark Palazzo Gray w/Vinyl Front Bucket Seats

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
101A	Order Code 101A	NC	NC
148WB	148" Wheelbase	STD	STD
21G	Dark Palazzo Gray Vinyl Bucket Seats	Included	Included
425	50-State Emissions System	STD	STD
44U	Transmission: 10-Spd Automatic w/OD & SelectShift	Included	Included
998	Engine: 3.5L PFDi V6	Included	Included
FCP	Ford Connectivity Package (1-Year Included)	Included	Included
PAINT	Monotone Paint Application	STD	STD
STDGV	GVWR: 9,500 Lb	Included	Included
STDRD	Radio: AM/FM Stereo	Included	Included
STDTR	Tires: 235/65R16C 121/119 R as BSW	Included	Included
STDWL	Wheels: 16" Silver Steel w/Black Hubcap	Included	Included
SYNC	SYNC	Included	Included
V	Vinyl Front Bucket Seats	Included	Included
VK_01	Dark Palazzo Gray w/Vinyl Front Bucket Seats	NC	NC
WARANT	Fleet Customer Powertrain Limited Warranty	NC	NC
X73	3.73 Axle Ratio	Included	Included
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CONFIGURED FEATURES:

Body Exterior Features:
- Number Of Doors 3
- Rear Cargo Door Type: split swing-out
- Driver And Passenger Mirror: power remote manual folding side-view door mirrors
- Convex Driver Mirror: convex driver and passenger mirror
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers
- Front License Plate Bracket: front license plate bracket
- Body Material: fully galvanized steel body material
- Body Side Cladding: black bodyside cladding
- Grille: black grille

Convenience Features:
- Air Conditioning manual air conditioning
- Voice Activated A/C: voice activated air conditioning
- Cruise Control: cruise control with steering wheel controls
- Power Windows: power windows with driver 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Emergency SOS: 911 Assist emergency communication system
- Front Cupholder: front cupholder
- Floor Console: partial floor console with box
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- IP Storage: bin instrument-panel storage
- Driver Footrest: driver's footrest
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- 1st Row LCD: 1 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
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- Headlamp Type reflector halogen headlamps
- Auto-Dimming Headlights: Auto High Beam auto high-beam headlights
- Front Wipers: variable intermittent rain detecting wipers wipers
- Tinted Windows: light-tinted windows
- Dome Light: dome light with fade
- Front Reading Lights: front reading lights
- Variable IP Lighting: variable instrument panel lighting
- Display Type: analog appearance
- Tachometer: tachometer
- Low Tire Pressure Warning: low-tire-pressure warning
- Park Distance Control: front and rear parking sensors
- Trip Odometer: trip odometer
- Lane Departure Warning: lane departure

Front Pedestrian Braking: front pedestrian detection
Forward Collision Alert: forward collision
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter
Clock: digital clock
Systems Monitor: driver information centre
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Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front ventilated disc brakes
Daytime Running Lights: daytime running lights
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: Safety Canopy System curtain 1st row overhead airbag
Occupancy Sensor: front passenger airbag occupancy sensor
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Seatbelt Pretensioners: front seatbelt pre-tensioners
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Ignition Disable: SecuriLock immobilizer
Security System: security system
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Tracker System: tracker system
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Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Break Resistant Glass: break resistant glass

Seats And Trim:

Seating Capacity max. seating capacity of 2
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Seat Mounted Armrest: driver and passenger seat mounted armrests
Driver Fore/Aft: manual driver and passenger fore/aft adjustment
Leather Upholstery: vinyl front seat upholstery
Headliner Material: front cloth headliner
Floor Covering: front vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Cargo Light: cargo light

Standard Engine:

Engine 275-hp, 3.5-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD and PowerShift automatic

ENTERPRISE FLEET MANAGEMENT

SERVICE AGREEMENT

This Service Agreement is entered into as of the 25th day of June, 2026, by and between Enterprise Fleet Management, Inc., (EFM, Contractor), a Missouri corporation, and District School Board of Clay County (Company, SBCC).

Additionally, the Parties acknowledge that Company and Enterprise FM Trust, a Delaware statutory trust, are parties to that certain Master Equity Lease Agreement dated June 25th, 2026.

Additionally, the Parties acknowledge that Company and Enterprise Fleet Management, Inc., a Missouri corporation, are parties to that certain Maintenance Agreement dated June 25th, 2026.

Additionally, the Parties acknowledge that Company and Enterprise Fleet Management, Inc., a Missouri corporation, are parties to that certain Maintenance Management and Fleet Rental Agreement dated June 25th, 2026.

Additionally, the Parties acknowledge that Company and Enterprise Fleet Management, Inc., a Missouri corporation, are parties to that certain Consignment Auction Agreement dated June 25th, 2026.

WITNESSETH:

Enterprise Fleet Management, Inc. is the "Servicer" as denoted by the MASTER EQUITY LEASE AGREEMENT that is by and between Enterprise FM Trust, a Delaware statutory trust and District School Board of Clay County.

SCOPE OF SERVICE: WHEREAS, EFM is willing to honor the terms, conditions, and pricing of the Sourcewell Agreement to provide fleet management services for the Company.

1.1 Recitals. The above recitals are true and correct and incorporated in this Adoption and Amendment.

1.2 Contract Documents. This Services Agreement shall consist of the following documents ("Contract Documents"):

A. Sourcewell Agreement
B. Master Equity Lease Agreement Government
C. Full Maintenance Agreement
D. Maintenance Management and Fleet Rental Agreement
E. Consignment Auction Agreement
F. Amendment to Master Equity Lease Agreement
G. Authorized Signer

Attachments A through Attachment G are attached hereto and incorporated herein by reference as material elements of this Services Agreement. In the event there are any conflicting terms and conditions between the documents that constitute the entirety of the Services Agreement, the terms and conditions of the Master Equity Lease Agreement and Addendum shall control.

1.3 Scope of Service: This pricing and services under this contract are in accordance with the contract between Enterprise Fleet Management and Sourcewell for Fleet Management Services Request for Proposal # 112025-EFM.

INDEMNITY: Enterprise Fleet Management, Inc. ("EFM") agrees to defend and indemnify District School Board of Clay County from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys' fees and expenses) which District School Board of Clay County may incur by reason of EFM's breach or violation of, or failure to observe or perform, any of its obligations as Servicer (EFM in such capacity, "Servicer") for Enterprise FM Trust in connection with the Master Equity Lease Agreement between District School Board of Clay County and Enterprise FM Trust dated as of the date hereof, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any Vehicle, in each case, while the Vehicle was in possession of the Servicer.

PUBLIC RECORDS: This Amendment shall be subject to Florida's Public Records Laws, Chapter 119, Florida Statutes. EFM understands the broad nature of these laws and agrees to comply with Florida's public records laws and laws relating to records retention. In compliance with section 119.0701, Florida Statutes, EFM agrees to:

a. Keep and maintain public records required by the COMPANY in order to perform the Services.
b. Upon request from COMPANY's custodian of public records, provide COMPANY with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in the Chapter 119, Florida Statues or as otherwise provided by law.
c. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement term and following completion of the Agreement if the Lessor does not transfer the records to COMPANY.
d. Upon completion of the Agreement, transfer, at no cost, to COMPANY all public records in possession of Lessor or keep and maintain public records required by COMPANY to perform the Service. If Lessor transfers all public records to COMPANY upon completion of the Agreement, Lessor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If Lessor keeps and maintains public records upon completion of the Agreement, Lessor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to COMPANY, upon request of COMPANY's custodian of public records, in a format that is compatible with the information technology systems of COMPANY.

IF EFM HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, EFM'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE SBCC'S CUSTODIAN OF PUBLIC RECORDS AT 900 WALNUT STREET, GREEN COVE SPRINGS, FLORIDA 32043 OR AT 904-336-6500 OR AT: PRR@myoneclay.net

Failure to comply with this subsection will be deemed a breach of this Agreement and enforceable as set forth in Section 119.0701, Florida Statutes.

1.7 Application to School Board: EFM shall provide any notices to the Company as required under the Agreement to the following locations:

School District of Clay County
900 Walnut Street
Green Cove Springs, FL 32043

E-Verify.
A. Pursuant to Section 448.095, Florida Statutes, EFM shall register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all employees hired during the term of this Agreement and must, within fifteen (15) days of request, provide evidence of compliance with this provision.
B. Subcontractors.
(i) EFM shall also require all subcontractors performing work under this Agreement to use the E-Verify system for any employees they may hire during the term of this Agreement.
(ii) Subcontractors shall provide EFM with an affidavit stating the subcontractor does not employ, contract with, or subcontract with an unauthorized alien, as stated in Section 448.095, Florida Statutes.
(iii) EFM shall provide a copy of such affidavit to the Company upon receipt and shall maintain a copy for the duration of the Agreement.
C. Failure to comply with this provision is a material breach of the Agreement, and Company may choose to terminate the Agreement at its sole discretion.

Scrutinized Companies – Section 287.135, Fla. Stat.
Pursuant to Section 287.135, Florida Statutes, contracting with any entity that is listed on the Scrutinized Companies or Other Entities that Boycott Israel List or other or that is engaged in the boycott of Israel, that is listed on the Scrutinized Companies with Activities in Sudan List, that is listed on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, the Scrutinized Companies with Activities in Iran Terrorism Sectors List, or is engaged in business operations in Cuba or Syria (collectively the "Scrutinized Companies' Lists") is prohibited. EFM shall certify that the County is not on any of the Scrutinized Companies' Lists. If this Agreement is for One Million Dollars ($1,000,000) or more, it may be terminated at the County's option if it is discovered that the EFM submitted false documents of certification or is listed on any of the Scrutinized Companies' Lists. If this Agreement is less than One Million Dollars ($1,000,000), this Agreement may also be terminated at the County's option if the County is listed on the Scrutinized Companies or Other Entities that Boycott Israel List or engaged in the boycott of Israel. By entering into this Agreement, EFM is certifying that they are not on any of the Scrutinized Companies' Lists and are not participating in a boycott of Israel. Submitting a false certification shall be deemed a material breach of contract. The County shall provide notice, in writing, to EFM of the County's determination concerning the false certification. EFM shall have ninety (90) days following receipt of the notice to respond in writing and demonstrate that the determination was in error. If EFM does not demonstrate that the County's determination of false certification was made in error, then the County shall have the right to terminate the contract and seek civil remedies.

Anti-Human Trafficking – Section 787.06, Fla. Stat.
As a condition precedent to entering into this Agreement and in compliance with Section 787.06(13), Florida Statutes, a duly authorized officer or representative of EFM must attest under the penalty of perjury that EFM does not use coercion for labor or services as defined in Section

787.06, Florida Statutes. The required affidavit is attached hereto as Appendix Band incorporated herein by reference.

IN WITNESS WHEREOF, the parties have made and executed this Service Agreement on the respective dates under each signature: the District School Board of Clay County, signing by and through its Chairman, duly authorized to execute same by Board action and by the CONTRACTOR through its duly authorized representative.

CONTRACTOR

ENTERPRISE FLEET MANAGEMENT, INC.

By: Signed by: Daniel Lanoue
EC79300FEBDE474...

Printed Name: Daniel Lanoue

Title: Finance Manager

This 25th day of June, 2026.

ATTEST:

District School Board of Clay County

____

This ________day of_____________, 20___.

MASTER AGREEMENT #112025
CATEGORY: Fleet Leasing and Vehicle Management Services
SUPPLIER: Enterprise Fleet Management, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Enterprise Fleet Management, Inc., 2281 Ball Drive, Maryland Heights, MO 63146-8603 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on May 4, 2030, unless it is cancelled or extended as defined in this Agreement.

   1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

   2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #112025 to Participating Entities. In Scope solutions include:

   1. Sourcewell is seeking proposals for Fleet Leasing and Vehicle Management Services, including, but not limited to:
      a. Services for the acquisition by Sourcewell participating entities, whether by lease or financing, of on-road vehicles of all types or classifications, all weight classes, and all engine types;
      b. New vehicle service and preparation for the vehicles described in subsection 1. a. above, such as, pre-delivery inspection, parts and accessories installation, and vehicle marking application or installation;
      c. Preventative maintenance plans, vehicle maintenance and repair services, and related service level agreements for Sourcewell participating entity on-road vehicle fleets of all types; and,
      d. In addition to the solutions described in subsections 1. a. - c. above, proposers may include a **complementary** offering of the following ancillary services:
         i. Short-term on-road vehicles rental programs;
         ii. Upfitting or aftermarket products;
         iii. Fleet management information technologies, such as: telematics, fleet monitoring, fuel management, fuel tank management, and motor pool/fleet sharing software systems;
         iv. Roadside assistance including towing, emergency charging, and repairs; and
         v. Vehicle battery longevity monitoring, replacement plans; including installation, operation, and maintenance of dedicated charging and fueling stations.

8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

a. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

b. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

c. **Supplier Warrants.** Supplier warrants that all services performed by Supplier or on Supplier's behalf will be performed in a professional, timely, and workmanlike manner, in accordance with this Agreement, applicable law, and generally accepted industry standards. Supplier shall pass through to Participating Entities the full benefit of all applicable manufacturer, dealer, installer, upfitter, repair, parts, service, and other third-party warranties, at no additional cost, to the fullest extent permitted by law. Supplier agrees to assist a Participating Entity in reach a resolution in any dispute over warranty terms with the manufacturer or provider. Supplier shall correct, at no additional cost, any nonconforming service, billing error, administrative error, or warranty-processing error caused by Supplier or parties acting on Supplier's behalf.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal

grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** Intentionally omitted.

c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Intentionally omitted

d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** Intentionally omitted

e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Intentionally omitted

f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** Intentionally omitted

j. **BUY AMERICAN PROVISIONS COMPLIANCE.** Intentionally omitted

k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

l. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** Intentionally omitted

m. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

o. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

p. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** Intentionally omitted

t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2:
Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

1) **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

   A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
   - Maintenance and management of this Agreement;
   - Timely response to all Sourcewell and Participating Entity inquiries; and
   - Participation in reviews with Sourcewell.

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made). Enterprise will provide required reporting within 30 days after our fiscal quarter ends.

   The Report must contain the following fields:
   - Participating Entity Name (e.g., City of Staples Highway Department);
   - Participating Entity Physical Street Address;
   - Participating Entity City;
   - Participating Entity State/Province;
   - Participating Entity Zip/Postal Code;
   - Sourcewell Participating Entity Account Number;
   - Transaction Description;
   - Transaction Purchased Price;
   - Sourcewell Administrative Fee Applied; and
   - Date Transaction was invoiced/sale was recognized as revenue by Supplier.

   If collected by Supplier, the Report may include the following fields as available:
   - Participating Entity Contact Name;
   - Participating Entity Contact Email Address;
   - Participating Entity Contact Telephone Number;

7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

8) Enterprise Fleet Management retains the right to offer discounted promotional pricing on a market by market basis.

9) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master

Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

10) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

11) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

12) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

13) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

14) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

15) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

16) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

17) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

18) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any third-party claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

19) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

20) **Grant of License.**
    a) **During the term of this Agreement:**
        i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

        ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

    b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
    c) **Use; Quality Control.**
        i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

        ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

    d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

21) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

22) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

23) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

    a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
        - $1,500,000 each occurrence Bodily Injury and Property Damage
        - $1,500,000 Personal and Advertising Injury
        - $2,000,000 aggregate for products liability-completed operations
        - $2,000,000 general aggregate

    b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

    c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

    d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

24) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

25) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Supplier will require the use of its own forms to complete transactions directly with Participating Entity utilizing the terms established in this Agreement. Supplier's standard form agreements will be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as determined by Supplier and Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, and other material terms as mutually agreed. It is Enterprise Fleet Management Inc.'s intention to work with each Participating Entity to arrive at a mutually beneficial solution regarding contract negotiations of Participating Entity's Terms and Conditions. Enterprise Fleet Management utilizes Enterprise FM Trust as the Lessor in the Asset-backed securitization (ABS) market, which is the best market for a leasing business to obtain its debt. Without a Trust as the Lessor, it would not be possible to enter this debt market. Additionally certain terms and conditions that obligate the Trust may prohibit entering this debt market. Due to this, we would like to negotiate certain terms of the Participating Entity Standard Contract Terms and Conditions. Additionally, not including this Master Agreement, Supplier's Master [**Equity/Walkaway**] Lease Agreement must supersede all other agreements with a Participating Entity. All pricing is subject to successful contract negotiations and dependent on credit worthiness.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Supplier and Participating Entity.

Sourcewell	Enterprise Fleet Management, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: William J. Dobosz D402067331DF4B9...
By: ____________________________	By: ____________________________
Jeremy Schwartz	Billy Dobosz
Title: Chief Procurement Officer	Title: Assistant Vice President
Date: 5/29/2026 | 6:51 AM CDT	Date: 5/28/2026 | 12:55 PM PDT

RFP 112025 - Fleet Leasing and Vehicle Management Services

Vendor Details

Company Name:	Enterprise Fleet Management, Inc.
Does your company conduct business under any other name? If yes, please state:	MO
Address:	600 Corporate Park Dr. St. Louis, MO 63050
Contact:	Michelle Rojas
Email:	michelle.m.rojas@efleets.com
Phone:	314-686-9925
HST#:	43-1697807

Submission Details

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Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Enterprise Fleet Management, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	EFM, Inc. will execute the Master Agreement with Sourcewell. Enterprise FM Trust is the Lessor.	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Enterprise Fleet Management	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	6Q1F8	*
5	Provide your NAICS code applicable to Solutions proposed.	532112	
6	Proposer Physical Address:	600 Corporate Park Drive, St. Louis, MO 63105	*
7	Proposer website address (or addresses):	efleets.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Billy Dobosz, Assistant Vice President, billy.j.dobosz@efleets.com, (314) 274-4799	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Roan Oropesa, Director of Government Marketing, roan.oropesa@efleets.com, (314) 274-4241	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Michelle Rojas, Business Analyst, michelle.m.rojas@efleets.com, 314-274-4556	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *	

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Enterprise Mobility was founded in 1957 by Jack Taylor, a decorated World War II Navy fighter pilot. The organization is named after one of the aircraft carriers Jack served on the U.S.S. Enterprise. Jack built the organization on a simple business philosophy that guides us to this day: "Take care of customers and employees first, and everything else will follow." Nearly 70 years later, Enterprise Mobility is still privately owned and operates under the third generation of Taylor family leadership—Jack's granddaughter, Chrissy Taylor. In its operation, Enterprise Mobility has had only four CEOs – our founder Jack; his son, Andy Taylor; organization veteran Pamela Nicholson; and now Chrissy Taylor. Chrissy is a 25-year veteran of the business and part of the third generation of family owners. Our culture was built on a founding philosophy and an enduring set of values that guides every interaction, whether with customers, partners, communities or each other. What Enterprise Mobility is: Staying true to the founding values, guiding how we do business and how we give back to communities. Maintaining a culture of exceptional service, always putting people first—from team members and customers to partners and neighbors. Constantly innovating, pushing ourselves to deliver people-first experiences that meet the needs of those we serve in the rapidly evolving mobility landscape. Creating meaningful connections, collaborating to help move mobility forward. As mobility has evolved, so have we. What started as a fleet of just seven cars nearly 70 years ago has blossomed into a global network of diverse mobility solutions including car rental, fleet management, flexible vehicle hire, carsharing, vanpooling, car sales, truck rental, vehicle subscription, luxury rental, technology solutions and more. Enterprise Fleet Management, an affiliate of Enterprise Mobility, provides full-service fleet management for companies, government agencies, and organizations, as well as for those seeking an alternative to employee reimbursement programs. Enterprise Fleet Management supplies most makes and models of cars, light- and medium-duty trucks, and service vehicles across the U.S. and Canada, with local hands-on account management at its 60+ locations. In 2024, Enterprise Fleet Management was recognized by Automotive Fleet as the largest fleet management provider in the U.S.	*
12	What are your company's expectations in the event of an award?	While Enterprise Fleet Management has been an awarded contract for Sourcewell and was recognized as a top contract with over 97 percent of the spend in this category, we continue to look for ways to improve and deliver the best solutions to our government sector clients. We have expanded our Government sales support team and have grown our both our sales team and local offices providing even more reach to Sourcewell members. Enterprise has consistently delivered exceptional results. Our approach includes collaboration with Sourcewell, participation in academies and comprehensive training for our teams to ensure that our clients and prospects are aware of the awarded contract. Enterprise Fleet Management partners with Sourcewell members to deliver sustainable, cost-effective fleet programs that reduce total cost of ownership (TCO) and improve operational efficiency. Enterprise Fleet Management is committed to continuing this proven, compliant, and value-driven partnership with Sourcewell and its members. We provide: Personalized account management through localized, hands-on service. Industry-leading products and services tailored to member needs. Close relationships with the OEM Government Teams to maximize vehicle savings and availability Advanced technology and data-driven tools for informed decision-making. Enterprise Fleet Management fully complies with all federal, state, provincial, and local procurement regulations. We maintain audit-ready documentation, including detailed invoicing and contract records, to provide accountability and meet public-sector contract requirements.	*

