

# North Carolina Airport Rental Car Supplier Diversity Outreach Day

April 26, 2022



# Airport Contacts



Sandra Janssen

[Sandra\\_Janssen@onslowcountync.gov](mailto:Sandra_Janssen@onslowcountync.gov)

Albert J Ellis Airport



Susan Green

[greens@concordnc.gov](mailto:greens@concordnc.gov)

Concord-Padgett Regional Airport

# Airport Contacts



Michele Torres

[michele.torres@cltairport.com](mailto:michele.torres@cltairport.com)

Charlotte Douglas International Airport



Lisa Elmore

[ElmoreL@gsoair.org](mailto:ElmoreL@gsoair.org)

Piedmont Triad International Airport



Kimberly Stewart

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Raleigh-Durham International Airport



# Introductions

- Your name
- Name of your business
- Airport you're closest to
- Goods or services provided



# Airport Concessions Disadvantaged Business Enterprise Program

- Specific to Airports
- Inclusion of women, minority and disadvantaged owned businesses in concessions
- In terminal and outside terminal
- Ensure level playing field/access to opportunities
- ACDBE Certification is free!



# Hertz/ Dollar/ Thrifty



Outreach Networking Event

April 2022

# Agenda

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- Our Commitment
- What we buy and how
- Doing business with Hertz -Procurement process
- Spend Data
- Hertz Contacts



# Our Commitment

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The Hertz Corporation (representing Hertz, Dollar and Thrifty brands) is committed to the growth of minority/women-owned/disadvantaged business enterprises. Hertz is both proud of and encouraged by the continued contribution we receive from our DBE and ACDBE suppliers.

We will continue our long-standing commitment to Supplier Diversity by continuously engaging in the