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	As a privately held organization, Enterprise Mobility does not publicly disclose detailed financial information, but we can share several data points to reflect our strong financial performance. Enterprise Mobility has more than 90,000 global team members across 9,500-plus global locations and a fleet of over 2.4 million vehicles. In fiscal year 2025, our people-centric approach, combined with steady global growth and solid results across the business' portfolio – including fleet management, flexible vehicle hire, carsharing, vanpooling, car sales, truck rental, vehicle subscriptions and luxury rentals – generated more than $39 billion in revenue for Enterprise Mobility, inclusive of its subsidiaries and affiliate Enterprise Fleet Management. Additionally, Enterprise Fleet Management continued to grow its fleet, with more than one million vehicles under management in the U.S. and Canada. Enterprise Fleet Management also received record-high customer satisfaction scores throughout the year. $39 billion in fiscal-year 2025 revenue. Ranked 7th-largest private U.S. company by revenue (Forbes 2024). Global Presence: Over 90,000 team members worldwide. Operations in 90+ countries and territories. More than 9,500 rental branches globally. A fleet of 2.4 million+ vehicles. Long-Term Strategy & Stability: Founded in 1957, with a legacy of reinvestment by the Taylor family. Only four CEOs in company history, reflecting leadership stability. Focus on intentional growth and people-first values. Reinvestment into emerging technologies, markets, and services to ensure adaptability and long-term success. Credit Ratings: Standard & Poor's: A- (Long-Term), A-1 (Short-Term) Moody's: A3 (Long-Term), P-2 (Short-Term) Morningstar DBRS: A (Long-Term), R-1 (low) (Short-Term) Enterprise Fleet Management Inc. holds a BBB+ corporate credit rating from Standard & Poor's Rating Services, reflecting our strong financial position and commitment to a long-term business strategy.	*
14	What is your US market share for the Solutions that you are proposing?	Enterprise Fleet Management (EFM) is a leading provider in the U.S. leased fleet market, recognized by Automotive Fleet in 2024 as the nation's largest fleet management company. We closed our fiscal year with approximately 24% market share, managing over 750,000 leased vehicles and more than one million vehicles overall. Our services support thousands of public and private schools, colleges, universities, municipalities, and government agencies nationwide, including the management of over 200,000 public sector vehicles. This substantial market presence reflects Enterprise's leadership and ability to deliver scalable, innovative solutions across diverse industries, ensuring clients benefit from our deep expertise and robust infrastructure.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Since launching Canadian operations in 2007, Enterprise Fleet Management has consistently grown at over 20% annually and over 200 percent in Western Canada, demonstrating market influence with now 6% of the Canadian leased fleet market share. EFM has now expanded to 5 offices in Canada with fully staffed teams to support our Canadian growth. This presence reflects our commitment to expanding services and delivering tailored fleet solutions that meet the unique needs of Canadian businesses.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Enterprise Fleet Management, Inc. or Enterprise Mobility does not have any current or past bankruptcy's, we acknowledge it is our responsibility to disclose in writing to Sourcewell if this becomes applicable during the evaluation.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Service Provider Enterprise Fleet Management maintains a nationwide dealer network of over 17,000 dealerships, enabling us to source vehicles from any manufacturer to best support our clients individual fleet plans. Enterprise encourages use of 40,000+ Preferred Partners for the highest service quality and reduced downtime. Total network includes 90,000+ maintenance and repair shops nationwide, including dealers and National Account partners such as: Firestone, Michelin, Pep Boys, Tire Kingdom, Jiffy Lube, Valvoline Instant Oil Change, Goodyear, Discount Tire, and Grease Monkey. These partnerships provide customers with access to a nationwide network for routine maintenance and repairs beyond warranty coverage. This network allows us to: Secure competitive pricing and volume discounts Provide our clients an expansive network or options for maintenance, repairs and warranty. Arrange delivery options to clients as needed Vehicle upfitting Provide both new and used vehicles from existing inventory when needed We also maintain long-standing relationships with dealers to ensure consistent service and adherence to Enterprise standards. For Puerto Rico, all vehicles are priced based on dealer stock pricing, ensuring transparency and compliance with local market conditions. ASE-Certified Technicians: Review and negotiate repairs, ensuring quality and cost control Real-Time Maintenance Approvals: Electronic bid submission and approval thresholds to minimize downtime Warranty & Goodwill Assistance: Proactive warranty checks and manufacturer goodwill negotiations for out-of-warranty repairs Manage the full upfit process, leveraging established relationships with local and national vendors to ensure vehicles are delivered in a work-ready state. We proactively coordinate with vendors to have equipment ready for installation upon vehicle delivery, minimizing downtime and ensuring vehicles are ready for service as quickly as possible.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Enterprise Fleet Management, Inc. is a corporation duly incorporated under the laws of the State of Missouri and officially registered with the Missouri Secretary of State on August 11, 2008. In addition to its incorporation in Missouri, Enterprise maintains active registration with the Secretary of State in every U.S. state where business operations are conducted, ensuring full compliance with applicable state regulations. For Canadian operations, Enterprise holds a valid business license for each location and adheres to all provincial and municipal requirements. Furthermore, where applicable, Enterprise secures and maintains dealer licenses in accordance with local laws and industry standards. These measures reflect our ongoing commitment to regulatory compliance and operational integrity across all jurisdictions in which we operate.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Enterprise Fleet Management, Inc. or any Enterprise Mobility does not have any current or past debarments or suspensions, we acknowledge it is our responsibility to disclose in writing to Sourcewell if we are debarred or suspended during the evaluation.	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	True to our founder's business philosophy of taking care of customers and employees, we know that team members are crucial to our ability to provide a great customer experience. That's why we work hard to provide an engaging and diverse and inclusive workplace that gives all team members plenty of opportunity to thrive, grow and advance. It's also a workplace that's built on a strong and enduring set of values that guide all interactions with customers, communities and one another. We're pleased that those efforts have been widely recognized. This is just a sampling of the recognition we've earned (Note prior to October 2023 corporate awards were under Enterprise Holdings corporate brand): • Recognized by Automotive Fleet in 2024 as the largest fleet management provider in the U.S. • 2025 Gallup® Exceptional Workplace Award, Third Consecutive Year (Enterprise Mobility) • 2025 Gallup® Exceptional Workplace Award, Third Consecutive Year (Enterprise Mobility) • 2024 North American and EMEA Candidate Experience (CandE) Award (Enterprise Mobility) • 2024 Early Talent Award by Handshake® (Enterprise Mobility) • 2024 World's Top Companies for Women, Forbes® (Enterprise Mobility) • 2023 America's Best Employers for Veterans, Forbes (Enterprise Mobility) • 2024 America's Best Large Employers, Forbes (Enterprise Holdings) • 2024 National Intern Day Top 100 Internship Programs, Yello and WayUp (Enterprise Mobility) In 2024, Enterprise Fleet Management received the Pioneer Partner Award, demonstrating exceptional commitment, persistence, and influence as an awarded vendor. Since receiving this award, we have continued our expansive growth serving Sourcewell members.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Enterprise Fleet Management is a privately owned family run business and does not release specific performance numbers to the public. Owned by the Taylor family of St Louis since 1957, Enterprise Fleet Management operates a network of more than 60 fully staffed offices, which manages a fleet of more than 1 million vehicles in the U.S and Canada. Enterprise Fleet Management provides services to thousands of public and private schools, colleges, universities, cities, counties, and other government entities nationwide to manage over 200,000 government vehicles. Over the past three years, over 20% of our clients have come from the government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	Enterprise Fleet Management is a privately owned family run business and does not release specific performance numbers to the public. Owned by the Taylor family of St Louis since 1957, Enterprise Fleet Management operates a network of more than 60 fully staffed offices, which manages a fleet of close to one million vehicles in the U.S. and Canada. Enterprise Fleet Management provides services to hundreds of public and private schools, colleges, universities, cities, counties, and other government entities nationwide to manage over 200,000 government vehicles.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Enterprise Fleet Management partners with Sourcewell, TIPS, and E&I to provide cooperative purchasing solutions. As a privately held company, we do not disclose specific performance metrics publicly. However, Enterprise offers services through purchasing cooperatives to public and private schools, colleges, universities, cities, counties, and other government entities. Based on our most recent business review with Sourcewell, Enterprise Fleet Management accounts for over 97% of the total sales volume under this contract. Additionally, more than 60% of our government-sector clients have utilized a purchasing cooperative, with Sourcewell being the most commonly used option.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Enterprise Fleet Management, Inc. does not hold any contracts directly with the GSA.	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
County of St. Joseph	Galen Pelletier	(574) 315-0584	*
City of Miami Gardens, Florida	Caleb Gunter	(302) 530-9215	*
City of San Marcos	Chad Johnson	(760) 752-7550	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	Enterprise Fleet Management has an unparalleled salesforce, enabling year-over-year growth of the Sourcewell partnership and earning us the Sourcewell Pioneer Award. Each of our more than 60 Enterprise Fleet Management offices is fully staffed to handle all areas of our customers' fleet programs, including sales. EFM currently has over 1,000 field employees that are all dedicated to supporting our clients and delivering exceptional service and an additional 2,525 that support our field operations in departments like IT, Maintenance, Product, Compliance, etc. Key positions within the local offices include: Fleet Management Director • The director of the local leadership team who can assist in resolving escalated customer service needs regarding Sourcewell member' s fleet management services. Fleet Strategy Manager • Works with Client Strategy Manager to maximize resale/disposal of fleet vehicles ensuring maximum return on assets to members • Works with wholesalers nationwide to sell vehicles, maximize sales price on behalf of our clients and getting their proceeds as quickly as possible Maintaining relationships with local dealers to get members best pricing and vehicle availability throughout Finance Manager • A member of the local leadership team who can assist in resolving escalated customer service needs assist in implementing funding strategies regarding the entities fleet. Account Executive • Designs, reviews and implements fleet management programs • Supports the Client Strategy Manager in handling Sourcewell' s ongoing fleet needs Area Sales Manager • Provides a managerial oversight to the Account Executive and Client Strategy Manager and can provide additional support to the Sourcewell member as needed Client Strategy Manager • Implements fleet management programs specifically designed for Sourcewell member's • Reviews Sourcewell member' s Fleet Profile on a regular basis • Proactively forecasts vehicle replacement needs • Secondary point of contact for fleet related matters Account Fleet Coordinator • Primary contact for Sourcewell member' s fleet needs • Administers all day-to-day fleet-related matters • Works with Client Strategy Manager to provide turnkey fleet management • Works directly with Sourcewell member' s employees on fleet issues Additionally, Enterprise has a dedicated government team that works day in and day out supporting our local offices and our local teams. These folks have demonstrated a deep understanding of the government sector and ensure that clients are consistently meeting their fleet objectives. The assure compliance, due diligence and proper fleet strategies are proposed to each member. All in, Enterprise is uniquely positioned to maintain our leadership position supporting the government sector and providing value to the Sourcewell members. We have an unparalleled salesforce that allows for hands on fleet management and an ability to sit with local stake holders to develop, tweak and implement fleet strategies resulting in both financial and operational savings to our clients. Additionally, this illustrates that many of our employees live in the communities they serve.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	As the largest purchaser of vehicles in North America, Enterprise Fleet Management has the ability to source vehicles from nearly any manufacturer. Based on what is best for the client we can factory order directly from the manufacturer, acquire from dealer stock inventory or secure used vehicles from our existing inventory to meet client requirements. Enterprise Fleet Management maintains a database of over 17,000 dealers to facilitate vehicle delivery or out of stock needs. Unless otherwise specified, we begin our search with our preferred dealers with lowest fees and closest to the driver's location. Our goal is to secure the best overall value for all parties, leveraging volume discount opportunities whenever possible. We often work with the same dealers to ensure consistency and familiarity with Enterprise's standards and customer expectations. To ensure a smooth transaction, we provide dealers with detailed step-by-step instructions, including payment procedures. Our CD dealers are expected to: Accept and inspect the vehicle for damage or missing equipment. File claims and arrange necessary repairs if required. Prepare the vehicle for delivery, including post-delivery inspection, cleaning, and installation of any equipment. Deliver the vehicle promptly to the driver, provide excellent customer service, and demonstrate vehicle features. Complete title and registration applications and install license plates or temporary tags. Our processes ensure compliance with competitive bidding requirements, cooperative purchasing agreements, and documentation standards. We maintain transparency in pricing, provide detailed invoicing, and follow all contract terms established by the awarding entity or cooperative purchasing program.	*

28	Service force.	Enterprise Fleet Management has over 60 offices across North America, staffed by more than 1,000 sales professionals. These professionals conduct thousands of meetings each month, demonstrating how Enterprise Fleet Management's programs help government organizations optimize their fleets. As part of these demonstrations, our team consistently positions the Sourcewell cooperative contract as the most efficient way to implement fleet strategies. All sales professionals are trained to recommend cooperative purchasing contracts during the sales process to: Enterprise Fleet Management has over 2,500 employees in numerous departments to we can best support our clients needs. This teams number one priority is to maintain the highest levels of service in the industry and are measured closely in the Enterprise Service Quality Index. National Service Department Staff of approximately 250 professionals, including: 75+ Maintenance Coordinators for preventive maintenance, fluid services, brakes, and tires. 125+ Service Advisors for all types of repairs, from oil changes to major mechanical issues. 50+ Service Coordinators for towing, lockouts, jump starts, flat tire changes, and related services. Additionally, we offer Call Center Support with a single toll-free number for all customer support needs, including: Vehicle maintenance Roadside assistance Accident management The call center is staffed exclusively by Enterprise Fleet Management associates to ensure consistent service quality. Hours of Operation Maintenance Team: Monday–Friday: 6:00 a.m. – 9:00 p.m. CST Saturday: 7:00 a.m. – 4:00 p.m. CST Roadside Assistance Team: Monday–Friday: 5:00 a.m. – 9:00 p.m. CST Saturday: 7:00 a.m. – 4:00 p.m. CST After Hours: Roadside calls are routed to partner vendors. Roadside assistance is available 24/7. Supplier Network Enterprise encourages use of 40,000+ Preferred Partners for the highest service quality and reduced downtime. Total network includes 90,000+ maintenance and repair shops nationwide, including dealers and National Account partners such as: Firestone, Michelin, Pep Boys, Tire Kingdom, Jiffy Lube, Valvoline Instant Oil Change, Goodyear, Discount Tire, and Grease Monkey. These partnerships provide customers with access to a nationwide network for routine maintenance and repairs beyond warranty coverage. Compliance with Procurement Rules Enterprise Fleet Management adheres to all federal, state, and local procurement regulations. Our vendor network and service agreements are structured to meet competitive bidding and cooperative purchasing requirements. We maintain audit-ready documentation, including detailed invoicing and service records, to ensure transparency and accountability. All processes align with public procurement standards, mitigating risk and ensuring legal compliance.	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Enterprise Fleet Management has a dedicated ordering team located at our corporate office in St. Louis, responsible for placing factory orders with all major manufacturers. We utilize advanced system tools and an internal database to transmit orders electronically between departments and most OEMs, ensuring accuracy and efficiency. In addition, this team works closely with the OEMs to secure the best applicable incentive for each client based on their needs often identifying additional savings opportunities by comparing incentives across channels. Our ordering team has direct access to: Manufacturer ordering systems Official ordering guides Assigned manufacturer contacts for assistance with ordering, scheduling, and tracking inquiries Access to OEM Brand and Technical Teams OEM Incentive Guides and Contacts Tracking Details to ensure effective communication on ordering status This streamlined process allows Enterprise to manage large volumes of factory orders effectively each day and maintain strong relationships with manufacturers for timely delivery and support.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Enterprise uses a Service Quality index (SQi) to measure customer satisfaction for each of our brands. ESQi enables Enterprise to link our employees' career and financial aspirations to consistent and superior service levels with every customer. ESQi is one of the many ways in which we remind ourselves to put our customers' needs first. We also use our customer satisfaction data to monitor changing industry trends, needed enhancements, and local service issues to continually improve and distinguish our service from the competition. The result has been millions of satisfied Enterprise customers, thousands of successful employees, and a company that continues to grow. Customer Service Philosophy Our goal is to create lifelong relationships with all our Enterprise customers and to exceed expectations through superior customer service. Our founding values are one of the many ways in which we remind ourselves to put our customers' needs first. The result has been millions of satisfied Enterprise customers, thousands of successful employees, and a company that continues to grow. Founding Values Our founding values are a simple yet powerful set of beliefs that drives us and are how we hold ourselves accountable every day. Over the years we have formalized the values into a set of guiding principles that every employee can understand and embrace: • Our brands are the most valuable things we own. • Personal honesty and integrity are the foundation of our success. • Customer service is our way of life. • Our company is a fun and friendly place, where teamwork rules. • We work hard…and we reward hard work. • Great things happen when we listen…to our customers and to each other. • We strengthen our communities, one neighborhood at a time. • Our doors are open. In addition to our ESQI metric, our teams our measured and several on Service Key Performance Indicators such as response time, ensuring we are proactively meeting with and communicating with our clients as well as several others. At Enterprise, service is a way of life.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Enterprise Fleet Management provides local sales support through more than 60 offices across North America, staffed by over 1,000 trained sales professionals. These teams conduct thousands of meetings each month to help government organizations optimize their fleets and consistently position the Sourcewell cooperative contract as the most efficient procurement solution. By recommending cooperative purchasing during the sales process, our professionals streamline procurement, reduce administrative burden, and enhance the overall customer experience.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Enterprise Fleet Management is fully capable of providing our complete range of fleet management services to Sourcewell member agencies in Canada and has over 100 government agencies already partnered in Canada and growing. We currently operate four dedicated teams within Canada to support local clients. While our services are broadly available, some geographical limitations apply in certain regions of Canada. Our Canadian teams include French-speaking account managers and customer service representatives to ensure clear communication and compliance with local language requirements. All documentation, contracts, and client communications can be provided in both official languages upon request. Enterprise remains committed to delivering consistent, high-quality service across all areas where coverage is available, while meeting language and regulatory requirements.	*

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Enterprise Fleet Management is dedicated to providing comprehensive service coverage throughout the United States and Canada. While most regions are supported by a local Enterprise office, remote areas are serviced by the nearest available location to ensure continuity. Regardless of geographic challenges, Enterprise remains fully committed to collaborating with Sourcewell participating entities to identify effective solutions and deliver the highest level of service and support, no matter the location.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	We provide comprehensive fleet management services to hundreds of public and private schools, colleges, universities, cities, counties, and other government entities nationwide. Our extensive infrastructure and experienced teams allow us to deliver personalized, local support while leveraging national resources for cost efficiency and operational excellence. Enterprise Fleet Management is committed to helping government organizations optimize their fleets through proven strategies, compliance with procurement regulations, and industry-leading service standards.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Enterprise Fleet Management currently has leased vehicles in Hawaii, Alaska, and Puerto Rico. We operate in full compliance with local laws and statutes in these regions. All vehicles leased in Puerto Rico are priced based on dealer stock pricing to ensure transparency and adherence to local market conditions as factory ordering is not generally available by the OEM's into Puerto Rico Enterprise Fleet Management is committed to providing consistent, compliant, and high-quality service across all regions where coverage is available.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	As previously demonstrated, with over 97% of the spend in this category and recognition as a Sourcewell Pioneer Partner Award recipient, Enterprise Fleet Management's ability to market and grow this contract is unmatched. Our marketing and outreach efforts have resulted in triple-digit growth for Sourcewell, and we continue to dedicate resources and emphasize this partnership. Enterprise Fleet Management will continue to collaborate with Sourcewell to develop a customized marketing strategy that leverages our extensive sales infrastructure across North America. Our scale and resources allow us to respond quickly to increased demand and ensure maximum program visibility. Enterprise's approach ensures broad awareness, proactive engagement, and measurable results, driving adoption and delivering value to Sourcewell members. Our marketing strategy for promoting this opportunity focuses on a full-funnel, multi-channel approach tailored to government agencies: Dedicated Landing Page: A government-specific page with a clear call-to-action to capture interest and drive engagement. Targeted Campaigns: Performance-driven media buys and social campaigns aimed at prospective government clients. Email Nurture Programs: Ongoing email nurture campaigns to educate and convert leads over time. Cross-Channel Visibility: Promotion of the partnership on the Enterprise website, which attracts millions of visitors annually, ensuring broad exposure. Involvement at Tradeshows and National Associations: Enterprise is an active member in many National Assoc and trade shows i.e. National League of Cities, Government Finance Officers Assoc, etc. This integrated strategy combines digital advertising, social engagement, and content-driven tactics to maximize awareness and lead generation within the government sector.	*

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	We leverage technology and digital data extensively to enhance marketing effectiveness across the entire funnel: Targeted Media Campaigns: We run an “always-on” digital media buy that uses algorithms to reach B2B C-suite and executive decision-makers in key industries. Ads are placed across major platforms (i.e. LinkedIn, Meta, Gmail, Newsweek, etc.) and retarget visitors who engage with our site but don’t convert. Search Engine Marketing (SEM): We actively bid on high-value category keywords (e.g., fleet management terms) and brand keywords to ensure visibility at the top of search results. We also monitor competitor keyword strategies to optimize performance marketing. Search Engine Optimization (SEO): We create content (articles, white papers) aligned with trending search terms to improve organic rankings and maintain organic, non-paid visibility. Business Listings: We maintain and pay for local business listings to capture location-based searches, giving us a competitive edge over competitors with fewer offices. Data-Driven Optimization: We track performance metrics like Marketing Qualified Leads, new accounts, fleet size, and potential. Insights from these data points guide continuous optimization of ad placements and keyword strategies. Sales Enablement & CRM Integration: We use Salesforce and Pardot for compliant email campaigns and nurture programs, supporting both new account growth and current client engagement. In short: Our approach leverages integrated, cross-channel marketing activations—combining advanced targeting, retargeting, keyword bidding, SEO, and data analytics—to drive brand awareness, consideration, and lead generation while supporting sales growth. Additionally, as the leading fleet management company in the U.S., Enterprise Fleet Management executive leaders consistently share expertise by speaking at industry events and with media. Subject-matter experts are regularly featured in Automotive Fleet, Government Fleet, and other trade publications given the organization’s position in the industry. For example, Enterprise recently published the whitepaper “Winning Strategies for Driving Down Costs and Maximizing Value in the Public Sector” alongside the article “Supercharge Government Fleet Operations with Breakthrough Flexibility,” which achieved 37.7K impressions through Smart City’s digital channels. Enterprise Fleet Management also works with customers to generate media coverage about new partnerships and initiatives. For example, Enterprise Fleet Management partnered with the City of South Pasadena to announce the nation’s first all-electric police fleet, earning coverage in top tier media publications, including Fox Business, Los Angeles Times, POLITICO, as well as pick up from the Associated Press.	*

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	We expect Sourcewell to maintain an unbiased recommendation of the awarded contracts in this category allowing us to illustrate why Enterprise Fleet Management is the market leader and provides the best value proposition to its members. We expect Sourcewell to continue to promote and assist in answering specific questions from Sourcewell members regarding contract utilization and how to utilize the awarded contracts effectively. We expect Sourcewell to continue to maintain collaborative relationship with Enterprise to resolve issues promptly, encourage innovation, and ensure consistent compliance, quality and service. As a result of earning this RFP, we will continue to make sure that are of our government sector clients are aware of this contract and its details. We will continue to train and ensure that our 60 fully staffed offices across North America are trained to recommend cooperative purchasing contracts to eligible entities during the sales process to ensure a more efficient and timelier implementation. Our teams receive in-depth training on how these contracts work and the benefits of utilizing them over other procurement options. Additionally, we will continue to promote the contract as part of our public sector marketing efforts. Enterprise Fleet Management expects Sourcewell to maintain an impartial stance in recommending awarded contracts within this category, enabling us to demonstrate why EFM is the market leader and delivers the strongest value proposition to its members. We also anticipate Sourcewell's continued support in promoting the contract and assisting members with questions regarding utilization and best practices. We look forward to sustaining a collaborative relationship with Sourcewell to resolve issues promptly, foster innovation, and ensure consistent compliance, quality, and service. Following this award, Enterprise will continue to ensure that government-sector clients are fully informed about the contract and its benefits. Our 60+ fully staffed offices across North America will remain trained to recommend cooperative purchasing agreements during the sales process, ensuring efficient and timely implementation. Each team receives in-depth training on contract terms and the advantages of cooperative procurement compared to other options. Additionally, we will continue to incorporate this contract into our public-sector marketing strategy. As a current Sourcewell-awarded vendor, Enterprise has consistently delivered exceptional results—holding more than 97% of category spend and ranking among Sourcewell's top contracts. Our goal is not only to maintain this success but to identify new opportunities to enhance and expand the program.	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Enterprise Fleet Management provides a tailored ordering and procurement process for each Sourcewell member agency to ensure alignment with their unique needs and objectives. Our Approach Includes: Dedicated Account Teams: Each member agency is assigned a local account team that will meet directly with the agency to understand specific requirements. Customized Vehicle Menu: Based on these discussions, we create a menu of vehicle options that the member can utilize for ordering, including available makes, models, and configurations. Transparent Quoting Process: After selections are finalized, Enterprise provides a detailed quote for each vehicle category, which must be reviewed and approved by the agency's authorized signer before the order is placed, this accomplished via Docusign simplifying the process for Sourcewell members and maintaining accurate ordering. Compliance with Procurement Rules Enterprise Fleet Management adheres to all federal, state, provincial, and local procurement regulations throughout the ordering process. All processes align with public sector requirements, mitigating risk and ensuring legal conformity for member agencies. This approach ensures accuracy, transparency, and compliance, while delivering a streamlined experience for Sourcewell members.	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	

41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Training and Onboarding clients is a priority for Enterprise Fleet Management as we want to ensure that they are maximizing the return on the services in which they are enrolling in. Below iare examples of our Training and Onboarding plan: Implementation Plan Our implementation approach is designed to ensure a smooth, efficient, and fully supported transition for Sourcewell and its drivers. A dedicated local account team will take full ownership of the implementation process, managing all aspects from planning to execution. Training and Onboarding Services We will provide and host all driver training and onboarding services, including: Live and recorded webinars Conference calls for Q&A and support Printed training materials Online instructional videos Additional customized resources as needed These services are tailored to Sourcewell' s specific requirements and the unique needs of your drivers. Our team will work closely with you to review all available options and develop a clear, customized implementation roadmap. This ensures alignment with your goals and minimizes disruption to your operations. Cost and Support There are no additional costs for implementation and transition services. These are included as part of our standard service offering. Our goal is to make the process as easy and effective as possible, laying the groundwork for a successful long-term partnership. Post-Implementation Support Following implementation, our team remains actively engaged to ensure continued success and optimal performance of the program. Post-implementation support includes: Dedicated Account Management: Your local account team will continue to serve as your primary point of contact, providing ongoing guidance and support. Driver and Staff Assistance: We offer continuous access to training resources, including refresher webinars, updated materials, and on-demand video content. Performance Monitoring: We will regularly review program metrics and user feedback to identify opportunities for improvement and ensure alignment with your goals. Issue Resolution: Our support team is available to promptly address any questions, concerns, or technical issues that may arise. Program Optimization: As your needs evolve, we will work with you to adjust and enhance the program, ensuring long-term value and satisfaction. All post-implementation support services are included in our standard offering at no additional cost, reinforcing our commitment to a successful and lasting partnership. When applicable we will leverage our third party partners as experts for additional training, such as OEM, Telematics, Fuel etc.	*

42	Describe any technological advances that your proposed Solutions offer.	Since 2015, Enterprise has invested over $500 million in information technology (IT) solutions to better serve its customers. This includes the launch of a mobile app and customer login website, making it more convenient for companies, government agencies and organizations to monitor and manage all aspects of their fleets on the go. Like the rest of our organization, our technology focus is to provide our customers and employees with the information and tools they need to be successful. We set our budgets and project priorities to accomplish this goal, all while trying to keep costs at a reasonable level. We examine input from our customers, Client Advisory board, field team, and corporate personnel to determine the list of projects to pursue. Our website and mobile app remain a top priority to ensure a great customer experience, and we continue to invest in adding new features and capabilities. A significant modernization of the customer website is also planned to start in late 2025. Our current roadmap is highlighted below and share's recent enhancements, as well as an outlook to our investment over the next 24 months. Summer to Winter 2025: - Mobile App Design Update – Updated look and feel to the mobile app design. This update includes performance updates and new language support for Spanish and French Canadian. - Digital Glovebox – Allow storage and management of key documents such as vehicle insurance via the website and mobile app. - Vehicle Order Tracker - Knowing where your vehicle order is in the process is key to your business. Customers will soon be able to monitor and track their vehicle orders from ordering a vehicle, adding aftermarket equipment, to estimated time for delivery. - Integrated Fuel card ordering & management within the current EFleets website in collaboration with WEX. Future Investment within 24 Months: - Modernized digital experience with new capabilities, simplifying reporting and supporting critical tasks for customers. - Integrated connected vehicle technology with vehicle health and maintenance dashboards supporting both ICE and EV vehicle types. - Advanced maintenance tracking as well as maintenance authorization, scheduling, and other self-service capabilities.	*

43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Green Initiatives and Environmental Stewardship Enterprise Fleet Management is deeply committed to sustainability across its operations, services, and partnerships. Our environmental initiatives are designed to support our customers' sustainability goals while reducing the overall ecological footprint of fleet operations. These efforts span fleet optimization, carbon accountability, facilities management, and corporate social responsibility. Fleet Optimization and Vehicle Cycling Enterprise helps customers make environmentally responsible decisions through data-driven fleet management. By analyzing emissions, fuel efficiency, and lifecycle costs, we enable smarter vehicle cycling that reduces environmental impact. Emissions tracking and reporting Fuel efficiency analysis Remediation cost evaluation Support for low-emission and fuel-efficient vehicle selection Carbon Reporting and Offsets Enterprise simplifies emissions benchmarking and offers verified carbon offset solutions through: TerraPass – A third-party partner investing in renewable energy and carbon reduction projects Certifying Agencies: Verified Carbon Standard (VCS), Climate Action Reserve (CAR) Enterprise Holdings Foundation matches a portion of each customer's offset purchase to amplify impact Energy and Facilities Management Our corporate headquarters in St. Louis, Missouri, reflects our commitment to sustainable building practices: LEED Gold Certification in 2012 from the U.S. Green Building Council Built on previously developed land to minimize environmental disruption Low-flow fixtures reduce water usage by 46% LED lighting reduces electricity usage by 56% 92% of construction waste recycled or repurposed Corporate Social Responsibility (CSR) Enterprise Fleet Management, as an affiliate of Enterprise Holdings, supports long-term community growth and environmental sustainability through: Promotion of alternative fuels and mobility solutions Increased access to fuel-efficient vehicles Resource-efficient operations and waste minimization Carbon offset programs for vehicle leasing and rental Support for local and global philanthropic initiatives Disaster relief and community development efforts Our CSR Governance Council oversees a robust set of policies, including: Carbon Offsets Duty of Care Supplier Code of Conduct Human Rights Safety Recalls Workplace Ethics Equal Opportunity Employment Founding Values Privacy and Safe Harbor Subsidiary and Franchisee Sustainability Standards Sustainable Maintenance Programs We take a practical approach to sustainable transportation by focusing on small changes that make a big impact: Recycling and repurposing materials Comprehensive vehicle maintenance to reduce waste and costs Responsible material management Windshield recycling Use of water-based paints Re-refining oil and recycling filters Tire repurposing License plate renewal practices Prioritization of fuel-efficient vehicles	*

44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Third-Party Sustainability Certifications and Eco-Labels 1. LEED Gold Certification (2012) one year certification to recognize our energy-efficient design. Certifying Agency: U.S. Green Building Council Scope: Enterprise Fleet Management's corporate headquarters in St. Louis Details: Recognized for energy-efficient design, water conservation, LED lighting, and recycling of construction waste. This is the second-highest level of LEED certification available and reflects a strong commitment to sustainable building practices. 2. Verified Carbon Offsets Certifying Agency: TerraPass (partnered with Verified Carbon Standard and Climate Action Reserve) Scope: Carbon offset programs offered to customers Details: Enterprise helps customers offset fleet emissions by investing in renewable energy and carbon reduction projects. The Enterprise Holdings Foundation matches a portion of each customer's offset purchase. 3. ISO 14001 (Enterprise Holdings sustainability practices) Certifying Agency: International Organization for Standardization (ISO) Scope: Environmental Management Systems (EMS) Details: ISO 14001 provides a framework for improving resource efficiency, reducing waste, and ensuring environmental compliance. While not explicitly listed for Enterprise Fleet Management, it is commonly adopted by large organizations with sustainability programs. 4. Cradle to Cradle Certified (Referenced in sustainability resources) Certifying Agency: Cradle to Cradle Products Innovation Institute Scope: Life-cycle design and product sustainability Details: This certification is relevant for evaluating products based on material health, reuse, renewable energy, water stewardship, and social fairness and not applicable to our services. Enterprise Mobility annually submits to leading ESG platforms to benchmark and improve our sustainability performance. We maintain a "Fast Mover" designation with EcoVadis, reflecting our proactive approach to sustainability, and currently hold a strong SAQ score of 83. Additionally, we report to CDP, where we have achieved a score of C, demonstrating our commitment to transparency and continuous improvement in climate-related disclosures. Additional information on our sustainability platform can be found on our mobility website. https://www.enterprisemobility.com/content/dam/enterpriseholdings/marketing/our-impact/sustainability/esg-report/esg-report-fy24.pdf	*

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Enterprise Fleet Management offers a suite of solutions uniquely positioned to serve Sourcewell participating entities. Our approach combines deep industry expertise, national infrastructure, and a customer-first mindset to deliver unmatched value. Key differentiators include: 1. Fleet Expertise and Scale As part of Enterprise Holdings, we manage and operate over 1.85 million vehicles globally, giving us unparalleled insight into: Industry trends and regulatory changes Vehicle recalls and manufacturer updates Residual values and model enhancements This scale allows us to bring proven strategies and real-time market intelligence to Sourcewell members. 2. Nationwide Infrastructure and Local Support With over 60 fleet management offices nationwide and over 1,000 field employees, our local account teams provide personalized, face-to-face service. This proximity ensures responsive support and tailored solutions for each participating entity. Our people are part of developing, implementing and enhancing fleet strategies for our clients and are often asked to speak, present and be present at council meetings, board workshops, etc. 3. Total Cost of Ownership (TCO) Optimization We apply our internal fleet management expertise to help Sourcewell members reduce costs across: Acquisition Maintenance Fuel Depreciation Resale Our data-driven approach ensures decisions are made with full visibility into cost impacts. We help our clients identify the right vehicles for the application at the best cost and also ensure that they are properly using the assets often facilitating disposal of under utilized assets. 4. Logistics and Operational Efficiency Enterprise's experience in managing its own fleet logistics—vehicle pickup, delivery, and movement—translates into faster, more efficient service for our clients. We understand the operational challenges and solve them proactively. 5. Vehicle Resale and Remarketing Our nationwide network of remarketing professionals and offices allows us to maximize resale value through the most effective channels. We invest more in this area than any competitor, ensuring optimal returns for Sourcewell entities. This allows us to avoid auctions where often returns are less and fees come with that service. 6. In-House Claims and Subrogation Services As a self-insured company, Enterprise has dedicated in-house teams managing physical damage claims and subrogation. This internal expertise leads to faster resolution, reduced costs, and better outcomes for our clients. 7. Additional services available to Sourcewell Members Enterprise Mobility is an awarded vendor under the category "Near-new vehicle purchasing" allowing access to sourcewell members to purchase pre-owned vehicles at a discounted rate. Through Enterprise and National, we provide a comprehensive industry-leading business rental program Public-Sector pricing available through our mobility experts https://www.enterprise.com/en/business-car-rental/publicsector.html	*

46	Describe in detail any facilitation or support services offered when OEM warranty work is required for vehicle acquired via your offering.	Warranty and Repair Support Enterprise Fleet Management partners with a network of national account providers to offer nationwide warranties and corporate-level support for vehicle repairs. Warranty coverage varies based on the type of repair and the parts used, but our process ensures that customers receive the maximum benefit available. Our ASE-certified technicians are trained to identify potential warranty opportunities by reviewing each vehicle's service and repair history. When repairs fall just outside of standard warranty coverage, our team refers the vehicle to the dealer. In many cases, our National Service Department can pursue goodwill assistance from the manufacturer to help cover eligible repairs. This proactive approach ensures that Sourcewell participating entities receive the most cost-effective and comprehensive support possible throughout the lifecycle of their fleet. Enterprise Fleet Management takes a proactive approach to helping clients minimize repair costs, especially when vehicles are just outside of standard warranty coverage. The goodwill assistance process involves the following steps: Warranty Review by Technicians Enterprise's ASE-certified technicians carefully review each vehicle's service and repair history to identify potential warranty coverage. This includes checking for manufacturer warranties and extended coverage options. Referral to Dealer for Out-of-Warranty Repairs If a repair falls just outside the warranty period, the vehicle is referred to the appropriate dealership for further evaluation. Engagement of National Service Department (NSD) Enterprise's National Service Department steps in to advocate on behalf of the client. They work directly with the manufacturer to request goodwill assistance—a discretionary coverage offered by manufacturers for repairs that are no longer under warranty but meet certain criteria (e.g., low mileage, consistent maintenance history, recent warranty expiration). Negotiation and Approval The NSD leverages Enterprise's strong manufacturer relationships and repair data to negotiate coverage. If approved, the manufacturer may cover part or all of the repair cost, reducing the financial burden on the client. Client Notification and Repair Coordination Once goodwill assistance is secured, Enterprise coordinates the repair and communicates the outcome to the client, ensuring transparency and minimal downtime. This process reflects Enterprise's commitment to cost savings and customer advocacy, helping Sourcewell participating entities get the most value from their fleet investment.	*
47	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.).	Key Performance Indicators Enterprise Fleet Management measures performance through a variety of metrics designed to reduce total cost of ownership and improve operational efficiency for our clients. For Sourcewell members, our goal is to deliver measurable savings and strategic value across all aspects of fleet management. We focus on the following areas to drive results: Active vehicle lifecycle management to reduce fuel and maintenance expenses Annual benchmarking of fuel and maintenance spend to identify cost-saving opportunities Vehicle comparison analysis to recommend models with the best total cost of ownership Proactive fleet planning and forecasting to increase equity at disposal Continuous resale market review to determine optimal disposal timing and method Resale performance tracking against industry benchmarks to ensure competitive returns Incentive program management to reduce acquisition costs Vehicle application review to "right-size" fleet based on operational needs Driver and administrator feedback analysis to enhance satisfaction and usability Enterprise Fleet Management Performance Savings KPIs $97 million in total maintenance and repair savings $96 million in manufacturer incentives passed directly to customers $30 million in negotiated repair savings, with 20–40% discounts on parts and labor through our network of 90,000 partner shops 109% resale performance compared to Black Book's Commercial Vehicle Index (CVI), exceeding industry standards Additionally, we measure and monitor several Customer Service KPI's like our ESQI scores to ensure that we are proving our clients the best experience in the industry.	*

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	

48	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	While we do not hold any certifications, Enterprise Fleet Management is proud of its legacy as a veteran-founded and woman-led organization—an identity that reflects our deep commitment to service, leadership, and inclusion. The company was founded in 1957 by Jack C. Taylor, a decorated U.S. Navy fighter pilot who served aboard the USS Enterprise during World War II. Inspired by the values of integrity, discipline, and teamwork he learned in the military, Jack named the company after the aircraft carrier and built it on the principle: “Take care of your customers and employees first, and profits will follow.” [en.wikipedia.org] Today, Enterprise Fleet Management is led by Chrissy Taylor, the third generation of the Taylor family and one of the most prominent female CEOs in the global transportation industry. Chrissy began her career as a management trainee and rose through the ranks, holding 17 different positions before becoming President & CEO in 2020. Under her leadership, the company continues to innovate, expand its sustainability efforts, and champion diversity across its operations. This unique combination of military heritage and female executive leadership sets Enterprise Fleet Management apart in the industry and aligns with the values of Sourcewell participating entities that prioritize integrity, service, and inclusive representation. Enterprise Fleet Management is deeply committed to the principles of equal employment opportunity (EEO) and affirmative action (AA). These values are embedded in our company culture and communicated through: Our employee handbook Mandatory companywide diversity training Prominent postings in all branch offices nationwide We actively promote diversity, equity, and inclusion across our workforce and supplier relationships, and we are proud of our veteran ownership and woman leadership history, which reflect our dedication to representation and opportunity. Support for Small Business Enterprise (SBE) & Minority and Women Business Enterprise (MWBE) Enterprise Fleet Management takes a proactive approach to engaging and supporting SBE/MWBE vendors through the following initiatives: Identifying opportunities for certified SBE/MWBE vendors to provide goods and services Outreach efforts, including letters to interested vendors encouraging proposals and maintaining a log of all communications Encouraging certification for eligible vendors and assisting with bonding, credit, and insurance requirements Negotiating in good faith with all interested and certified SBE/MWBE vendors Membership and support of local and national minority, women, and small business organizations Advertising in DBE-focused publications to attract qualified vendors Encouraging drivers to utilize DBE and M/WBE vendors for maintenance and repair services based on operational needs Enterprise and its affiliate, National, are active members of numerous local and national programs, including: National Minority Supplier Development Council (NMSDC) affiliates Ethnic chambers of commerce National Association of Women Business Owners (NAWBO) chapters Women’s Business Enterprise National Council (WBENC) regional chapters Urban League chapters These efforts reflect our ongoing commitment to building inclusive partnerships and promoting economic opportunity for underrepresented groups.	*

49		Minority Business Enterprise (MBE)	◯ Yes ◉ No	N/A	*
50		Women Business Enterprise (WBE)	◯ Yes ◉ No	N/A	*
51		Disabled-Owned Business Enterprise (DOBE)	◯ Yes ◉ No	N/A	*
52		Veteran-Owned Business Enterprise (VBE)	◯ Yes ◉ No	N/A	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	◯ Yes ◉ No	N/A	*
54		Small Business Enterprise (SBE)	◯ Yes ◉ No	N/A	*
55		Small Disadvantaged Business (SDB)	◯ Yes ◉ No	N/A	*
56		Women-Owned Small Business (WOSB)	◯ Yes ◉ No	N/A	*

Table 6A: Pricing (400 Points, applies to Table 6A, 6B, 6C, 6D, 6E)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
57	Describe your payment terms and accepted payment methods.	Payment Terms Standard payment terms are Net 30. Payment Options Enterprise Fleet Management offers multiple convenient payment methods for Sourcewell participating entities: Direct Debit: Automatic withdrawal on the 20th of each month. One-Time ACH: Payments can be initiated via phone or email. Check: Payments may be mailed or sent via overnight delivery. Wire/ACH Push: Can be arranged through Enterprise's designated banking partner.	*

58	Describe any leasing or financing options available for use by educational or governmental entities.	Your local Enterprise Fleet Management team will collaborate with you to customize lease terms and deliver the most cost-effective solutions tailored to your operational needs. Enterprise offers four primary funding options: 1. Open-Ended Equity Lease A flexible solution ideal for organizations needing adaptable vehicle lifecycle funding. Key features include: No early termination penalties—vehicles can be returned at any time Payoff amount always applies; equity from vehicle resale can be applied to future leases If the resale value is less than the payoff, the difference is billed to the agency No mileage restrictions or wear-and-tear charges Improved cash flow and flexible financing Ownership rights retained by the agency Lease terms based on actual vehicle usage, not fixed timelines This lease finances the difference between the vehicle's purchase price and a conservative Reduced Book Value (RBV), based on anticipated market value. Agencies pay only for the time the vehicle is in use, improving budget flexibility. 2. Closed-End Lease Designed for low-mileage drivers, this option offers: Lower monthly payments Fixed lease terms (terms and miles) No residual risk at lease end. Simply turn the vehicle in 3. Prepaid Lease Ideal for entities seeking interest savings: All lease payments made upfront Access to discounted interest rates Simplified budgeting 4. Open-Ended Lease Finance For entities preferring vehicle ownership Leases are written down to a zero book value allowing for easier transfer of ownership at term if desired Suitable for long-term asset retention Service Charge and any pass through LTT fees are applicable for Title Lease Term Flexibility Enterprise offers lease terms ranging from 12 to 60 months for all vehicle classes and up to 72 months on specialty vehicles. While initial terms do not exceed 60 months Open-Ended Leases can be extended: Continue month-to-month until the RBV is fully paid Pay off the RBV at 60 months Extend for an additional term Once the vehicle Reduced Book Value is fully satisfied, Sourcewell members can keep on Enterprises books for the original management fee	*
59	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	We have attached our sample contracts.	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	We cannot accept a P-card payment at this time.	*

61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Inclusive, Upfront Pricing Enterprise Fleet Management understands the challenges of calculating both direct and indirect fleet costs. That's why we provide transparent, inclusive pricing upfront, along with predictive cost tools to help Sourcewell participants plan effectively for fleet expenses throughout the year—and beyond. Integrity and Transparency We prioritize clarity and trust. Our contracts are straightforward, with no hidden fees. Your dedicated Client Strategy Manager will offer honest, data-driven recommendations tailored to your needs. You'll also have full access to the same fleet data via our Client Website, ensuring complete visibility and collaborative decision-making. Flexible Financing Options Enterprise offers a range of leasing and financing solutions to meet diverse operational and budgetary needs, including: Open-End Lease Closed-End Lease Prepaid Lease Self-Funded Programs We work closely with each client to identify the best-fit financing structure and adapt to evolving requirements.	*
62	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Manufacturer Discounts & Capitalized Cost Enterprise Fleet Management leverages its national purchasing power to secure significant discounts for Sourcewell members. Discounts typically range from 5% to 25% off the Manufacturer's Suggested Retail Price (MSRP). For example: MSRP for a Ford Explorer: $36,540 Delivered Price: $31,232 Savings: Approximately 15% In some cases, manufacturers may also offer free optional equipment, providing additional value and cost savings when available. Capitalized Cost is calculated as: Factory Invoice Price Minus manufacturer-provided incentives Minus any applicable advertising fees This pricing structure ensures transparency and maximizes value for Sourcewell participants and as the largest purchaser of vehicles in North America, we leverage our OEM relationships to ensure the best solutions are offered to our sourcewell members.	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	Incentive Management & Ancillary Discounts Enterprise Fleet Management works diligently to secure the best available incentives for Sourcewell members through: A dedicated team of incentive analysts at our operations headquarters Strong partnerships with manufacturers and relationships with dealers Ongoing collaboration with manufacturer zone representatives Our team actively tracks a wide range of incentives and maintains a comprehensive database that compares these against standard fleet, association, and upfit incentives. This allows us to identify and apply the most advantageous offers for each client. In some cases, manufacturers provide exclusive incentives to Enterprise that are not available through other channels. These are applied strategically to maximize savings for Sourcewell participants. For ancillary programs such as Full Maintenance and Maintenance Management, Enterprise passes through additional discounts on parts and labor, further enhancing cost efficiency. Volume/High Quantity discounts from Enterprise Fleet Management are also available to Sourcewell members based on individual member needs	*

64	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or "non-contracted items". For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	Enterprise Fleet Management provides comprehensive support for sourcing and installing aftermarket equipment. Enterprise will provide a quote for each sourced product that will include any discounts that Enterprise receives. We do not mark-up any quotes or charge for coordinating supply or installation - this is a part of Enterprise s standard service and additional value added service to our clients. Enterprise Fleet Management will coordinate the up-fit of any needed aftermarket equipment such as toolboxes, lights, signage, service bodies etc. We have established relationships with local and national vendors that supply these items and will deliver the equipment in a work-ready state. Enterprise will plan ahead with vendors to have equipment ready for installation once the ordered vehicles are delivered to ensure that the vehicles are ready for service as soon as possible. Enterprise will negotiate on behalf of the member agency to leverage volume discounts and deliver the lowest possible price on any needed equipment. The equipment can be billed up front or capitalized as a part of the lease structure. In both scenarios, the member will own the equipment at the conclusion or termination of the lease. Enterprise is able to sell customer-owned units as an additional benefit if the end user signs our consignment agreement. We have included a sample consignment agreement. Another example of Enterprise Fleet Managements open source at cost is vehicle electrification. In the event that a client wants to electrify their fleet, we do not markup vehicle chargers or installation, we introduce them to our national partners and allow them access to the services at no markup.	*
65	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Vehicle registration fees, as applicable based on end user, are passed through directly to the end user without markup. All other costs are addressed within Enterprise’s inclusive pricing structure provided in the RFP response.	*
66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Enterprise Fleet Management typically arranges for vehicles to be delivered to the dealer closest to the end user, allowing for convenient pickup. Alternatively, Enterprise can coordinate delivery through the dealer or Enterprise personnel. Delivery charges may apply, depending on distance and other logistical factors.	*
67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Enterprise Fleet Management maintains a broad network of dealerships and local personnel across supported regions. This includes staff from Enterprise Fleet Management offices and affiliated Enterprise Rent-A-Car and National Car Rental locations. These resources are available to assist with vehicle delivery and pickup, ensuring efficient logistics and responsive service for Sourcewell member agencies.	*
68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Enterprise Fleet Management employs one of the largest driver teams in the industry, enabling efficient coordination of vehicle pickups, deliveries, and transfers. With a global fleet of 1.85 million units operated in partnership with Enterprise Holdings, we manage logistics daily, giving us deep expertise and agility in navigating complex delivery scenarios for our fleet customers.	*

69	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Enterprise Fleet Management enforces compliance through a combination of system controls, regular audits, and transparent reporting: 1. System-Level Controls A dedicated pricing plan for Sourcewell is hard coded into Enterprise's internal systems. This pricing structure is locked, meaning it cannot be modified by any sales or support team member. All quotes and transactions for Sourcewell members are automatically tied to this pricing plan, ensuring consistency and adherence to contract terms. 2. Delivery & Transaction Audits Enterprise conducts monthly reviews of all vehicles on order prior to delivery processed under the Sourcewell program. These audits verify that pricing, incentives, and services provided align with Sourcewell contract requirements. Any discrepancies are investigated and resolved prior to billing to maintain program integrity. 3. Internal Oversight Enterprise's Client Strategy Managers and compliance teams are trained to uphold Sourcewell contract standards. Any updates to pricing, incentives, or program terms are reviewed and approved centrally before implementation.	*
70	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Internal Metrics & Customer Satisfaction Tracking Enterprise Fleet Management tracks key performance indicators to ensure program success and continuous improvement. Example metrics include: New customers utilizing the Sourcewell contract Total vehicle orders placed Total deliveries completed Our goal is to build lifelong customer relationships, and we actively monitor satisfaction through multiple channels: Internal Service Quality Index (SQi) External surveys, including the J.D. Power Satisfaction Survey Customer service inquiries and feedback These results are closely reviewed, and process improvements are implemented as needed to ensure we consistently meet or exceed customer expectations.	*
71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Enterprise will offer Sourcewell and your members access to our fleet management program and pay Sourcewell a quarterly marketing fee based upon the volume of Combined New Deliveries generated as defined below. Deliveries to qualified members during the term of the contract is $150.00 per new delivery. Qualified members are eligible members who utilize the Agreement between Sourcewell and Enterprise Fleet Management as an approved means to satisfy proper due diligence and competitive requirements. Enterprise Fleet Management retains the right to offer discounted promotional pricing on a market-by-market basis.	*

Table 6B: Pricing Grid: Acquisition Terms

Provide detailed pricing information in the table below.

Line Item	Type	Charged/Percentage/Fees	Details	
72	Interest Rate Index Used	3- Year T- Bill Canadian 3 Year Bond	3- Year T- Bill Canadian 3 Year Bond	*
73	Basis Points	350 Basis Points (US and Canada)	350 Basis Points (US and Canada)	*
74	Domestic Factory Order Vehicles	Manufacturers Published Invoice Less all applicable incentives (+) $170 Acquisition Fee plus courtesy delivery fee that is a pass-through charge from the delivering dealer	Manufacturers Published Invoice Less all applicable incentives (+) $170 Acquisition Fee plus courtesy delivery fee that is a pass-through charge from the delivering dealer	*
75	Foreign Factory Order Vehicles	Manufacturers Published Invoice Less all applicable incentives (+) $170 Acquisition Fee plus courtesy delivery fee that is a pass-through charge from the delivering dealer	Manufacturers Published Invoice Less all applicable incentives (+) $170 Acquisition Fee plus courtesy delivery fee that is a pass-through charge from the delivering dealer	*
76	Domestic Dealer Stock Vehicles	Dealer Provided Invoice or Buyer sheet Less (-) Applicable Incentives plus (+) $170 acquisition fee, (+) any applicable dealer fees; subject to dealer availability, applies to all Dealer ordered vehicles	Dealer Provided Invoice or Buyer sheet Less (-) Applicable Incentives plus (+) $170 acquisition fee, (+) any applicable dealer fees; subject to dealer availability, applies to all Dealer ordered vehicles	*
77	Foreign Dealer Stock Vehicles	Dealer Provided Invoice or Buyer sheet Less (-) Applicable Incentives plus (+) $170 acquisition fee, (+) any applicable dealer fees; subject to dealer availability, applies to all Dealer ordered vehicles	Dealer Provided Invoice or Buyer sheet Less (-) Applicable Incentives plus (+) $170 acquisition fee, (+) any applicable dealer fees; subject to dealer availability, applies to all Dealer ordered vehicles	*

Table 6C: Pricing Grid: Incentives

Provide detailed pricing information in the table below.

Line Item	Type	Charged/Percentage/Fees	Details	
78	Federal Tax Incentives	no charge/fee/100% passed	EFM passes through all eligible and applicable incentives to end users at no charge	*
79	State Tax Incentives	no charge/fee/100% passed	EFM passes through all eligible and applicable incentives to end users at no charge	*
80	Manufacturer Incentives	no charge/fee/100% passed	100% of end user eligible incentives are passed to the member (Manufacturer Regional or State Incentive for specific model available at time of order available to the member) EFM also works closely with the manufacturers to achieve the highest available incentive and thus reducing cost to end user	*

Table 6D: Pricing Grid: Maintenance & Fees

Provide detailed pricing information in the table below.

Line Item	Type	Charged/Percentage/Fees	Details	
81	Fixed Maintenance	Variable	Enterprise offers a comprehensive fixed maintenance program that includes both preventative and non-preventative maintenance services. This program can be customized to incorporate additional components such as brakes, tires, and replacement rentals, allowing for a fully budgeted maintenance solution throughout the vehicle's term. Pricing Structure Rates vary based on vehicle type, annual mileage, and usage application. On average, pricing ranges from $40 to $90 per month, depending on these factors. Coverage is available for vehicles up to 100,000 miles and includes: All routine maintenance as recommended by the manufacturer Unplanned repairs, provided they are not the result of misuse or abuse This program is designed to provide predictable maintenance costs and minimize unexpected expenses over the life of the vehicle.	*
82	Occurance Maintenance	$6 per month per vehicle	$6 per month card fee per vehicle plus cost of service and parts. No out of network fees or additional roadside service fees.	*
83	Management Fee	0.10% for Factory Ordered Vehicles 0.15% for Dealer Stock Vehicles	0.10% for Factory Ordered Vehicles 0.15% for Dealer Stock Vehicles	*
84	Service Charge	US $400 CA $495	US $400 CA $495 per vehicle at the end of the Lease	*
85	Lease Termination Fee	Equity Leases: $0 Net Leases: three months rent plus 30% of the total rent due	$0 Termination Fee for Equity Leases, refer to Section 3 of Master Lease Agreement for settlement process. Termination Fees for Net Leases are an amount equal to three months rent plus 30% of the total rent due under the master walk away lease agreement.	*
86	Interim Interest Yes/No, How is it calculated?	Yes	Enterprise Charges Interim interest from the date that Enterprise pays for the vehicle + aftermarket equipment (if applicable) until it is delivered. It is calculated as follows: (3 Yr T-bill/Ca Bond Rate + 350 BP) x vehicle + aftermarket equipment cost (if applicable) / 365 x number of days between the paid for date and deliver date)	*
87	Resale Fee	$400	For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of $400.00 ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units. This is not in addition to the service charge as it is only applicable to non-Enterprise leased vehicles. This is an optional service.	*
88	Provide fees not listed + rate	Optional services provided	See pricing matrix for services available to Sourcewell Members but not referenced here	*

Table 6E: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
89	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Enterprise Fleet Management leverages its national purchasing power to secure significant discounts for Sourcewell members. Discounts typically range from 5% to 25% off the Manufacturer's Suggested Retail Price (MSRP). This pricing structure ensures transparency and maximizes value for Sourcewell participants and as the largest purchaser of vehicles in North America, we leverage our OEM relationships to ensure the best solutions are offered to our sourcewell members.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *	
90	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Enterprise Fleet Management provides a full-service, customizable fleet management program designed to optimize performance, reduce total cost of ownership, and improve operational efficiency for Sourcewell participating entities. Our solutions are backed by the infrastructure and expertise of Enterprise Holdings, the world's largest fleet operator. 1. Fleet Acquisition & Leasing Equity Lease & Closed-End Lease Options: Flexible financing models tailored to organizational needs Vehicle Selection Support: Side-by-side comparisons of makes and models based on cost, fuel efficiency, and suitability Manufacturer Incentives: Access to national fleet discounts and rebates, passed directly to customers 2. Used Vehicle Solutions Certified Pre-Owned Fleet Vehicles: Access to high-quality, well-maintained used vehicles from Enterprise's own fleet Resale Expertise: Enterprise sold over 126,000 client vehicles in 2024 at an average of 109% above Black Book's CVI, maximizing equity returns [efleets.com] Multi-Channel Remarketing: Vehicles are sold through the most effective channels to ensure optimal resale value 3. Fleet Planning & Optimization Client Strategy Managers: Local experts who build and manage customized fleet plans Lifecycle Management: Strategic planning for acquisition, maintenance, and disposal to reduce costs Fleet Electrification Consulting: Insights and planning support for transitioning to electric vehicles [efleets.com] 4. Maintenance Programs Nationwide Network of 90,000+ Service Centers ASE-Certified Technicians: Review and negotiate repairs, ensuring quality and cost control Real-Time Maintenance Approvals: Electronic bid submission and approval thresholds to minimize downtime Warranty & Goodwill Assistance: Proactive warranty checks and manufacturer goodwill negotiations for out-of-warranty repairs [efleets.com] 5. Technology & Reporting Tools Customer Website: Real-time fleet oversight, customizable dashboards, and	*

automated alerts
Mobile App: Driver tools including roadside assistance, maintenance locator, mileage tracking, and accident reporting
Annual Client Review: Year-over-year analysis of fleet performance and cost-saving opportunities
Fleet Planning Toolkit: Total cost analysis and vehicle replacement timing recommendations

6. Accident & Claims Management

24/7 Claims Support
In-House Subrogation Team: Enterprise is self-insured and manages claims internally, ensuring fast and efficient resolution

7. Sustainability Solutions

Carbon Reporting & Offsets: Verified carbon offset programs through TerraPass
Fleet Emissions Analysis: Data-driven insights to support environmental goals
LEED Gold-Certified Headquarters: Reflects our commitment to energy efficiency and sustainable operations

8. Fleet Electrification

EFM has the ability to help Sourcewell clients with their electrification journey including:
Acquisition of BEV
Implementation of Charging Strategies
Home and Workplace Charging procurement and installation

9. Telematics
EFM has partnerships with telematics partners such as Geotab, a Sourcewell awarded contract that can be offered to its clients. As Geotab is an awarded partner, we do not charge any additional fees on top of the Geotab's pricing.

10. Total Mobility Solution
Enterprise Mobility is the worlds largest and most trusted mobility provider. As such, we ensure that our clients have access to all of our services such as Daily Rental for short term needs and our Sourcewell Awarded Car Sales division.

We have also attached a full proposal with a detailed description of all our offerings.

91	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	1. Fleet Acquisition & Leasing Equity Lease and Closed-End Lease options New and certified pre-owned vehicle sourcing Manufacturer incentives and fleet discounts Vehicle selection and specification consulting 2. Fleet Planning & Optimization Lifecycle cost analysis Fleet right-sizing and application review Vehicle cycling strategy Electrification consulting and EV planning 3. Maintenance & Repair Management Nationwide network of 80,000+ service providers ASE-certified technician support Real-time maintenance approvals Warranty and goodwill assistance Preventive maintenance scheduling 4. Accident & Claims Management 24/7 accident reporting and support In-house subrogation and claims processing Physical damage claims management Roadside assistance coordination 5. Technology & Reporting Tools Online customer portal with fleet dashboards Mobile app for drivers (mileage tracking, alerts, accident reporting) Fleet Planning Toolkit Annual Client Review and performance benchmarking 6. Vehicle Resale & Remarketing Multi-channel remarketing strategy Resale performance tracking Disposal timing optimization Used vehicle resale and equity return maximization 7. Sustainability & Environmental Solutions Carbon emissions reporting Verified carbon offset programs (via TerraPass) LEED Gold-certified headquarters Sustainable maintenance practices 8. Compliance & Risk Management Safety recall tracking Regulatory updates and compliance support Driver policy and program consultation 9. Vendor Diversity & Inclusion Support for SBE/MWBE vendor engagement Outreach and certification assistance Membership in diversity-focused organizations (e.g., NMSDC, WBENC, NAWBO)	*

Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
92	Services for the acquisition by Sourcewell participating entities, whether by lease or financing, of on-road vehicles of all types or classifications, all weight classes, and all engine types;	◉ Yes ○ No	Enterprise Fleet Management offers a full suite of acquisition services tailored to meet the diverse needs of Sourcewell participating entities. Our solutions support the procurement of on-road vehicles across all types,	

			weight classes, and engine configurations, including electric, hybrid, and internal combustion engines. Enterprise provides a range of customizable funding solutions to align with each entity's operational and budgetary requirements. These Flexible Lease and Financing Options include: Open-Ended Equity Lease: Offers flexibility to exit the lease at any time, with equity gains returned or applied to future leases. No mileage restrictions or wear-and-tear penalties. Closed-Ended Lease: Ideal for low-mileage drivers, offering predictable monthly payments. Prepaid Lease: Allows upfront payment to take advantage of discounted interest rates. End-of-Lease Flexibility At the conclusion of a lease term, Sourcewell members can: - Renew vehicles with new models. Equity can either be rolled into the next vehicle or taken as a credit - Turn in the vehicle and take the equity - Extend the lease term until Book Value is paid off - Once RBV is paid off, clients can opt to take the title or keep on our books at the mgmt fee rate Fleet Selection and Planning Tools Enterprise supports informed decision-making through: Vehicle Selector Lists: Expertly curated based on cost, fuel economy, safety, and driver satisfaction Fleet Planning Toolkit: Models total cost of ownership and evaluates productivity and brand impact Side-by-Side Comparisons: Ensures selection of the most cost-efficient vehicles for each application Ordering and Tracking Technology We've developed proprietary system tools and databases that enable seamless electronic transmission of orders across departments. Our ordering team has direct access to: Manufacturer systems and ordering guides Assigned contacts for scheduling and tracking inquiries Real-time order tracking with manufacturers Drivers can monitor vehicle status via the Enterprise website or mobile app, and once vehicles arrive, our Account Fleet Coordinators work directly with drivers to arrange convenient pickup or delivery. Client Strategy Support Each Sourcewell member is assigned a Client Strategy Manager who: Performs cost analysis to optimize	*	

			vehicle cycling Ensures vehicle selection aligns with operational needs and budget boundaries Provides ongoing consultation to maximize fleet efficiency and value.	
93	New vehicle service and preparation for the vehicles described in 92 above, such as pre-delivery inspection, parts and accessories, installation, and vehicle marking application or installation;	(•) Yes ( ) No	New Vehicle Service and Preparation Enterprise Fleet Management provides comprehensive new vehicle service and preparation to ensure that each vehicle is ready for deployment upon delivery. Our process includes: Pre-Delivery Inspection (PDI) Prior to acceptance of a vehicle, our courtesy delivery dealers perform a thorough inspection to ensure quality and readiness. This includes: Checking for any damage or missing equipment Cleaning the vehicle interior and exterior Installing any required equipment or accessories Parts and Accessories Installation Enterprise coordinates the installation of parts and accessories based on the specific needs of Sourcewell participating entities. This may include: Safety equipment Technology packages Upfitting for specialized use Comfort and performance enhancements Vehicle Marking and Branding We offer full support for the application and installation of vehicle markings, including: Logos and decals Fleet identification numbers Reflective safety striping Custom branding aligned with each entity's visual standards Order Management and Tracking Our proprietary system tools and database allow for seamless electronic transmission of orders between departments. Our ordering team has direct access to: Manufacturer systems and ordering guides Assigned contacts for scheduling and tracking inquiries Real-time order tracking throughout the production and delivery process Drivers can monitor vehicle status via the Enterprise website or mobile app, and once vehicles arrive, our Account Fleet Coordinators work directly with drivers to arrange the most convenient pickup or delivery method.	*
94	Preventative maintenance plans, vehicle maintenance and repair services, and related service level agreements for Sourcewell participating entity on-road vehicle fleets of all types;	(•) Yes ( ) No	Enterprise Fleet Management offers a nationwide maintenance and repair network that spans the entire United States and Canada. Our extensive parts network allows us to source components quickly, minimizing vehicle downtime. Through our leveraged relationships with repair shops, we're	

			able to pass on discounted rates to our customers—resulting in average repair costs that are typically lower than the industry standard. Full Maintenance Program Enterprise's Full Maintenance program provides comprehensive coverage for most makes and models in your fleet. This program is fully managed by Enterprise and requires no internal approvals or monthly invoice reviews. Key Features: Fixed monthly cost for the term of the vehicle Coverage up to 100,000 miles All manufacturer-recommended routine services Unexpected repairs (excluding damage or neglect) 24/7 roadside assistance and towing Optional coverage for brakes, tires, loaner vehicles, windshield repair, and fueling services Automated service reminders via Enterprise's website and mobile app Maintenance Management Program This program offers similar benefits to Full Maintenance but operates on a pay-as-needed basis. Repairs are charged directly to Sourcewell members, with Enterprise managing the process and contacting clients only when additional approval is required. Flat monthly fee Repairs authorized and managed by Enterprise Vendor pricing negotiated to fair market value Maintenance and Repair Process All maintenance is coordinated through Enterprise using our local network of facilities. This reduces administrative burden for Sourcewell members by eliminating the need for time and cost estimates. Process Overview: Drivers present a maintenance card (available in the Enterprise mobile app) at service locations Shops contact Enterprise's National Service Department (NSD) for any work exceeding preset limits ASE-certified technicians assess service recommendations based on mileage, history, and cost Enterprise leverages national account agreements to negotiate pricing and ensure value The NSD was the first to receive the ASE "Blue Seal of Excellence" and has maintained this recognition for 25 consecutive years, an industry record. Our team includes Master Auto, Double Master Auto, and World Class certified technicians. Preventative Maintenance Enterprise follows manufacturer-	*

			recommended service intervals for each vehicle. Preventative maintenance alerts are: Available to Sourcewell administrators via our customer website Pushed directly to drivers via the Enterprise mobile app Customizable by administrators for manual notification control Additional alerts include: Maintenance and mileage updates Registration status for each unit enrolled in the maintenance program.	
95	In addition to the solutions described in 92-94 above, proposers may include a complimentary offering of the following ancillary services: i. Short-term rental programs; ii. Upfitting or aftermarket products; iii. Fleet management information technologies, such as: telematics, fleet monitoring, fuel management, fuel tank management, and motor pool/fleet sharing software systems; iv. Roadside assistance including towing, emergency charging, and repairs; v. Vehicle battery longevity monitoring and replacement plans; including installation, operation, and maintenance of dedicated charging and fueling stations.	(•) Yes ( ) No	Through our Fleet Management programs, we are able to offer all of these services. Enterprise Fleet Management, through its affiliate Enterprise Holdings (Enterprise Rent-A-Car and National Car Rental), provides flexible rental solutions for Sourcewell participants. Rentals can be included in Full Maintenance pricing for seamless access during vehicle service or billed as needed. This ensures minimal disruption and keeps drivers on the road when vehicles are out of service. Equipment Billing, Ownership & Fleet Technologies Equipment Billing & Ownership Equipment costs can be billed upfront or capitalized within the lease. Sourcewell entities retain ownership at lease end. Maintenance for equipment is not provided by Enterprise. Reuse or replacement decisions are made by the entity. Fleet Management Technologies Enterprise offers advanced tools to enhance fleet efficiency, including: Telematics Fleet monitoring Fuel management systems Motor pool and fleet sharing software Fleet Management Technologies and Reporting Tools Enterprise provides a robust suite of technology solutions for full visibility and control over fleet operations: Customizable Dashboard Offers day-to-day and month-over-month insights Fully customizable to meet organizational needs Supplements the Annual Client Review with real-time data Mileage & Taxable Fringe Benefit Reporting Drivers can log odometer readings and track personal vs. business mileage Reports align with IRS guidelines and support payroll reporting	

			Downloadable in multiple formats with built-in guides Integrated Fuel Data Fuel card program (powered by WEX) integrates with dashboard Real-time visibility into fuel usage, costs, and MPG Identifies outliers and helps reduce fuel spend Monthly Vehicle Cost Analysis Compares fleet costs, downtime, resale values, and funding options Identifies opportunities for savings and operational improvements Annual Client Review Tool Delivered by a dedicated Client Strategy Manager Includes year-over-year performance analysis and strategic recommendations Customer Website & Data Tools Enterprise’s updated customer portal provides powerful data access and reporting capabilities: Data Visibility Maintenance history License renewals Risk claims Fuel usage via WEX integration Custom Reporting & Management Role-based, self-service reporting Cost allocation by project, region, or vehicle Driver and vehicle history tracking Data export in multiple formats Automated alerts for maintenance, billing, registrations, lease renewals, and recalls Integration with internal accounting systems Mobile App Features Enterprise’s mobile app keeps drivers and administrators connected and informed: Real-time alerts for mileage, insurance, license renewals, citations, and maintenance Digital maintenance cards and appointment scheduling Messaging for field communication Status updates on vehicle orders and repairs Oil change reminders and maintenance notifications Map tools for locating fuel stations and service shops Mileage tracking with personal/business categorization Accident reporting with photo upload Click-to-call roadside assistance and Enterprise contacts Multi-vehicle management under one	*

			account Pool vehicle check-in/check-out and driver tracking Optional Service Offerings Fuel Card Program (WEX) Accepted at 180,000+ U.S. locations Driver-specific cards for security Controls for product type, merchant access, and exception reporting Exception Monitoring & Fraud Protection Fuel Card Exception Reporting Monitors spend, gallons, purchase timing, and fuel type Custom exception parameters and delivery frequency (daily, weekly, monthly) Fraud Monitoring WEX Fraud Department reviews transactions Detects and alerts on suspicious activity Telematics and GPS Monitoring Enterprise offers Geotab telematics for real-time GPS tracking and analytics: Safety: Accident detection, driver coaching, behavior monitoring Cost Reduction: Lower accident costs, improved claims management Productivity: Route optimization, fuel tracking, workforce utilization Engine Health: Diagnostics, preventative maintenance, reduced downtime Compliance: Accurate HOS and IFTA reporting Enterprise data shows Geotab improves fuel efficiency, service response times, and driver safety. Roadside Assistance & After-Hours Support Enterprise provides 24/7 roadside assistance including towing, emergency charging, and repairs: Drivers can approve repairs up to preset limits via mobile app After-hours service available through preferred vendors Automatic approval for services under preset limits Individual case handling for timely support Battery Longevity & Charging Infrastructure Support Battery replacement included in Full Maintenance program While Enterprise does not install charging stations, it supports planning	

			and coordination with third-party providers	

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Pricing - Enterprise Pricing Sheet.xlsx - Thursday November 20, 2025 10:41:31
- Financial Strength and Stability - enterprise-mobility-fact-sheet_esgreport-fy25.pdf - Thursday November 20, 2025 11:56:43
- Marketing Plan/Samples - Marketing Plan_Samples.pdf - Thursday November 20, 2025 11:56:52
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Agreements.zip - Wednesday November 19, 2025 11:21:36
- Requested Exceptions - Sourcewell RFP Master Agreement 04.2026-final redline.docx - Thursday November 20, 2025 10:39:33
- Upload Additional Document - Submission and Case Studies.zip - Thursday November 20, 2025 12:00:07

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess, all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Michelle Rojas, Business Analyst, Enterprise Fleet Management, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

○ **Yes** ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column **"I have reviewed this addendum"** below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_2_Fleet_Management_Leasing_RFP_112025 Fri October 24 2025 04:36 PM	☑	--
Addendum_1_Fleet_Management_Leasing_RFP_112025 Tue October 21 2025 05:07 PM	☑	2

enterprise
FLEET MANAGEMENT

Sourcewell Cooperative Contract Pricing Grid - Enterprise Fleet Management, Inc.	
Contract #	Sourcewell Contract # 112025
Website	Enterprise Fleet Management: Contract #112025-EFM | Sourcewell

PRICING

Factory Order Pricing (Domestic & Foreign)	Manufacturers Published Invoice Less all applicable incentives (+) $170 Acquisition Fee plus cd fee plus courtesy delivery fee (pass through charge from the delivering dealer)
Dealer Stock Vehicle Pricing	Dealer Provided Invoice or Buyer sheet Less (-) Applicable Incentives plus (+) $170 acquisition fee, (+) any applicable dealer fees; subject to dealer availability, applies to all Dealer ordered vehicles
Manufacturer Incentives	100% of end user eligible incentives are passed to the member (Manufacturer Regional or State Incentive for specific model available at time of order available to the member) EFM also works closely with the manufacturers to achieve the highest available incentive and thus reducing cost to end user
Federal Tax Incentives	EFM passes through all eligible and applicable incentives to end users at no charge
State Tax Incentives	EFM passes through all eligible and applicable incentives to end users at no charge
Taxes	Any applicable taxes will be passed to the end user at no charge, in order to receive eligible exemptions the member will need to provide the applicable tax exemption certificates to apply its exempt status for leased vehicles as well as products and services.
Aftermarket Equipment	Enterprise will negotiate on Sourcewell's behalf to leverage volume discounts and deliver the lowest possible price on any needed equipment with no additional markup. The equipment can be billed up front or capitalized as a part of the lease structure.
Aftermarket Service Fee	No charge

FEES

Acquisition Fee	Ordered $170 | Stock $170 (listed within pricing details above, not additional)
Courtesy Delivery	Pass through charge from delivering dealer with no additional markup
Interest Rate	US : 3 Year T-Bill + 350 Basis Points at time of delivery | CAN: Canadian 3 Year Bond + 350 Basis Points at time of delivery
Management Fee	0.10% for Factory Ordered Vehicles | 0.15% for Dealer Stock Vehicles
Service Charge	$400 (US) $495 (CANADA) per vehicle at the end of the Lease
Interim Interest (if yes provide calculation)	YES: EFM Charges Interim interest from the date that EFM pays for the vehicle + aftermarket equipment (if applicable) until it is delivered. It is calculated as follows: (3 Yr T-bill/Ca Bond Rate + 350 BP) x vehicle + aftermarket equipment cost (if applicable) / 365 x number of days between the paid for date and deliver date)
Resale Fee (Fee for Sale of member owned non-lease vehicles)	For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of $400.00 ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units. This is not in addition to the service charge as it is only applicable to non EFM leased vehicles. This is an optional service.
Lease Termination Fee	$0 Termination Fee for Equity Leases, refer to Section 3 of Master Lease Agreement for settlement process. Termination Fees for Net Leases are listed in Section 3 of Walkaway Lease Agreement
Termination Fee Equity Leases, (Section 3 of MLA)	$0
Termination Fee NET (walk away) Leases, (Section 14 of MLA)	Termination Fees for Net Leases are an amount equal to three months rent plus 30% of the total rent due under the master walk away lease agreement.

enterprise

FLEET MANAGEMENT

Sourcewell Cooperative Contract Pricing Grid - Enterprise Fleet Management, Inc.	
Contract #	Sourcewell Contract # 112025
Website	Enterprise Fleet Management: Contract #112025-EFM | Sourcewell

ANCILLARIES

Full Maintenance	EFM offers a comprehensive fixed maintenance program that includes both preventative and non-preventative maintenance services. This program can be customized to incorporate additional components such as brakes, tires, and replacement rentals, allowing for a fully budgeted maintenance solution throughout the vehicle's term. Pricing Structure Rates vary based on vehicle type, annual mileage, and usage application. On average, pricing ranges from $40 to $90 per month, depending on these factors. Coverage is available for vehicles up to 100,000 miles and includes: All routine maintenance as recommended by the manufacturer Unplanned repairs, provided they are not the result of misuse or abuse This program is designed to provide predictable maintenance costs and minimize unexpected expenses over the life of the vehicle.
Maintenance Management	$6 per month card fee per vehicle plus cost of service and parts. No out of network fees or additional roadside service fees.
Roadside Service	No charge – included in Full Maintenance
Short Term Rentals	Available Upon Request at best available market rates via Enterprise Rent-a-Car, National or Alamo.
Fuel Program	$0 Card Fee -Additional Discounts Available
Physical Damage	Rates will vary and is based on factors such as loss runs, vehicle type, and usage - quoted rate provided at time of order per vehicle per month, underwriting reviewed annually and adjusted
Accident Management	$0 month fee, up to $310 per claim; $30 glass claim plus replacement cost; 20% proceeds of subrogation per vehicle
GeoTab Telematics	Pricing per device per month for all new orders of Geotab Device Plans and/or third party product plans under Geotab's Sourcewell Contract #102924-GEOO for resale to Sourcewell members in accordance with the terms and conditions of the Sourcewell Addendum between the parties. EFM does not add any additional fees
Camera Services	Pricing for Surfsight Camera's included under Geotab's Sourcewell Contract #102924-GEOO for resale to Sourcewell members in accordance with the terms and conditions of the Sourcewell Addendum between the parties. EFM does not add any additional fees.
Electrification	Enterprise can coordinate with our national partners providing access to vehicle chargers or installation at no charge.
Licensing and Registration on Leased Vehicles	$32 per occurrence plus the actual fee from municipality plus any dealer service fees, if applicable, no additional monthly charge
License Administration Fee for end user owned vehicles (client owned)	$10 per unit per month plus renewal transaction fee up to $32 per transaction plus the actual fee from municipality plus any dealer service fees, if applicable
Toll Mangement	$1 processing fee for Toll Management
Toll Violations	$10 processing fee for unpaid toll violations not included in Toll Management program + cost of violation

enterprise
FLEET MANAGEMENT

Sourcewell Cooperative Contract Pricing Grid - Enterprise Fleet Management, Inc.	
Contract #	Sourcewell Contract # 112025
Website	[Enterprise Fleet Management: Contract #112025-EFM | Sourcewell]

OTHER

Website	No charge
Reporting	No charge
Consultative Services / Account Management	No charge
Lost or Stolen Maintenance and Fuel Cards	No charge
Out of Network Maintenance Fees	No charge
Off Road / Off Lease Charge	No charge
Rental Admin Charges	No charge
Car and Truck Rental for State & Local Government	Through Enterprise and National, we provide a comprehensive industry-leading business rental program Public-Sector pricing available through our mobility experts https://www.enterprise.com/en/business-car-rental/publicsector.html
Car Sales offering	Pricing on Near-new vehicle purchasing unbder Enterprise Mobility Sourcewell contract 050125-ENH

Confidentiality and Non-Binding Nature

Statement of Confidentiality

The information contained in this proposal and any exhibits, attachments, certifications, questionnaires, surveys and/or other deliveries required in connection with this proposal, and in subsequent communications relating to this proposal, whether or not expressly marked as confidential, are and shall be deemed confidential by both Enterprise Fleet Management, Inc. and the recipient of such proposal. The contents shall only be disclosed where required by applicable law and only the extent required by the applicable law or any applicable open records law (for government proposals) and only after prior written notice to Enterprise Fleet Management, Inc. Disclosure and misuse of such information would result in immediate and irreparable harm to Enterprise Fleet Management, Inc. and would provide Enterprise Fleet Management, Inc. with a competitive disadvantage in its marketplace should its confidential business, operational and financial information be released.

Notwithstanding any separate agreement to the contrary, the recipient shall protect and keep the provisions of this proposal and any subsequent communications confidential and will not disclose such provisions, except to its employees or agents who require the information for the purpose expressly authorized by Enterprise Fleet Management, Inc. and for no other purpose whatsoever. Such individuals shall be bound by the same confidentiality requirements — to the same extent and on the same basis — as these obligations are imposed upon and assumed by the recipient.

Except as set forth above, no part of this document may be reproduced or retained, in whole or in part, or made available to any third party, without the express prior written permission of Enterprise Fleet Management, Inc., which may be withheld in its sole discretion. All rights in such content and communications are hereby reserved by Enterprise Fleet Management, Inc.

Contingency Language for Sourcewell Request For Proposal

It is Enterprise Fleet Management Inc.'s intention to work with Sourcewell to arrive at a mutually beneficial solution regarding contract negotiations of Sourcewell's Terms and Conditions. Enterprise Fleet Management utilizes Enterprise FM Trust as the Lessor in the asset-backed securitization (ABS) market, which is the best market for a leasing business to obtain its debt. Without a Trust as the Lessor, it would not be possible to enter this debt market. Additionally, certain terms and conditions that obligate the Trust may prohibit entering this debt market. Due to this, we would like to negotiate certain terms of the Sourcewell standard Contract Terms and Conditions.

Additionally, our Master Lease Agreement must supersede all other agreements.

All pricing is subject to successful contract negotiations and dependent on credit worthiness.

Trademark and Copyright Information

Enterprise Fleet Management, Enterprise Rent-A-Car, National Car Rental, Alamo Rent A Car, Emerald Club, Enterprise Truck Rental, Commute with Enterprise, Enterprise CarShare, Zimride, and all associated features, processes, logos, phone numbers, websites, and promotional programs and/or phrases in any language or format are registered trademarks of their respective companies and Enterprise Holdings, Inc. and affiliate Enterprise Fleet Management, Inc., which hold copyrights where applicable.

These registered trademarks and copyrights, whether marked or unmarked, may not be infringed upon or reproduced without the express written consent of Enterprise Holdings and its subsidiaries.

For more information, please visit our websites efleets.com and enterprisemobility.com.

Attachment B

enterprise
FLEET MANAGEMENT

MASTER EQUITY LEASE AGREEMENT

This Master Equity Lease Agreement is entered into this 25th day of June, 2026, by and between Enterprise FM Trust, a Delaware statutory trust ("Lessor"), and the lessee whose name and address is set forth on the signature page below ("Lessee").

1. LEASE OF VEHICLES: Lessor hereby leases to Lessee and Lessee hereby leases from Lessor the vehicles (individually, a "Vehicle" and collectively, the "Vehicles") described in the schedules from time to time delivered by Lessor to Lessee as set forth below ("Schedule(s)") for the rentals and on the terms and conditions set forth in this Agreement and in the applicable Schedule. References to this "Agreement" shall include this Master Equity Lease Agreement and the various Schedules and addenda to this Master Equity Lease Agreement, each of which are incorporated herein as part of a single, unitary Agreement. Lessor will, on or about the date of delivery of each Vehicle to Lessee, send Lessee a Schedule covering the Vehicle, which will include, among other things, a description of the Vehicle, the lease term and the monthly rental and other payments due with respect to the Vehicle. The terms contained in each such Schedule will be binding on Lessee unless Lessee objects in writing to such Schedule within ten (10) days after the date of delivery of the Vehicle covered by such Schedule. Lessor is the sole legal owner of each Vehicle. This Agreement is a lease only and Lessee will have no right, title or interest in or to the Vehicles except for the use of the Vehicles as described in this Agreement. This Agreement shall be treated as a true lease for federal and applicable state income tax purposes with Lessor having all benefits of ownership of the Vehicles. It is understood and agreed that Enterprise Fleet Management, Inc. or an affiliate thereof (together with any subservicer, agent, successor or assign as servicer on behalf of Lessor, "Servicer") may administer this Agreement on behalf of Lessor and may perform the service functions herein provided to be performed by Lessor.

2. TERM: The term of this Agreement ("Term") for each Vehicle begins on the date such Vehicle is delivered to Lessee (the "Delivery Date") and, unless terminated earlier in accordance with the terms of this Agreement, continues for the "Lease Term" as described in the applicable Schedule.

3. RENT AND OTHER CHARGES:

(a) Lessee agrees to pay Lessor monthly rental and other payments according to the Schedules, Open-End (Equity) Lease Rate Quotes, and this Agreement. The monthly payments will be in the amount listed as the "Total Monthly Rental Including Additional Services" on the applicable Schedule (with any portion of such amount identified as a charge for maintenance services under Section 4 of the applicable Schedule being payable to Lessor as agent for Enterprise Fleet Management, Inc.) and will be due and payable in advance on the first day of each month. Lessee agrees to pay Lessor interest charges, in connection with the acquisition of a Vehicle, for the period between the date Lessor issues payment to acquire such Vehicle and the date the Vehicle is delivered to Lessee. Such interest charges shall be included in each Schedule. If a Vehicle is delivered to Lessee on any day other than the first day of a month, monthly rental payments will begin on the first day of the next month. In addition to the monthly rental payments, Lessee agrees to pay Lessor a pro-rated rental charge for the number of days that the Delivery Date precedes the first monthly rental payment date. A portion of each monthly rental payment, being the amount designated as "Depreciation Reserve" on the applicable Schedule, will be considered as a reserve for depreciation and will be credited against the Delivered Price of the Vehicle for purposes of computing the Book Value of the Vehicle under Section 3(c). Lessee agrees to pay Lessor the "Total Initial Charges" set forth in each Schedule on the due date of the first monthly rental payment under such Schedule. Lessee agrees to pay Lessor the "Service Charge Due at Lease Termination" set forth in each Schedule at the end of the applicable Term (whether by reason of expiration, early termination or otherwise).

(b) In the event the Term for any Vehicle ends prior to the last day of the scheduled Term, whether as a result of a default by Lessee, a Casualty Occurrence or any other reason, the rentals and management fees paid by Lessee will be recalculated in accordance with the rule of 78's and the adjusted amount will be payable by Lessee to Lessor on the termination date.

(c) Lessee agrees to pay Lessor within thirty (30) days after the end of the Term for each Vehicle, additional rent equal to the excess, if any, of the Book Value of such Vehicle over the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule. If the Book Value of such Vehicle is less than the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule, Lessor agrees to pay such deficiency to Lessee as a terminal rental adjustment after the end of the applicable Term (subject to Lessor's right to recoup any amounts Lessor would owe to Lessee under this Section 3(c) against any obligations of Lessee to Lessor under this Agreement). Notwithstanding the foregoing, if (i) the Term for a Vehicle is greater than forty-eight (48) months (including any extension of the Term for such Vehicle), (ii) the mileage on a Vehicle at the end of the Term is greater than 15,000 miles per year on average (prorated on a daily basis) (i.e., if the mileage on a Vehicle with a Term of thirty-six (36) months is greater than 45,000 miles) or (iii) in the sole judgment of Lessor, a Vehicle has been subject to damage or any abnormal or excessive wear and tear, the calculations described in the two immediately preceding sentences shall be made without giving effect to clause (ii) in each such sentence. The "Book Value" of a Vehicle means the sum of (i) the "Delivered Price" of the Vehicle as set forth in the applicable Schedule minus (ii) the total Depreciation Reserve paid by Lessee to Lessor with respect to such Vehicle plus (iii) all accrued and unpaid rent and/or other amounts owed by Lessee with respect to such Vehicle.

(d) Any security deposit of Lessee will be returned to Lessee at the end of the applicable Term, except that the deposit will first be applied to and recouped against any losses and/or damages suffered by Lessor as a result of Lessee's breach of or default under this Agreement and/or to any other amounts then owed by Lessee to Lessor.

(e) Any rental payment or other amount owed by Lessee to Lessor which is not paid within twenty (20) days after its due date will accrue interest, payable on demand of Lessor, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate permitted by applicable law (the "Default Rate").

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(f) If Lessee fails to pay any amount due under this Agreement or to comply with any of the covenants contained in this Agreement, Lessor, Servicer or any other agent of Lessor may, at its option, pay such amounts or perform such covenants and all sums paid or incurred by Lessor in connection therewith will be repayable by Lessee to Lessor upon demand together with interest thereon at the Default Rate.

(g) Lessee's obligations to make all payments of rent and other amounts under this Agreement are absolute and unconditional and such payments shall be made in immediately available funds without setoff, counterclaim or deduction of any kind. Lessee acknowledges and agrees that neither any Casualty Occurrence to any Vehicle nor any defect, unfitness or lack of governmental approval in, of, or with respect to, any Vehicle regardless of the cause or consequence nor any breach by Enterprise Fleet Management, Inc. of any maintenance agreement between Enterprise Fleet Management, Inc. and Lessee covering any Vehicle regardless of the cause or consequence will relieve Lessee from the performance of any of its obligations under this Agreement, including, without limitation, the payment of rent and other amounts under this Agreement.

(h) In the event Lessor, Servicer or any other agent of Lessor arranges for rental vehicle(s) with a subsidiary or affiliate of Enterprise Holdings, Inc., Lessee shall be fully responsible for all obligations under any applicable rental agreement.

4. USE AND SURRENDER OF VEHICLES: Lessee agrees to allow only duly authorized, licensed and insured drivers to use and operate the Vehicles. Lessee agrees to comply with, and cause its drivers to comply with, all laws, statutes, rules, regulations and ordinances (including without limitation such federal, state and local laws, statutes, rules, regulations and ordinances governing autonomous vehicles and automated driving systems and any parts, components and products related thereto) and the provisions of all insurance policies affecting or covering the Vehicles or their use or operation. In connection with autonomous vehicles and automated driving systems and the parts, components and products related thereto, Lessee agrees to comply with all applicable guidance and professional standards issued, released or published by governmental and quasi-governmental agencies, including without limitation the federal guidance for automated vehicles published by the Department of Transportation and the Federal Automated Vehicle Policy issued by the U.S. Department of Transportation and the National Highway Traffic Safety Administration. Lessee agrees to keep the Vehicles free of all liens, charges and encumbrances. Lessee agrees that in no event will any Vehicle be used or operated for transporting hazardous substances or persons for hire, for any illegal purpose or to pull trailers that exceed the manufacturer's trailer towing recommendations. Lessee agrees that no Vehicle is intended to be or will be utilized as a "school bus" as defined in the Code of Federal Regulations or any applicable state or municipal statute or regulation. Lessee agrees not to remove any Vehicle from the continental United States without first obtaining Lessor's written consent. At the expiration or earlier termination of this Agreement with respect to each Vehicle, or upon demand by Lessor made pursuant to Section 14, Lessee at its risk and expense agrees to return such Vehicle to Lessor at such place and by such reasonable means as may be designated by Lessor. If for any reason Lessee fails to return any Vehicle to Lessor as and when required in accordance with this Section, Lessee agrees to pay Lessor additional rent for such Vehicle at twice the normal pro-rated daily rent. Acceptance of such additional rent by Lessor will in no way limit Lessor's remedies with respect to Lessee's failure to return any Vehicle as required hereunder.

5. COSTS, EXPENSES, FEES AND CHARGES: Lessee agrees to pay all costs, expenses, fees, charges, fines, tickets, penalties and taxes (other than federal and state income taxes on the income of Lessor) incurred in connection with the titling, licensing, registration, delivery, purchase, sale, rental, and Lessee's use or operation of the Vehicles. If Lessor, Servicer or any other agent of Lessor incurs any such costs or expenses, Lessee agrees to promptly reimburse Lessor for the same.

6. LICENSE AND CHARGES: Each Vehicle will be titled, registered and licensed in the name designated by Lessor at Lessee's expense. Certain other charges relating to the acquisition of each Vehicle and paid or satisfied by Lessor have been capitalized in determining the monthly rental, treated as an initial charge or otherwise charged to Lessee. Such charges have been determined without reduction for trade-in, exchange allowance or other credit attributable to any Lessor-owned vehicle.

7. REGISTRATION PLATES, ETC.: Lessee agrees, at its expense, to obtain in the name designated by Lessor all registration plates and other plates, permits, inspections and/or licenses required in connection with the Vehicles, except for the initial registration plates which Lessor will obtain at Lessee's expense. The parties agree to cooperate and to furnish any and all information or documentation, which may be reasonably necessary for compliance with the provisions of this Section or any federal, state or local law, rule, regulation or ordinance. Lessee agrees that it will not permit any Vehicle to be located in a state other than the state in which such Vehicle is then titled for any continuous period of time that would require such Vehicle to become subject to the titling, licensing and/or registration laws of such other state.

8. MAINTENANCE OF AND IMPROVEMENTS TO VEHICLES:

(a) Lessee agrees, at its expense, to (i) maintain the Vehicles in good condition, repair, maintenance and running order and in accordance with all manufacturer's instructions and warranty requirements and all legal requirements and (ii) furnish all labor, materials, parts and other essentials required for the proper operation and maintenance of the Vehicles. Lessee will not make (or cause to be made) any alterations, upgrades, upfitting, additions or improvements (collectively, "Alterations") to any Vehicle which (i) could impact or impair the "motor vehicle safety" (as defined by the Motor Vehicle Safety Act) of the Vehicle, or (ii) could impact, impair, void or render unenforceable the manufacturer's warranty. Without the prior written consent of Lessor, Lessee will not make (or cause to be made) any Alterations to any Vehicle which (i) detracts, impairs, damages or alters the Vehicle's nature, purpose, economic value, remaining useful life, functionality, utility, software or controls, or (ii) subjects the Vehicle or any part or component of such Vehicle to any lien, charge or encumbrance. Any Alterations of any nature to a Vehicle are made at Lessee's sole cost, risk and liability, including without limitation, any such Alterations approved by, or made with the assistance or at the direction of Lessor. Any replacement parts added to any Vehicle shall be in at least as good an operating condition as the prior part before the replacement (assuming such part was, at the time of the replacement, in the condition required by the terms of this Agreement). Any Alterations to a Vehicle will become and remain the property of Lessor and will be returned with such Vehicle upon such Vehicle's return pursuant to Section 4 and shall be free of any liens, charges or encumbrances; provided, however, Lessor shall have the right at any time to require Lessee to remove any such Alteration at Lessee's sole cost, expense and liability. In no event or instance shall the value of any Alterations be regarded as rent. Lessee and Lessor acknowledges and agrees that Lessor will not be required to make any repairs, replacements or Alterations of any nature or description with respect to any Vehicle, to maintain or repair any Vehicle or to make any

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expenditure whatsoever in connection with any such Vehicle(s) or this Agreement.

(b) Lessor and Lessee acknowledge and agree that if Section 4 of a Schedule includes a charge for maintenance, (i) the Vehicle(s) covered by such Schedule are subject to a separate maintenance agreement between Enterprise Fleet Management, Inc. and Lessee and (ii) Lessor shall have no liability or responsibility for any failure of Enterprise Fleet Management, Inc. to perform any of its obligations thereunder or to pay or reimburse Lessee for its payment of any costs and expenses incurred in connection with the maintenance or repair of any such Vehicle(s).

9. SELECTION OF VEHICLES AND DISCLAIMER OF WARRANTIES:

(a) LESSEE ACCEPTANCE OF DELIVERY AND USE OF EACH VEHICLE WILL CONCLUSIVELY ESTABLISH THAT SUCH VEHICLE IS OF A SIZE, DESIGN, CAPACITY, TYPE AND MANUFACTURE SELECTED BY LESSEE AND THAT SUCH VEHICLE IS IN GOOD CONDITION AND REPAIR AND IS SATISFACTORY IN ALL RESPECTS AND IS SUITABLE FOR LESSEE'S PURPOSE. LESSEE ACKNOWLEDGES THAT LESSOR IS NOT A MANUFACTURER OF ANY VEHICLE OR AN AGENT OF A MANUFACTURER OF ANY VEHICLE.

(b) LESSOR MAKES NO REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESS OR IMPLIED, WITH RESPECT TO ANY VEHICLE, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO CONDITION, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE, IT BEING AGREED THAT ALL SUCH RISKS ARE TO BE BORNE BY LESSEE. THE VEHICLES ARE LEASED "AS IS," "WITH ALL FAULTS." All warranties made by any supplier, vendor and/or manufacturer of a Vehicle are hereby assigned by Lessor to Lessee for the applicable Term and Lessee's only remedy, if any, is against the supplier, vendor or manufacturer of the Vehicle.

(c) None of Lessor, Servicer or any other agent of Lessor will be liable to Lessee for any liability, claim, loss, damage (direct, incidental or consequential) or expense of any kind or nature, caused directly or indirectly, by any Vehicle or any inadequacy of any Vehicle for any purpose or any defect (latent or patent) in any Vehicle or the use or maintenance of any Vehicle or any repair, servicing or adjustment of or to any Vehicle, or any delay in providing or failure to provide any Vehicle, or any interruption or loss of service or use of any Vehicle, or any loss of business or any damage whatsoever and however caused. In addition, none of Lessor, Servicer or any other agent of Lessor will have any liability to Lessee under this Agreement or under any order authorization form executed by Lessee if Lessor is unable to locate or purchase a Vehicle ordered by Lessee or for any delay in delivery of any Vehicle ordered by Lessee.

(d) In no event shall Lessor, Servicer or any other agent of Lessor or their respective affiliates be liable for consequential, indirect, incidental, special, exemplary, punitive or enhanced damages, lost profits or revenues or diminution in value, arising out of or relating to this Agreement, including, without limitation, any breach or performance of this Agreement, regardless of (i) whether such damages were foreseeable, (ii) whether or not Lessor, Servicer or any other agent of Lessor or their respective affiliates were advised of the possibility of such damages and/or (iii) the legal or equitable theory (contract, tort or otherwise) upon which a claim, action, cause of action, demand, lawsuit, arbitration, inquiry, proceeding or litigation is based, and notwithstanding the failure of any agreed or other remedy of its essential purpose.

10. RISK OF LOSS: Lessee assumes and agrees to bear the entire risk of loss of, theft of, damage to or destruction of any Vehicle from any cause whatsoever ("Casualty Occurrence"). In the event of a Casualty Occurrence to a Vehicle, Lessee shall give Lessor prompt notice of the Casualty Occurrence and thereafter will place the applicable Vehicle in good repair, condition and working order; provided, however, that if the applicable Vehicle is determined by Lessor to be lost, stolen, destroyed or damaged beyond repair (a "Totaled Vehicle"), Lessee agrees to pay Lessor no later than the date thirty (30) days after the date of the Casualty Occurrence the amounts owed under Sections 3(b) and 3(c) with respect to such Totaled Vehicle. Upon such payment, this Agreement will terminate with respect to such Totaled Vehicle.

11. INSURANCE:

(a) Lessee agrees to purchase and maintain in force during the Term, insurance policies in at least the amounts listed below covering each Vehicle, to be written by an insurance company or companies satisfactory to Lessor, insuring Lessee, Lessor and any other person or entity designated by Lessor against any damage, claim, suit, action or liability, and that Lessor will suffer immediate and irreparable harm if Lessee fails to comply with such obligations:

(i) Commercial Automobile Liability Insurance (including Uninsured/Underinsured Motorist Coverage and No-Fault Protection where required by law) for the limits listed below (Note - $2,000,000 Combined Single Limit Bodily Injury and Property Damage per accident with No Deductible is required for each Vehicle capable of transporting more than 8 passengers):

State of Vehicle Registration	Coverage
Connecticut, Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont	$1,000,000 Combined Single Limit Bodily Injury and Property Damage per accident - No Deductible
Florida	$500,000 Combined Single Limit Bodily Injury and Property Damage per accident or $100,000 Bodily Injury Per Person Per Accident, $300,000 Per Accident and $50,000 Property Damage per accident (100/300/50) - No Deductible
All Other States	$300,000 Combined Single Limit Bodily Injury and Property Damage Per Accident or $100,000 Bodily Injury Per Person Per Accident, $300,000 Per Accident and $50,000 Property Damage Per Accident (100/300/50) - No Deductible

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(ii) Physical Damage Insurance (Collision & Comprehensive): Actual cash value of the applicable Vehicle. Maximum deductible of $1,000 per accident - Collision and $1,000 per accident - Comprehensive).

If the requirements of any governmental or regulatory agency exceed the minimums stated in this Agreement, Lessee must obtain and maintain the higher insurance requirements. Lessee agrees that each required policy of insurance will by appropriate endorsement or otherwise name Lessor and any other person or entity designated by Lessor as additional insureds and loss payees, as their respective interests may appear. Further, each such insurance policy must provide the following: (i) that the same may not be cancelled, changed or modified until after the insurer has given to Lessor, Servicer and any other person or entity designated by Lessor at least thirty (30) days prior written notice of such proposed cancellation, change or modification, (ii) that no act or default of Lessee or any other person or entity shall affect the right of Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns to recover under such policy or policies of insurance in the event of any loss of or damage to any Vehicle and (iii) that the coverage is “primary coverage” for the protection of Lessee, Lessor, Servicer, any other agent of Lessor and their respective successors and assigns notwithstanding any other coverage carried by Lessee, Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns protecting against similar risks. Original certificates evidencing such coverage and naming Lessor, Servicer, any other agent of Lessor and any other person or entity designated by Lessor as additional insureds and loss payees shall be furnished to Lessor prior to the Delivery Date, and annually thereafter and/or as reasonably requested by Lessor from time to time. In the event of default, Lessee hereby appoints Lessor, Servicer and any other agent of Lessor as Lessee’s attorney-in-fact to receive payment of, to endorse all checks and other documents and to take any other actions necessary to pursue insurance claims and recover payments if Lessee fails to do so. Any expense of Lessor, Servicer or any other agent of Lessor in adjusting or collecting insurance shall be borne by Lessee.

Lessee, its drivers, servants and agents agree to cooperate fully with Lessor, Servicer, any other agent of Lessor and any insurance carriers in the investigation, defense and prosecution of all claims or suits arising from the use or operation of any Vehicle. If any claim is made or action commenced for death, personal injury or property damage resulting from the ownership, maintenance, use or operation of any Vehicle, Lessee will promptly notify Lessor of such action or claim and forward to Lessor a copy of every demand, notice, summons or other process received in connection with such claim or action.

(b) Notwithstanding the provisions of Section 11(a) above: (i) if Section 4 of a Schedule includes a charge for physical damage waiver, Lessor agrees that (A) Lessee will not be required to obtain or maintain the minimum physical damage insurance (collision and comprehensive) required under Section 11(a) for the Vehicle(s) covered by such Schedule and (B) Lessor will assume the risk of physical damage (collision and comprehensive) to the Vehicle(s) covered by such Schedule; provided, however, that such physical damage waiver shall not apply to, and Lessee shall be and remain liable and responsible for, damage to a covered Vehicle caused by wear and tear or mechanical breakdown or failure, damage to or loss of any parts, accessories or components added to a covered Vehicle by Lessee without the prior written consent of Lessor and/or damage to or loss of any property and/or personal effects contained in a covered Vehicle. In the event of a Casualty Occurrence to a covered Vehicle, Lessor may, at its option, replace, rather than repair, the damaged Vehicle with an equivalent vehicle, which replacement vehicle will then constitute the “Vehicle” for purposes of this Agreement; and (ii) if Section 4 of a Schedule includes a charge for commercial automobile liability enrollment, Lessor agrees that it will, at its expense, obtain for and on behalf of Lessee, by adding Lessee as an additional insured under a commercial automobile liability insurance policy issued by an insurance company selected by Lessor, commercial automobile liability insurance satisfying the minimum commercial automobile liability insurance required under Section 11(a) for the Vehicle(s) covered by such Schedule. Lessor may at any time during the applicable Term terminate said obligation to provide physical damage waiver and/or commercial automobile liability enrollment and cancel such physical damage waiver and/or commercial automobile liability enrollment upon giving Lessee at least ten (10) days prior written notice. Upon such cancellation, insurance in the minimum amounts as set forth in 11(a) shall be obtained and maintained by Lessee at Lessee’s expense. An adjustment will be made in monthly rental charges payable by Lessee to reflect any such change and Lessee agrees to furnish Lessor with satisfactory proof of insurance coverage within ten (10) days after mailing of the notice. In addition, Lessor may change the rates charged by Lessor under this Section 11(b) for physical damage waiver and/or commercial automobile liability enrollment upon giving Lessee at least thirty (30) days prior written notice.

12. INDEMNITY: To the extent permitted by state law, Lessee agrees to defend and indemnify Lessor, Servicer, any other agent of Lessor and their respective successors and assigns from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys’ fees and expenses) which Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns may incur by reason of Lessee’s breach or violation of, or failure to observe or perform, any term, provision or covenant of this Agreement, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any Vehicle. The provisions of this Section 12 shall survive any expiration or termination of this Agreement. Nothing herein shall be deemed to affect the rights, privileges, and immunities of Lessee and the foregoing indemnity provision is not intended to be a waiver of any sovereign immunity afforded to Lessee pursuant to the law.

13. INSPECTION OF VEHICLES; ODOMETER DISCLOSURE; FINANCIAL STATEMENTS: Lessee agrees to accomplish, at its expense, all inspections of the Vehicles required by any governmental authority during the Term. Lessor, Servicer, any other agent of Lessor and any of their respective successors or assigns will have the right to inspect any Vehicle at any reasonable time(s) during the Term and for this purpose to enter into or upon any building or place where any Vehicle is located. Lessee agrees to comply with all odometer disclosure laws, rules and regulations and to provide such written and signed disclosure information on such forms and in such manner as directed by Lessor. Providing false information or failure to complete the odometer disclosure form as required by law may result in fines and/or imprisonment. Lessee hereby agrees to promptly deliver to Lessor such financial statements and other financial information regarding Lessee as Lessor may from time to time reasonably request.

14. DEFAULT; REMEDIES: The following shall constitute events of default (“Events of Default”) by Lessee under this Agreement: (a) if Lessee fails to pay when due any rent or other amount due under this Agreement and any such failure shall remain unremedied for ten (10) days; (b) if Lessee fails to perform, keep or observe any term, provision or covenant contained in Section 11 of this Agreement; (c) if Lessee fails to perform, keep or observe any other term, provision or covenant contained in this Agreement and any such failure shall remain unremedied for thirty (30) days after written notice thereof is given by Lessor, Servicer or any other agent of Lessor to Lessee; (d) any seizure or confiscation of any Vehicle or any other act (other than a Casualty Occurrence) otherwise rendering any Vehicle unsuitable for use (as determined by Lessor); (e) if any present or future guaranty in favor of Lessor of all or any portion of the obligations of Lessee under this Agreement shall at any time for any reason cease to be in full force and effect or shall be declared to be null and void by a court of competent jurisdiction, or if the validity or enforceability of any such guaranty shall be contested or denied by any guarantor, or if any guarantor shall deny that it, he or she has any further liability or obligation under any such guaranty or if any guarantor shall fail to comply with or observe any of the terms, provisions or conditions contained in any such guaranty; (f) the occurrence of a material adverse change in the financial condition, a going concern audit comment of Lessee or any guarantor, or if Lessee admits that it cannot pay its debts as they become due, makes an assignment for the benefit of creditors, is the subject of a voluntary or involuntary petition for bankruptcy, is adjudged insolvent or bankrupt, or a receiver or trustee is appointed for any portion of Lessee's assets or property; (g) if more than one (1) payment by Lessee to Lessor is returned by Lessee's bank for any reason within a twelve (12) month period; or (h) if Lessee or any guarantor is in default under or fails to comply with any other present or future agreement with or in favor of Lessor, Servicer of Lessor, or any direct or indirect subsidiary of Servicer of Lessor, Enterprise Holdings, Inc. or a subsidiary or affiliate of Enterprise Holdings, Inc.. For purposes of this Section 14, the term "guarantor" shall mean any present or future guarantor of all or any portion of the obligations of Lessee under this Agreement.

Upon the occurrence of any Event of Default, Lessor, without notice to Lessee, will have the right to exercise concurrently or separately (and without any election of remedies being deemed made), the following remedies: (a) Lessor may demand and receive immediate possession of any or all of the Vehicles from Lessee, without releasing Lessee from its obligations under this Agreement; if Lessee fails to surrender possession of the Vehicles to Lessor on default (or termination or expiration of the Term), Lessor, Servicer, any other agent of Lessor and any of Lessor's independent contractors shall have the right to enter upon any premises where the Vehicles may be located and to remove and repossess the Vehicles; (b) Lessor may enforce performance by Lessee of its obligations under this Agreement; (c) Lessor may recover damages and expenses sustained by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns by reason of Lessee's default including, to the extent permitted by applicable law, all costs and expenses, including court costs and reasonable attorneys' fees and expenses, incurred by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns in attempting or effecting enforcement of Lessor's rights under this Agreement (whether or not litigation is commenced) and/or in connection with bankruptcy or insolvency proceedings; (d) upon written notice to Lessee, Lessor may terminate Lessee's rights under this Agreement; (e) with respect to each Vehicle, Lessor may recover from Lessee all amounts owed by Lessee under Sections 3(b) and 3(c) of this Agreement (and, if Lessor does not recover possession of a Vehicle, (i) the estimated wholesale value of such Vehicle for purposes of Section 3(c) shall be deemed to be $0.00 and (ii) the calculations described in the first two sentences of Section 3(c) shall be made without giving effect to clause (ii) in each such sentence); and/or (f) Lessor may exercise any other right or remedy which may be available to Lessor under the Uniform Commercial Code, any other applicable law or in equity. A termination of this Agreement shall occur only upon written notice by Lessor to Lessee. Any termination shall not affect Lessee's obligation to pay all amounts due for periods prior to the effective date of such termination or Lessee's obligation to pay any indemnities under this Agreement. All remedies of Lessor under this Agreement or at law or in equity are cumulative.

15. ASSIGNMENTS: Lessor may from time to time assign, pledge or transfer this Agreement and/or any or all of its rights and obligations under this Agreement to any person or entity. Lessee agrees, upon notice of any such assignment, pledge or transfer of any amounts due or to become due to Lessor under this Agreement to pay all such amounts to such assignee, pledgee or transferee. Any such assignee, pledgee or transferee of any rights or obligations of Lessor under this Agreement will have all of the rights and obligations that have been assigned to it. Lessee's rights and interest in and to the Vehicles are and will continue at all times to be subject and subordinate in all respects to any assignment, pledge or transfer now or hereafter executed by Lessor with or in favor of any such assignee, pledgee or transferee, provided that Lessee shall have the right of quiet enjoyment of the Vehicles so long as no Event of Default under this Agreement has occurred and is continuing. Lessee acknowledges and agrees that the rights of any assignee, pledgee or transferee in and to any amounts payable by the Lessee under any provisions of this Agreement shall be absolute and unconditional and shall not be subject to any abatement whatsoever, or to any defense, setoff, counterclaim or recoupment whatsoever, whether by reason of any damage to or loss or destruction of any Vehicle or by reason of any defect in or failure of title of the Lessor or interruption from whatsoever cause in the use, operation or possession of any Vehicle, or by reason of any indebtedness or liability howsoever and whenever arising of the Lessor or any of its affiliates to the Lessee or to any other person or entity, or for any other reason.

Without the prior written consent of Lessor, Lessee may not assign, sublease, transfer or pledge this Agreement, any Vehicle, or any interest in this Agreement or in and to any Vehicle, or permit its rights under this Agreement or any Vehicle to be subject to any lien, charge or encumbrance. Lessee's interest in this Agreement is not assignable and cannot be assigned or transferred by operation of law. Lessee will not transfer or relinquish possession of any Vehicle (except for the sole purpose of repair or service of such Vehicle) without the prior written consent of Lessor.

16. MISCELLANEOUS: This Agreement contains the entire understanding of the parties. This Agreement may only be amended or modified by an instrument in writing executed by both parties. Lessor shall not by any act, delay, omission or otherwise be deemed to have waived any of its rights or remedies under this Agreement and no waiver whatsoever shall be valid unless in writing and signed by Lessor and then only to the extent therein set forth. A waiver by Lessor of any right or remedy under this Agreement on any one occasion shall not be construed as a bar to any right or remedy, which Lessor would otherwise have on any future occasion. If any term or provision of this Agreement or any application of any such term or provision is invalid or unenforceable, the remainder of this Agreement and any other application of such term or provision will not be affected thereby. Without Lessor's prior written consent, Lessee shall not use or include Lessor's, Servicer's, any other agent of Lessor's names or trademarks orally or in writing in any media, customer lists or marketing materials. Giving of all notices under this Agreement will be sufficient if mailed by certified mail to a party at its address set forth below or at such other address as such party may provide in writing from time to time. Any such notice mailed to such address will be effective one (1) day after deposit in the United States mail, duly addressed, with certified mail, postage prepaid. Lessee will promptly notify Lessor of any change in Lessee's address. This Agreement may be executed in multiple counterparts (including facsimile and pdf counterparts), but the counterpart marked "ORIGINAL" by Lessor will be the original lease for purposes of applicable law. All of the representations, warranties, covenants, agreements and obligations of each Lessee under this Agreement (if more than one) are joint and several.

17. SUCCESSORS AND ASSIGNS; GOVERNING LAW: Subject to the provisions of Section 15, this Agreement will be binding upon Lessee and its heirs, executors, personal representatives, successors and assigns, and will inure to the benefit of Lessor, Servicer, any other agent of Lessor and their respective successors and assigns. This Agreement will be governed by and construed in accordance with the substantive laws of the State of Missouri (determined without reference to conflict of law principles).

18. NON-PETITION: Each party hereto hereby covenants and agrees that, prior to the date which is one year and one day after payment in full of all indebtedness

Initial

Initials: EFM DL Customer________

of Lessor, it shall not institute against, or join any other person in instituting against, Lessor any bankruptcy, reorganization, arrangement, insolvency or liquidation proceedings or other similar proceeding under the laws of the United States or any state of the United States. The provisions of this Section 18 shall survive termination of this Master Equity Lease Agreement.

19. NON-APPROPRIATION: Lessee's funding of this Agreement shall be on a Fiscal Year basis and is subject to annual appropriations. Lessor acknowledges that Lessee is a municipal corporation, is precluded by the County or State Constitution and other laws from entering into obligations that financially bind future governing bodies, and that, therefore, nothing in this Agreement shall constitute an obligation of future legislative bodies of the County or State to appropriate funds for purposes of this Agreement. Accordingly, the parties agree that the lease terms within this Agreement or any Schedules relating hereto are contingent upon appropriation of funds. The parties further agree that should the County or State fail to appropriate such funds, the Lessor shall be paid all rentals due and owing hereunder up until the actual day of termination. In addition, Lessor reserves the right to be paid for any reasonable damages. These reasonable damages will be limited to the losses incurred by the Lessor for having to sell the vehicles on the open used car market prior to the end of the scheduled term (as determined in Section 3 and Section 14 of this Agreement).

IN WITNESS WHEREOF, Lessor and Lessee have duly executed this Master Equity Lease Agreement as of the day and year first above written.

LESSEE: District School Board of Clay County

Signature: ______________________

By: ______________________

Title: ______________________

Address: 900 Walnut Street
Green Cove Springs, FL 32043

Date Signed: ______________________, __________

LESSOR: Enterprise FM Trust

By: Enterprise Fleet Management, Inc. its attorney in fact

Signature: Signed by: Daniel Lanoue
EC79300FEBDE474...

By: Daniel Lanoue

Title: Finance Manager

Address: 11034 Atlantic Blvd
Jacksonville, FL 32225

Date Signed: June 25th, 2026

Initials: EFM Initial DL Customer________

Attachment C

FULL MAINTENANCE AGREEMENT

This Full Maintenance Agreement (this "Agreement") is made and entered into this 25th day of June, 2026, by Enterprise Fleet Management, Inc., a Missouri corporation ("EFM"), and District School Board of Clay County ("Lessee").

1. LEASE. Reference is hereby made to that certain Master Equity Lease Agreement dated as of the 25th day of June, 2026, by and between Enterprise FM Trust, a Delaware statutory trust, as lessor ("Lessor"), and Lessee, as lessee (as the same may from time to time be amended, modified, extended, renewed, supplemented or restated, the "Lease"). All capitalized terms used and not otherwise defined in this Agreement shall have the respective meanings ascribed to them in the Lease.

2. COVERED VEHICLES. This Agreement shall only apply to those vehicles leased by Lessor to Lessee pursuant to the Lease to the extent Section 4 of the Schedule for such vehicle includes a charge for maintenance (the "Covered Vehicle(s)").

3. TERM AND TERMINATION. The term of this Agreement ("Term") for each Covered Vehicle shall begin on the Delivery Date of such Covered Vehicle and shall continue until the last day of the "Term" (as defined in the Lease) for such Covered Vehicle unless earlier terminated as set forth below. Each of EFM and Lessee shall each have the right to terminate this Agreement effective as of the last day of any calendar month with respect to any or all of the Covered Vehicles upon not less than sixty (60) days prior written notice to the other party. The termination of this Agreement with respect to any or all of the Covered Vehicles shall not affect any rights or obligations under this Agreement which shall have previously accrued or shall thereafter arise with respect to any occurrence prior to termination, and such rights and obligations shall continue to be governed by the terms of this Agreement.

4. VEHICLE REPAIRS AND SERVICE. EFM agrees that, during the Term for the applicable Covered Vehicle and subject to the terms and conditions of this Agreement, it will pay for, or reimburse Lessee for its payment of, all costs and expenses incurred in connection with the maintenance or repair of a Covered Vehicle. This Agreement does not cover, and Lessee will remain responsible for and pay for, (a) fuel, (b) oil and other fluids between changes, (c) tire or brake repair and replacement beyond what is allocated within the Lease Schedule, (d) washing, (e) repair of damage due to lack of maintenance or neglect by Lessee between scheduled services (including, without limitation, failure to maintain fluid levels), (f) maintenance or repair of, or damage caused by, any alterations, upgrades, upfitting, additions, improvements (collectively, "Alterations") or unauthorized replacement parts added to a Covered Vehicle or of any after-market components (this Agreement covers maintenance and repair only of the Covered Vehicles themselves and any factory-installed components and does not cover maintenance or repair of chassis alterations, add-on bodies (including, without limitation, step vans), software or other equipment (including, without limitation, lift gates, autonomous or automated vehicle equipment, components, parts or products, and PTO controls) which is installed or modified by a dealer, body shop, upfitter or anyone else other than the manufacturer of the Covered Vehicle, (g) any service and/or damage resulting from, related to or arising out of (1) an accident, a collision, theft, fire, freezing, vandalism, riot, explosion, other Acts of God, an object striking the Covered Vehicle, improper use of the Covered Vehicle (including, without limitation, driving over curbs, overloading, racing or other competition) or (2) Lessee's failure to maintain or use the Covered Vehicle as required by and in compliance with, (A) the Lease, (B) all laws, statutes, rules, regulations and ordinances (including without limitation such applicable federal, state and local laws, statutes, rules, regulations, ordinances, guidance and professional standards governing autonomous vehicles and automated driving systems and any parts, components and products related thereto) and (C) the provisions of all insurance policies affecting or covering the Covered Vehicles or their use or operation, (h) roadside assistance or towing for routine vehicle maintenance purposes unless the vehicle is inoperable, (i) mobile services, (j) the cost of loaner or rental vehicles beyond what is allocated within the Lease Schedule or (k) if the Covered Vehicle is a Vehicle with a manual transmission, such manual transmission clutch adjustment or replacement. Whenever it is necessary to have a Covered Vehicle serviced, Lessee agrees to have the necessary work performed by an authorized dealer of such Covered Vehicle or by a service facility acceptable to EFM. In every case, if the cost of such service will exceed $125.00 which may change from time to time based on market conditions, Lessee or service provider must notify EFM and obtain EFM's authorization for such service and EFM's instructions as to where such service shall be made and the extent of service to be obtained. Lessee agrees to furnish an invoice for all service to a Covered Vehicle, accompanied by a copy of the shop or service order (odometer mileage must be shown on each shop or service order). EFM will not be obligated to pay for any unauthorized charges or those exceeding $125.00, which may change from time to time based on market conditions, for one service on any Covered Vehicle unless Lessee has complied with the above terms and conditions. EFM will not have any responsibility to pay for any services in excess of the services recommended by the manufacturer, unless otherwise agreed to by EFM. Notwithstanding any other provision of this Agreement to the contrary, (a) all service performed within one hundred twenty (120) days prior to the last day of the scheduled "Term" (as defined in the Lease) for the applicable Covered Vehicle must be authorized by and have the prior consent and approval of EFM and any service not so authorized will be the responsibility of and be paid for by Lessee and (b) EFM is not required to provide or pay for any service to any Covered Vehicle beyond the contract mileage not to exceed 120,000 miles.

5. ENTERPRISE CARDS. EFM may, at its option, provide Lessee with an authorization card (the "EFM Card"), which is an electronic card located on the Efleets mobile app and the efleets.com client website, for use in authorizing the payment of charges incurred in connection with the maintenance of the Covered Vehicles. Lessee agrees to be liable to EFM for, and upon receipt of a monthly or other statement from EFM, Lessee agrees to promptly pay to EFM, all charges made by or for the account of Lessee with the EFM Card (other than any charges which are the responsibility of EFM under the terms of this Agreement). EFM reserves the right to change the terms and conditions for the use of the EFM Card at any time. The EFM Card remains the property of EFM and EFM may revoke Lessee's right to possess or use the EFM Card at any time. Upon the termination of this Agreement or upon the demand of EFM, Lessee shall immediately cease using or accessing the EFM Card. The EFM Card is non-transferable.

6. PAYMENT TERMS. The amount of the monthly maintenance fee will be listed on the applicable Schedule and will be due and payable in advance on the first day of each month. If the first day of the Term for a Covered Vehicle is other than the first day of a calendar month, Lessee will pay EFM, on the first day of the Term for such Covered Vehicle, a pro-rated maintenance fee for the number of days that the Delivery Date precedes the first monthly maintenance fee payment date. Any monthly maintenance fee or other amount owed by Lessee to EFM under this Agreement which is not paid within thirty (30) days after its due date will accrue interest, payable upon demand of EFM, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate allowed by applicable law. The monthly maintenance fee set forth on each applicable Schedule allows the number of miles per month as set forth in such Schedule. Lessee agrees to pay EFM at the end of the applicable Term (whether by reason of termination of this Agreement or otherwise) an overmileage maintenance fee for any miles in excess of this average amount per month at the rate set forth in the applicable Schedule. EFM may, at its option, permit Lessor, as an agent for EFM, to bill and collect amounts due to EFM under this Agreement from Lessee on behalf of EFM.

7. NO WARRANTIES. Lessee acknowledges that EFM does not perform maintenance or repair services on the Covered Vehicles but rather EFM arranges for maintenance and/or repair services on the Covered Vehicles to be performed by third parties. EFM MAKES NO REPRESENTATION OR WARRANTY WHATSOEVER OF ANY KIND, EXPRESS OR IMPLIED, WHETHER ARISING BY COURSE OF DEALING, COURSE OF PERFORMANCE,

USAGE OF TRADE OR OTHERWISE WITH RESPECT TO ANY EQUIPMENT, PRODUCTS, REPAIRS OR SERVICES PROVIDED FOR UNDER THIS AGREEMENT BY THIRD PARTIES, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, COMPLIANCE WITH SPECIFICATIONS, OPERATION, CONDITION, SUITABILITY, PERFORMANCE OR QUALITY. ANY DEFECT IN THE PERFORMANCE OF ANY PRODUCT, REPAIR OR SERVICE WILL NOT RELIEVE LESSEE OF ITS OBLIGATIONS UNDER THIS AGREEMENT, INCLUDING THE PAYMENT TO EFM OF THE MONTHLY MAINTENANCE FEES AND OTHER CHARGES DUE UNDER THIS AGREEMENT.

In no event shall EFM or its agents or their respective affiliates be liable for consequential, indirect, incidental, special, exemplary, punitive or enhanced damages, lost profits or revenues or diminution in value, arising out of or relating to this agreement, including, without limitation, any breach or performance of this agreement, regardless of (i) whether such damages were foreseeable, (ii) whether or not EFM or its agents or their respective affiliates were advised of the possibility of such damages and/or (iii) the legal or equitable theory (contract, tort or otherwise) upon which a claim, action, cause of action, demand, lawsuit, arbitration, inquiry, proceeding or litigation is based, and notwithstanding the failure of any agreed or other remedy of its essential purpose.

In the event Lessee notifies EFM of any claim or dispute under this Agreement, and/or any claim involving the Vehicle, EFM will, in good faith, attempt to resolve the Lessee's claims in a manner satisfactory to all parties and EFM will provide best commercial efforts to Lessee in any communications and/or negotiations with the vendor or service provider with respect to claims relating to such Vehicle.

8. LESSOR NOT A PARTY. Lessor is not a party to, and shall have no rights, obligations or duties under or in respect of, this Agreement.

9. NOTICES. Any notice or other communication under this Agreement shall be in writing and delivered in person, electronic mail or mailed postage prepaid by registered or certified mail or sent by express overnight delivery service with a nationally recognized carrier, to the applicable party at its address set forth on the signature page of this Agreement, or at such other address as any party hereto may designate as its address for communications under this Agreement by notice so given. Any such notice or communication sent by mail will be effective and deemed received three (3) days after deposit in the United States mail, duly addressed to the address for the Party set forth below, with registered or certified mail postage prepaid. Any such notice or communication sent by express overnight delivery service with a nationally recognized carrier will be effective and deemed received one (1) day after deposit with such delivery service, duly addressed, with delivery fees prepaid. The Lessee shall promptly notify EFM of any change in the Lessee's address.

10. MISCELLANEOUS. This Agreement embodies the entire Agreement between the parties relating to the subject matter hereof. Any provision of this Agreement which is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective only to the extent of such prohibition or unenforceability without invalidating the remaining provisions of this Agreement or affecting the validity or enforceability of such provisions in any other jurisdiction. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns, except that Lessee may not assign, transfer or delegate any of its rights or obligations under this Agreement without the prior written consent of EFM. This Agreement shall be governed by and construed in accordance with the substantive laws of the State of Florida (without reference to conflict of law principles).

IN WITNESS WHEREOF, EFM and Lessee have executed this Full Maintenance Agreement as of the day and year first above written.

LESSEE: District School Board of Clay County	**EFM: Enterprise Fleet Management, Inc.**
By: ______________________	Signed by: Daniel Lanoue EC79300FEBDE474...
Name:	Name: Daniel Lanoue
Title:	Title: Finance Manager
Address: 900 Walnut Street Green Cove Springs, FL 32043	Address: 11034 Atlantic Blvd Jacksonville, FL 32225
Attention: ______________________	Attention: ______________________
Facsimile No.: ______________________	Facsimile No.: ______________________
Date Signed: ______________, _______	Date Signed June 25th, 2026

enterprise FLEET MANAGEMENT

MAINTENANCE MANAGEMENT AND FLEET RENTAL AGREEMENT

This Agreement is entered into as of the 25th day of June, 2026, by and between Enterprise Fleet Management, Inc., a Missouri corporation, doing business as "Enterprise Fleet Management" ("EFM"), and District School Board of Clay County (the "Company").

1. **ENTERPRISE CARDS:** EFM will provide the Company with an EFM Card for each vehicle, which EFM Card is an electronic card and is located on the Efleets mobile app and the efleets.com client website, for use in authorizing the payment of charges incurred in connection with the vehicle maintenance program (the "Program") for a vehicle. The Company agrees to be and shall be liable to EFM for all charges made by or for the account of the Company with the EFM Card (other than any charges which are the responsibility of EFM under the terms of this Agreement). EFM will invoice the Company for all such charges, and the Company agrees to and shall pay to EFM all invoiced amounts in accordance with the terms of this Maintenance Management and Fleet Rental Agreement (Agreement). EFM reserves the right, and the Company agrees and acknowledges that EFM shall have the right, to change the terms and conditions as set forth in this Agreement for the use of the EFM Card at any time. The EFM Card is and shall remain at all times the property of EFM, and EFM may revoke the Company's right to possess, access, or use the EFM Card at any time and for any reason. The EFM Card is non-transferable. EFM will provide a driver information packet (the "Packet") outlining the Maintenance Management Program. The Parties agree that the Maintenance Management Program is subject to the terms and conditions of the Packet.

2. **VEHICLE REPAIRS AND SERVICE:** EFM will provide purchase order control by telephone, electronic mail, or in writing authorizing charges for service, maintenance, or repairs exceeding $125.00, which may change from time to time based on market conditions, or such other amount as may be established by EFM, in its sole discretion, from time to time under the Program. All charges for service, maintenance or repairs will be invoiced to EFM. Invoices will be reviewed by EFM for accuracy, proper application of any applicable manufacturer's warranty, application of potential discounts and unnecessary, unauthorized repairs.

   Notwithstanding the above, in the event the repairs and service are the result of damage from an accident or other non-maintenance related cause (including glass claims), these matters will be referred to the Company's Fleet Manager. If the Company prefers that EFM handle the damage repair, the Company agrees to assign the administration of the matter to EFM. EFM will administer such claims in its discretion. The fees for this service will be up to $125.00 per claim and the Company agrees to reimburse for repairs as outlined in this agreement. If the Company desires the assistance of EFM in recovering damage amounts from at fault third parties, a Vehicle Risk Management Agreement must be on file for the Company.

3. **BILLING AND PAYMENT:** All audited invoices paid by EFM on behalf of the Company will be consolidated and submitted to the Company on a single monthly invoice for the entire Company fleet covered under this Agreement. The Company is liable for, and will pay EFM within thirty (30) days after receipt of an invoice or statement for, all purchases invoiced to the Company by EFM, which were paid by EFM for or on behalf of the Company. EFM will be entitled to retain for its own account, and treat as being paid by EFM for purposes of this Agreement, any discounts it receives from a supplier with respect to such purchases which are based on the overall volume of business EFM provides to such supplier and not solely the Company's business.

4. **RENTAL VEHICLES:** The EFM Card allows the Company the option to arrange for a rental vehicle at a discounted rate with a subsidiary or affiliate of Enterprise Holdings, Inc. ("EHI") for a maximum of two (2) days without prior authorization from EFM. Extensions beyond two (2) days must be approved by EFM. The Company shall be fully responsible for all obligations under any rental agreement with a subsidiary or affiliate of EHI pursuant to this Agreement. All drivers of a rental vehicle must be at least twenty one (21) years of age unless otherwise required by law, hold a valid driver's license, be an employee of the Company and authorized by the Company through established reservation procedures and meet all other applicable requirements of the applicable subsidiary or affiliate of EHI. The Company will be provided a specific telephone number for use in arranging a rental vehicle described in this Section.

5. **NO WARRANTY:** The Company acknowledges that EFM does not perform maintenance or repair services on the Company's vehicles or any rental vehicles and any maintenance or repair services are to be performed by third parties. EFM MAKES NO REPRESENTATION OR WARRANTY WHATSOEVER OF ANY KIND, EXPRESS OR IMPLIED, WHETHER ARISING BY COURSE OF DEALING, COURSE OF PERFORMANCE, USAGE OF TRADE OR OTHERWISE WITH RESPECT TO PRODUCTS, REPAIRS OR SERVICES PROVIDED IN CONNECTION WITH THIS AGREEMENT BY THIRD PARTIES, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO MERCHANTABILITY, COMPLIANCE WITH SPECIFICATIONS, OPERATION, CONDITION, SUITABILITY, PERFORMANCE, QUALITY OR FITNESS FOR USE. Any defect in the performance of any product, repair or service will not relieve the Company from its obligations under this Agreement, including without limitation the payment to EFM of monthly invoices.

   In the event Company notifies EFM of any claim or dispute under this Agreement, and/or any claim involving the Vehicle, EFM will, in good faith, attempt to resolve the Company's claims in a manner satisfactory to all parties and EFM will provide commercially reasonable assistance to Company in any communications and/or negotiations with the vendor or service provider with respect to claims relating to such Vehicle.

6. **CANCELLATION:** Either party may cancel any Card under this Agreement or this Agreement in its entirety at any time by giving written notice to the other party. The cancellation of any Card or termination of this Agreement will not affect any rights or obligations under this Agreement, which shall have previously accrued or shall thereafter arise with respect to any occurrence prior to such cancellation or termination. Upon such cancellation or termination, the Company shall immediately cease using or accessing the EFM Card to EFM. Notice to EFM regarding the

cancellation of any Card shall specify the Card number and identify the Company's representative. EFM will exercise due care to prevent additional charges from being incurred once the Company has notified EFM of its desire to cancel any outstanding Card under this Agreement.

7. **NOTICES:** Any notice or other communication under this Agreement shall be in writing and delivered in person, electronic mail or mailed postage prepaid by registered or certified mail or sent by express overnight delivery service with a nationally recognized carrier, to the applicable party at its address set forth on the signature page of this Agreement, or at such other address as any party hereto may designate as its address for communications under this Agreement by notice so given. Any such notice or communication sent by mail will be effective and deemed received three (3) days after deposit in the United States mail, duly addressed to the address for the Party set forth below, with registered or certified mail postage prepaid. Any such notice or communication sent by express overnight delivery service with a nationally recognized carrier will be effective and deemed received one (1) day after deposit with such delivery service, duly addressed, with delivery fees prepaid. The Company shall promptly notify EFM of any change in the Company's address.

8. **FEES:** EFM will charge the Company for the service under this Agreement $ 6.00 per month per Card.

9. **MISCELLANEOUS:** This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns, except that Company may not assign, transfer or delegate any of its rights or obligations under this Agreement without the prior written consent of EFM. This Agreement is governed by the substantive laws of the State of Florida (determined without reference to conflict of law principles).

IN WITNESS WHEREOF, EFM and the Company have executed this Maintenance Management and Fleet Rental Agreement as of the day and year first above written.

Company: District School Board of Clay County

By: ________________________________
Name:
Title:

Address: 900 Walnut Street
Green Cove Springs, FL 32043

Date Signed: ______________________, 2026

EFM: Enterprise Fleet Management, Inc.

Signed by:

By: Daniel Lanoue

EC79300FEBDE474...

Name: Daniel Lanoue
Title: Finance Manager

Address: 11034 Atlantic Blvd
Jacksonville, FL 32225

Date Signed: June 25th, 2026

FLEET MANAGEMENT

CONSIGNMENT AUCTION AGREEMENT

THIS AGREEMENT is entered into by and between Enterprise Fleet Management, Inc. a Missouri Corporation (hereinafter referred to as "Enterprise") and the District School Board of Clay County (hereinafter referred to as "CUSTOMER") on this 25th day of June, 2026 (hereinafter referred to as the "Execution Date").

RECITALS

A. Enterprise is in the business of selling previous leased and rental vehicles at wholesale auctions; and

B. The CUSTOMER is in the business of School District.

C. The CUSTOMER and Enterprise wish to enter into an agreement whereby Enterprise will sell at wholesale auction, CUSTOMER's vehicles set forth on Exhibit A, attached hereto and incorporated herein, as supplemented from time to time (collectively, the "Vehicles").

NOW, THEREFORE, for and in consideration of the mutual promises and covenants hereinafter set forth, the parties agree as follows:

TERMS AND CONDITIONS

1. Right to Sell: Enterprise shall have the non-exclusive right to sell any Vehicles consigned to Enterprise by a CUSTOMER within the Geographic Territory.

2. Power of Attorney: CUSTOMER appoints Enterprise as its true and lawful attorney-in-fact to sign Vehicle titles on behalf of CUSTOMER for transfer of same and hereby grant it power in any and all matters pertaining to the transfer of Vehicle titles and any papers necessary thereto on behalf of CUSTOMER. The rights, powers and authorities of said attorney-in-fact granted in this instrument shall commence and be in full force and effect on the Execution Date, and such rights, powers and authority shall remain in full force and effect thereafter until terminated as set forth herein.

3. Assignments: Vehicle assignments may be issued to Enterprise by phone, fax, or electronically.

4. Service Fee: For each Vehicle sold, the CUSTOMER shall pay Enterprise a fee of $400.00 ("Service Fee") plus towing at prevailing rates.

5. Sales Process: Enterprise shall use reasonable efforts to sell each Vehicle. CUSTOMER may, at its discretion, place a Minimum Bid or Bid to be Approved (BTBA) on any Vehicle by providing prior written notification to Enterprise.

6. Time for Payment:

   (a) No later than ten (10) business days after the collection of funds for the sale of a Vehicle, Enterprise will remit to the CUSTOMER an amount equal to the Vehicle sale price minus any seller fees, auction fees, Service Fees, towing costs, title service fees, enhancement fees and any expenses incurred by Enterprise while selling Vehicle, regardless of whether the purchaser pays for the Vehicle.

(b) Enterprise's obligations pursuant to Section 6(a) shall not apply to Vehicle sales involving mistakes or inadvertences in the sales process where Enterprise reasonably believes that fairness to the buyer or seller justifies the cancellation or reversal of the sale. If Enterprise has already remitted payment to CUSTOMER pursuant to Section 6(a) prior to the sale being reversed or cancelled, CUSTOMER agrees to reimburse Enterprise said payment in full. Enterprise will then re-list the Vehicle and pay CUSTOMER in accordance with this Section 6. Examples of mistakes or inadvertences include, but are not limited, to Vehicles sold using inaccurate or incomplete vehicle or title descriptions and bids entered erroneously.

7. Indemnification and Hold Harmless: Enterprise and CUSTOMER agree, to the extent permitted by law, to indemnify, defend and hold each other and its parent, employees and agents harmless to the extent any loss, damage, or liability arises from the negligence or willful misconduct of the other, its agents or employees, and for its breach of any term of this Agreement. Nothing herein shall be deemed to affect the rights, privileges, and immunities of CUSTOMER and the foregoing indemnity provision is not intended to be a waiver of any sovereign immunity afforded to CUSTOMER pursuant to the law. The parties' obligations under this section shall survive termination of this Agreement.

8. Liens, Judgments, Titles and Defects: CUSTOMER shall defend, indemnify and hold Enterprise its parent, employees and agents harmless from and against any and all claims, expenses (including reasonable attorney's fees), suits and demands arising out of, based upon, or resulting from any judgments, liens or citations that were placed on the Vehicle, defects in the Vehicle's title, or mechanical or design defects in the Vehicle.

9. Odometer: Enterprise assumes no responsibility for the correctness of the odometer reading on any Vehicle and the CUSTOMER shall defend, indemnify and hold Enterprise its parent, employees and agents harmless from and against any and all claims, expenses (including reasonable attorney's fees), suits and demands arising out of, based upon or resulting from inaccuracy of the odometer reading on any Vehicle or any odometer statement prepared in connection with the sale of any Vehicle, unless such inaccuracy is caused by an employee, Enterprise, or officer of Enterprise.

10. Bankruptcy: Subject to applicable law, in the event of the filing by CUSTOMER of a petition in bankruptcy or an involuntary assignment of its assets for the benefit of creditors, Enterprise may accumulate sales proceeds from the sale of all Vehicles and deduct seller fees, auction fees, Service Fees, towing costs, title service fees, enhancement fees and any expenses incurred by Enterprise while selling Vehicle from said funds. Enterprise will thereafter remit to CUSTOMER the net proceeds of said accumulated sales proceeds, if any.

11. Compliance with Laws: Enterprise shall comply with all federal, state, and local laws, regulations, ordinances, and statutes, including those of any state motor vehicle departments, department of insurance, and the Federal Odometer Act.

12. Insurance: CUSTOMER shall obtain and maintain in force at all times during the term of this Agreement and keep in place until each Vehicle is sold and title is transferred on each Vehicle, automobile third party liability of $1,000,000 per occurrence and physical damage coverage on all Vehicles. This insurance shall be written as a primary policy and not contributing with any insurance coverage or self-insurance applicable to Enterprise.

13. Term: This agreement is effective on the Execution Date and shall continue until such time as either party shall notify the other party with thirty (30) days prior written notice to terminate the Agreement with or without cause.

14. Modification: No modification, amendment or waiver of this Agreement or any of its provisions shall be binding unless in writing and duly signed by the parties hereto.

15. Entire Agreement: This Agreement constitutes the entire Agreement between the parties and supersedes all previous agreements, promises, representations, understandings, and negotiations, whether written or oral, with respect to the subject matter hereto.

16. Liability Limit: In the event Enterprise is responsible for any damage to a Vehicle, Enterprise's liability for damage to a Vehicle in its possession shall be limited to the lesser of: (1) the actual cost to repair the damage to such vehicle suffered while in Enterprise's possession; or (2) the negative impact to the salvage value of such vehicle. Enterprise shall not be liable for any other damages to a Vehicle of any kind, including but not limited to special, incidental, consequential or other damages.

17. Attorney's Fees: In the event that a party hereto institutes any action or proceeding to enforce the provisions of this Agreement, the prevailing party shall be entitled to receive from the losing party reasonable attorney's fees and costs for legal services rendered to the prevailing party.

18. Authorization: Each party represents and warrants to the other party that the person signing this Agreement on behalf of such party is duly authorized to bind such party.

"ENTERPRISE"	"CUSTOMER"
Signed by:	
By Daniel Lanoue	By ______________________
EC79300FEBDE474 *Signature*	*Signature*
Printed Name: Daniel Lanoue	Printed Name:
Title: Finance Manager	Title:
Date: June 25th, 2026	Date:

enterprise FLEET MANAGEMENT

AMENDMENT TO MASTER EQUITY LEASE AGREEMENT

THIS AMENDMENT ("Amendment") dated this 25th day of June, 2026 is attached to, and made a part of, the MASTER EQUITY LEASE AGREEMENT entered into on the 25th day of June, 2026 ("Agreement") by and between Enterprise FM Trust, a Delaware statutory trust ("Lessor") and District School Board of Clay County ("Lessee"). This Amendment is made for good and valuable consideration, the receipt of which is hereby acknowledged by the parties.

Section 3(e) of the Master Equity Lease Agreement is amended to read as follows:

Any rental payment or other amount owed by Lessee to Lessor which is not paid within thirty (30) days after its due date will accrue interest, payable on demand of Lessor, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate permitted by Florida state law (the "Default Rate").

Section 3(g) of the Master Equity Lease Agreement is amended to add the additional paragraph which reads as follows:

In the event Lessee notifies Lessor of any claim or dispute under this Agreement, and/or any claim involving the Vehicle, Lessor will, in good faith, attempt to resolve the Lessee's claims in a manner satisfactory to all parties and Lessor will provide commercially reasonable assistance to Lessee in any communications and/or negotiations with the Vehicle's manufacturer with respect to claims relating to such Vehicle.

Section 11(a)(ii) first paragraph of the Master Equity Lease Agreement is amended to read as follows:

Physical Damage Insurance (Collision & Comprehensive): Actual cash value of the applicable Vehicle. Maximum deductible of $5,000 per accident - Collision and $5,000 per accident - Comprehensive).

Section 12 of the Master Equity Lease Agreement is amended to read as follows:

To the extent permitted by Florida law, Lessee agrees to defend and indemnify Lessor, Servicer, any other agent of Lessor and their respective successors and assigns from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys' fees and expenses) which Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns may incur by reason of Lessee's breach or violation of, or failure to observe or perform, any term, provision or covenant of this Agreement, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any Vehicle. The provisions of this Section 12 shall survive any expiration or termination of this Agreement. Nothing herein shall be deemed to affect the rights, privileges, and immunities of Lessee pursuant to Florida law, except to the extent waived under Section 768.28 of the Florida Statutes. Section 12 is not intended to be a waiver of any sovereign immunity afforded to Lessee pursuant to Florida law, except to the extent waived by Florida law.

Section 14, second paragraph of the Master Equity Lease Agreement is amended to read as follows:

Upon the occurrence of any Event of Default, Lessor, shall provide written notice of Event of Default to Lessee. Lessee shall have ten (10) days (exclusive of Section 11, Insurance) upon receipt of notice to cure the Event of Default. Upon expiration of the ten (10) days without remedy of the Event of Default by the Lessee, Lessor will have the right to exercise concurrently or separately (and without any election of remedies being deemed made), the following remedies: (a) Lessor may demand and receive immediate possession of any or all of the Vehicles from Lessee, without releasing Lessee from its obligations under this Agreement; if Lessee fails to surrender possession of the Vehicles to Lessor on default (or termination or expiration of the Term), Lessor, Servicer, any other agent of Lessor and any of Lessor's independent contractors shall have the right to enter upon any premises where the Vehicles may be located and to remove and repossess the Vehicles; (b) Lessor may enforce performance by Lessee of its obligations under this Agreement; (c) Lessor may recover damages and expenses sustained by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns by reason of Lessee's default including, to the extent permitted by applicable law, all costs and expenses, including court costs and reasonable attorneys' fees and expenses, incurred by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns in attempting or effecting enforcement of Lessor's rights under this Agreement (whether or not litigation is commenced) and/or in connection with bankruptcy or insolvency proceedings; (d) upon written notice to Lessee, Lessor may terminate Lessee's rights under this Agreement; (e) with respect to each Vehicle, Lessor may recover from Lessee all amounts owed by Lessee under Sections 3(b) and 3(c) of this Agreement (and, if Lessor does not recover possession of a Vehicle, (i) the estimated wholesale value of such Vehicle for purposes of Section 3(c) shall be deemed to be $0.00 and (ii) the calculations described in the first two sentences of Section 3(c) shall be made without giving effect to clause (ii) in each such sentence); and/or (f) Lessor may exercise any other right or remedy which may be available to Lessor under the Uniform Commercial Code, any other applicable law or in equity. A termination of this Agreement shall occur only upon written notice by Lessor to Lessee. Any termination shall not affect Lessee's obligation to pay all amounts due for periods prior to the effective date of such termination or Lessee's obligation to pay any indemnities under this Agreement. All remedies of Lessor under this Agreement or at law or in equity are cumulative.

Section 17 of the Master Equity Lease Agreement is amended to read as follows:

Subject to the provisions of Section 15, this Agreement will be binding upon Lessee and its heirs, executors, personal representatives, successors and assigns, and will inure to the benefit of Lessor, Servicer, any other agent of Lessor and their respective successors and assigns. This Agreement will be governed by and construed in accordance with the substantive laws of the State of Florida (determined without reference to conflict of law principles).

All references in the Agreement and in the various Schedules and addenda to the Agreement and any other references of similar import shall henceforth mean the Agreement as amended by this Amendment. Except to the extent specifically amended by this Amendment, all of the terms, provisions, conditions, covenants, representations and warranties contained in the Agreement shall be and remain in full force and effect and the same are hereby ratified and confirmed.

IN WITNESS WHEREOF, Lessor and Lessee have executed this Amendment to Master Equity Lease Agreement as of the day and year first above written.

	Signed by: Daniel Lanoue EC79300FEBDE474
District School Board of Clay County (Lessee)	Enterprise FM Trust (Lessor) By: Enterprise Fleet Management, Inc., its attorney in fact
By________________	By Daniel Lanoue
Title:________________	Title: Finance Manager
Date Signed:________________, 2026	Date Signed: June 25th, 2026

Attachment G

enterprise FLEET MANAGEMENT

AUTHORIZED SIGNER

AUTHORIZED SIGNERS FOR MOTOR VEHICLE LEASE(S)

RESOLVED, The undersigned hereby certifies (i) that he/she is the duly appointed ____ (Title) for ____ (Entity legal name) hereafter known as "The Entity", (ii) that he/she is authorized by The Entity to execute and deliver on behalf of The Entity to Enterprise Fleet Management, hereafter known as "Enterprise" ("Lessor") and the Master Lease Agreement between Enterprise and the Entity) the ("Lessee"), and (iii) that the following individuals are authorized and empowered on behalf of and in the name of The Entity to execute and deliver to Enterprise Schedules to the Lease for individual motor vehicles, together with any other necessary documents in connection with those Schedules:

RESOLVED FURTHER, that:

______________________ Print Name	______________________ Title
______________________ Print Name	______________________ Title
______________________ Print Name	______________________ Title
______________________ Print Name	______________________ Title
______________________ Print Name	______________________ Title
______________________ Print Name	______________________ Title

Bond Rating: __________________________ Rating Agency: ________________________ Federal ID#: __________________________

RESOLVED FURTHER, that EFM is authorized to act upon this authorization until written notice of its revocation is received by EFM.

I do hereby certify that I am an authorized representative of this Company and have been given the authority to sign this agreement on behalf of the Company.

______________________ Print Name	______________________ Title
______________________ Signature	______________________ Company Name

____
Date

AgendaPlus®

School Board of Clay County

February 5, 2026 - Regular School Board Meeting

Title
C19 - Enterprise Fleet Management Contract Award

Description

The Operations department is requesting Board approval for the District to enter into a lease agreement with Enterprise Fleet Management, to defer the cost of purchasing fleet vehicles requiring replacements. This agreement would transition the district from purchasing district fleet vehicles to leasing vehicles to ensure all district fleet vehicles meet safety requirements for day-to-day operation by district employees.

In addition, leased vehicles will remain under the manufacturer warranty and Enterprise Fleet will monitor mileage, age, and trade value to assist the district in determining when vehicles should be replaced.

Gap Analysis

By partnering with Enterprise Fleet Management, the District will transition from its current owned, buy-and-hold approach to a more adaptable program with a shorter replacement cycle. This shift will enable the District to reduce the age of its white fleet, resulting in newer and safer vehicles, all while remaining within or below current budget estimates.

Previous Outcomes

N/A

Expected Outcomes

Reduction in cost to the general fund for the purchase and maintenance of district fleet vehicles.

Strategic Plan Goal

Ensure fiscal responsibility through the effective management of district operations in an effort to maximize available resources necessary to provide an environment that is safe, efficient, and conducive to learning.

Recommendation

Approve the Enterprise Fleet Management Contract.

Contact
Bryce Ellis, Assistant Superintendent for Operations, (904) 336-6853, bryce.ellis@myoneclay.net

Financial Impact
Current average annual cost for white fleet acquisitions and maintenance is $1.1M. Significantly reduce maintenance to an average monthly cost of $57.17 to $166.67 per unit or a 60% cost savings year over year with a total potential savings impact of $1,452,885 over 10 years. Please see attached cost savings analysis.

Review Comments

Attachments

- Enterprise Fleet Management Contract #1.pdf
- Enterprise Fleet Management Contract #2.pdf
- Enterprise Fleet Management Synopsis - The School 1-27-2026.pdf

Contracts Voided & replace with the following New Contracts

Synopsis document not updated or attached to New Contracts.

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School Board of Clay County

January 27, 2026 - School Board Workshop

Title
White Fleet Management System

Description

Gap Analysis

Previous Outcomes

Expected Outcomes

Strategic Plan Goal

Recommendation

Contact
Bonnie O'Nora, Board Assistant, bonnie.onora@myoneclay.net

Financial Impact

Review Comments

Attachments

No attachments available

FLEET MANAGEMENT

Fleet Synopsis

PREPARED FOR:

Jean R. Bordes
FLEET CONSULTANT

904-661-1415
PHONE

JeanRene.Bordes@efleets.com
EMAIL

FLEET SYNOPSIS | CLAY COUNTY DISTRICT SCHOOLS

THE SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- **42%** of the light and medium duty fleet is currently 10 years or older
- **9.9 years** is the current average age of the fleet
- **13.4 years** – time it would take to cycle the entire fleet at current acquisition rates
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over $667,620 in 10 years

- Shorten the current vehicle life cycle from 13.4 years to 5 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Significantly reduce Maintenance to an average monthly cost of $57.17 vs. current $166.67
- Reduce the overall fuel spend through more fuel-efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

Increase employee safety with newer vehicles

- Currently:
    - 49 vehicles predate Anti-Lock Brake standardization (2007)
    - 90 vehicles predate Electronic Stability Control standardization (2012)
        - *ESC is the most significant safety invention since the seatbelt*
    - 140 vehicles predate standardization of back up camera (2018)

Piggyback The Sourcewell awarded RFP #030122-EFM that addresses the following:

- Access to all fleet management services as applicable to the needs of the district
- Supports the district's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE RESULTS

By partnering with Enterprise Fleet Management, Clay County District Schools will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational spend. Clay County District Schools will reduce fuel costs with newer more efficient vehicles and reduce maintenance costs from $166.67 on average to $57.17 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, Clay County District Schools will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 10% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, Clay County District Schools will be able to replace all its vehicles over the course of 5 years while creating a sustainable savings of $1,452,885.

FLEET PLANNING ANALYSIS | CLAY COUNTY DISTRICT SCHOOLS

School District of Clay County.

Fleet Profile

FLEET SIZE	AVG AGE	AVG ANNUAL MILEAGE	AVG ANNUAL ACQUISITIONS	AVG MODEL YEAR	HOLDING PERIOD
241	9.9	6000	17.0	2012	13.4

Mileage Interavals

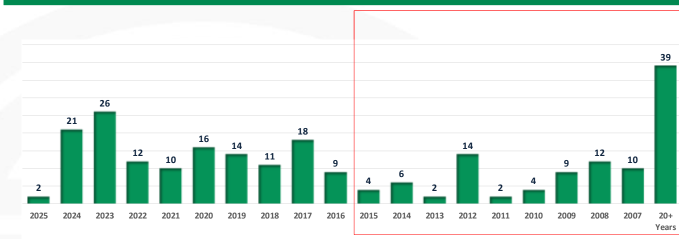
0K – 20k	20K – 40k	40K – 60k	60K – 80k	80K – 100k	100k & >
72	43	26	27	15	58

Vehicle Type	Quantity	Avg Age	Avg Annual Mileage
TRUCK	88	9.3	6,824
VAN	83	12.1	5,811
CAR	39	6.9	5,371
SUV	31	9.7	5,400
Totals/Averages:	**241**	**9.9**	**6,100**

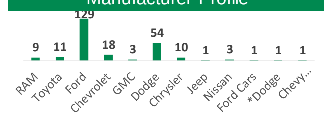
Vehicle Classes
4

Average Odometer
64,658

MODEL YEAR ANALYSIS



Manufacturer Profile



Proposals	
Proposed Fleet	228
Proposed Cycle	5.00
Proposed Maintenance	$57.17

Estimated Current Fleet Equity**
$1,829,770

10 Year Savings
$667,620

**Estimated Current Fleet Equity is based on the current fleet "sight unseen"

*Total Savings Impact Includes unrealized equity of $785,265

School District of Clay County.

Fleet Planning Analysis

Assumptions			
Fleet Analyzed	**228**	Fleet Growth	**0.00%**
Current Cycle	**13.41**	Annual Miles	**6,100**
Current Maintenance	**$166.67**	Current MPG	**18**
Maint. Cents Per Mile	**$0.33**	Price/Gallon	**$2.60**

Proposals	
Proposed Fleet	**228**
Proposed Cycle	**5.00**
Proposed Maintenance	**$57.17**

	Fleet Mix				Fleet Cost						Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	**228**	**17.0**	**228**	**0**	**623,397**	**0**	**-23,876**		**456,000**	**200,893**	**1,256,414**	**0**
Year 1 ('25)	**228**	**100**	**128**	**100**	**0**	**814,130**	**-272,090**		**324,610**	**183,271**	**1,049,920**	**206,494**
Year 2 ('26)	**228**	**23**	**105**	**123**	**0**	**986,190**	**-172,423**		**294,390**	**179,218**	**1,287,376**	**-30,961**
Year 3 ('27)	**228**	**24**	**81**	**147**	**0**	**1,153,996**	**-248,134**		**262,856**	**174,989**	**1,343,707**	**-87,293**
Year 4 ('28)	**228**	**23**	**58**	**170**	**0**	**1,325,341**	**-271,044**		**232,636**	**170,936**	**1,457,869**	**-201,455**
Year 5 ('29)	**228**	**58**	**0**	**228**	**0**	**1,798,597**	**-866,080**	**-1,562,787**	**156,430**	**160,715**	**-313,126**	**1,569,540**
Year 6 ('30)	**228**	**100**	**0**	**228**	**0**	**1,798,597**		**-337,119**	**156,430**	**160,715**	**1,778,622**	**-522,208**
Year 7 ('31)	**228**	**23**	**0**	**228**	**0**	**1,798,597**		**-322,817**	**156,430**	**160,715**	**1,792,924**	**-536,510**
Year 8 ('32)	**228**	**24**	**0**	**228**	**0**	**1,798,597**		**-324,188**	**156,430**	**160,715**	**1,791,553**	**-535,140**
Year 9 ('33)	**228**	**23**	**0**	**228**	**0**	**1,798,597**		**-961,022**	**156,430**	**160,715**	**1,154,719**	**101,695**
Year 10 ('34)	**228**	**58**	**0**	**228**	**0**	**1,798,597**		**-1,562,787**	**156,430**	**160,715**	**552,954**	**703,459**

SAVINGS

10 Year Savings	**$667,620**
Total Savings Impact*	**$1,452,885**

*Total Savings Impact Includes unrealized equity of $785,265

Projected Fleet Equity Analysis

YEAR	2025	2026	2027	2028	2029	Under-Utilized
QTY	100	23	24	23	58	0
Est $	$2,721	$7,497	$10,339	$11,785	$14,932	$0
TOTAL	$272,090	$172,423	$248,134	$271,044	$866,080	$0

$1,829,770

Estimated Current Fleet Equity**

Key Objectives

Lower average age of the fleet
42% of the current light and medium duty fleet is over 10 years old
Resale of the aging fleet is significantly reduced

Reduce operating costs
Newer vehicles have a significantly lower maintenance expense
Newer vehicles have increased fuel efficiency with new technology implementations

Maintain a manageable vehicle budget
Challenged by inconsistent yearly budgets
Currently vehicle budget is underfunded

* Lease Rates are conservative estimates
**Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values
Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

ANALYSIS BASED ON ORIGINAL RECOMMENDATIONS FOR CONCEPTUAL SAVINGS AND MAY CHANGE BASED ON FINAL PROPOSAL, CHANGES TO THE MARKET AND OTHER FACTORS

Prepared on 2/5/2025 Version 1222025

Fleet Size Comparison (Clay / Sarasota / St. Johns)

	Career & Tech. Edu. (CTE)	Climate & Culture	Department of Elementary Ed	Exceptional Students Ed	Facility Planning & Constr	Food Services	Information Tech	Property
Clay County Schools	16	16	1	18	6	13	22	6
Sarasota Schools	0	0	0	0	8	13	20	9
St Johns County Schools	0	0	0	0	11	8	8	4

	K12 Academic Services	Maintenance	Safety & Security	Superintendent's Office	Transportation / Police	Schools/Other	Technical College	Total
Clay County Schools	1	90	11	2	33	17	0	252
Sarasota Schools	2	119	41	5	75	21	28	341
St Johns County Schools	0	62	0	5	12	18	0	128

* Note that Sarasota School District has both a technical college and an in-house police department.

COOPERATIVE PURCHASING PARTNERSHIPS

SOURCEWELL/TIPS MEMBERSHIP ID

ACCOUNT NAME
Clay County School District

ACCOUNT NUMBER
11541

Sourcewell

CONTRACT NUMBER
030122

TIPS AWARDED VENDOR

CONTRACT NUMBER
240502

E&I Cooperative Services

CONTRACT NUMBER
CNR01399

enterprise FLEET MANAGEMENT

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enterprise FLEET MANAGEMENT

Recommendation & Cost - Leverage Equity

Replace select aged units & 5 -7 years old units With Equity

FACTORY ORDER - Lead Times 20 - 22 Weeks

Estimated Equity Lease Pricing for 2026 Model Year within 5%

Year	Make	Model	Trim Level	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Full Maintenance**	Annual Cost Including Maintenance	Annual Cost Including Maintenance by Quantity
2026	Ford	Transit 350	Transit-350 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB	10	60	10000	$1,037.90	$68.00	$13,270.80	$132,708.00
2026	Ford	Transit 250	Transit-250 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB	10	60	10000	$1,014.97	$63.73	$12,944.40	$129,444.00
2026	RAM	1500	1500 Tradesman 4x2 Crew Cab 144.5 in. WB	10	60	10000	$901.41	$61.35	$11,553.12	$115,531.20
2026	Ford	F-250	F-250 XL 4x4 SD Crew Cab 8 ft. box 176 in. WB SRW	10	60	10000	$1,076.58	$66.82	$13,720.80	$137,208.00
2026	KIA	Carnival	Carnival LX Passenger Van	10	60	10000	$763.23	$61.35	$9,894.96	$98,949.60

Surplus 141 Vehicles
$884,477.50

**Full Maintenance includes all mechanical maintenance, no brakes, no tires*

Annual Cost Including Maintenance **$613,840.80**

$884,477.50 Total Estimated Equity on Surplus Units

Fiscal Year	Timeframe	Est. Months Of Payments	Lease Payments	Down Payment on AME	Equity from Surplus	Year 1 Estimated Cost
2026	**May - June**	**2**	$102,306.80	$0	$0	$102,306.80
2027	**July - January**	**12**	$613,840.80	$0	($884,478)	-$270,636.70

Client Portal / Data Tracking	Included
EFM Provided Client Strategy Manager	Included
EFM Provided Account Fleet Coordinator	Included
Vehicle Resale (COV) - Sourcewell Pricing	$400 per Unit
Licensing & Title - Leased Units	Included
Maintenance Mgmt (COV)- EFM Pricing/ Invoice Tracking/ Vendor Payment	$6 per unit, per month
Aftermarket Customization Facilitation	Included
Fuel Program	Included

Average age of Vehicles is 10 Years Old and with an average Acquisition rate of 14 units annually, the district is moving towards 17 years.
Aged units often contribute to higher operating expenses and pose safety concerns.
My recommendation is to keep the 100 vehicles ranging from model years 2018 to 2025 and acquiring 50 leases and strategically selling the 141 units over a pe

CASE STUDY | DEER PARK ISD, TX

School District finds savings and increased productivity with the Enterprise Fleet Management Program.

BACKGROUND

Location:	Deer Park, TX
Industry:	Government – School District
Total vehicles:	90+ vehicles

THE CHALLENGE

Before partnering with Enterprise, Deer Park Independent School District (ISD) had 80+ vehicles ranging from 6 to 15 years of age, causing them to become less reliable and more expensive to maintain. Because vehicles were typically purchased with bond money, it created a pattern of a large number of vehicles needing to be repaired or replaced at the same time. District employees started complaining about the quality of the fleet, and mechanics were spending too much time working on the white fleet instead of buses.

THE SOLUTION

By partnering with Enterprise Fleet Management, Deer Park ISD will upgrade its fleet over a 4-year period by replacing its oldest vehicles first. Once the fleet has been updated, the vehicles will continue to be replaced every four years. A proactive replacement plan will allow the district to capitalize on maximum vehicle resale values. This process will also help streamline the annual transportation budget since the district will be able to predict most vehicle costs.

"By partnering with Enterprise, we have strengthened focus on our students, maximized personnel utilization, and provided our employees with vehicles they are proud to drive."

– Pete Pape, Assistant Superintendent for Business Services

The Deer Park ISD leverages Enterprise's maintenance program. All district vehicles are now repaired by a local service vendor. District mechanics can focus on buses to transport students. District employees have reported that they are more productive and are not waiting as long for repairs.

THE RESULTS

The Deer Park ISD and Enterprise have been partners for four years. Enterprise has yielded over $790,000 in revenue by selling the district's older vehicles. In 2019, fourteen leased vehicles were replaced prior to their lease term saving over $9,000 annually. The district has been able to maintain 89 vehicles for a little more than half of the cost of a mechanic. Enterprise Fleet Management continues to help the district maximize its operations and reduce costs to meet strict budgetary requirements while keeping their vehicles on the road.

To learn more, visit efleets.com or call 877-23-FLEET.

Key Results

MORE THAN **$790,000** IN VEHICLE RESALE

9X FASTER AT REPLACING VEHICLES

REDUCED STAFF OVERHEAD

PROGRAM RESOURCES | CLAY COUNTY DISTRICT SCHOOLS

SAFETY

42% of all vehicles are older than 10 years of age and do not contain the most up to date safety features, such as electronic stability control, airbag standardization and anti-lock brake control.

ACCOUNT MANAGEMENT

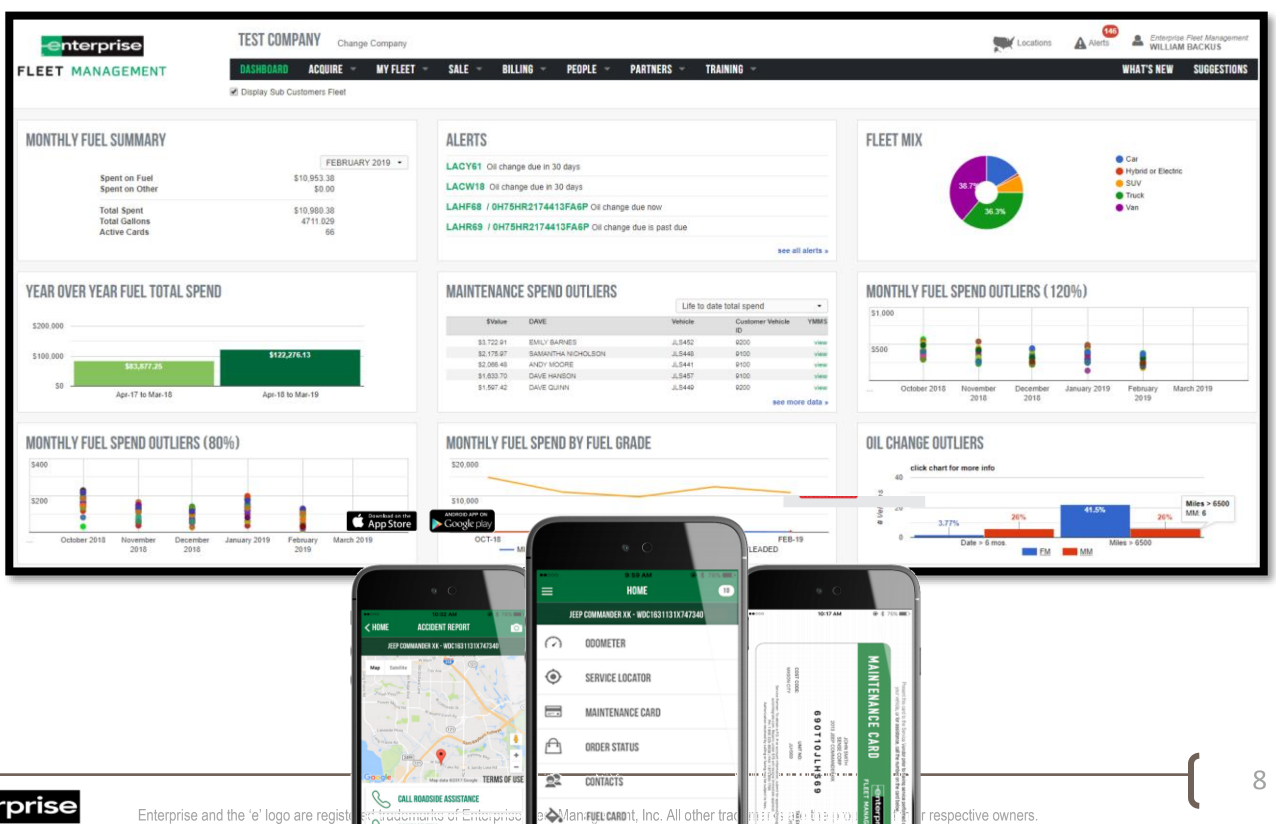
Clay County District Schools will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Client Strategy Manager meets with you 3-4 times a year for both financial and strategic planning.
- Your Client Strategy Manager will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and replacement analysis.

TECHNOLOGY

Enterprise Fleet Management's website provides vehicle tracking, reporting, and metrics. Our website can be customized to view a wide range of data so that you may have a comprehensive and detailed look at all aspects of your fleet and the services provided. Our Mobile App gives drivers all of the convenience and functionality they need.

- **Consolidated Invoices** - Includes lease, maintenance, and any additional ancillaries
- **Maintenance Utilization** - Review the life-to-date maintenance per vehicle
- **Recall Information** - See which units have open recalls
- **License & Registration** - See which plate renewals are being processed by Enterprise and view status
- **Alerts** - Set customizable alerts for oil changes, lease renewals, license renewals, and billing data
- **Lifecycle Analysis** - See data regarding all transactions for the lifecycle of the entire fleet, with drill-down capability to any specific lease or transaction



REFERENCES | CLAY COUNTY DISTRICT SCHOOLS

CURRENT PARTNERS

- **Sarasota County Schools**
- **St. Johns County Schools**
- **Polk County Schools**
- **Miami-Dade County Schools**
- **St. Lucie County Schools**
- **Manatee County Schools**
- **Citrus County Schools**
- **Columbia County Schools**
- **Gadsden County Schools**
- **City of Green Cove Springs**
- **City of Lake City**
- **Lake County, FL**
- **Flagler County, FL**
- **Madison County, FL**
- **City of Hollywood, FL**
- **City of Miami Gardens, FL**

REFERENCE:

Below is a list of at least two (2) client references including company name, contact person, and telephone number.

1. District: **St. Johns County School Board**

Business Phone #: (904) 547-7703

Contact Person: Patrick Snodgrass, Director of Purchasing

2. District: **The School Board of Columbia County, FL**

Business Phone #: (386) 755-8031

Contact Person: Keith L. Hatcher, Director of Purchasing & Risk Management

COOPERATIVES:

- TIPS/TAPS USA
- SOURCEWELL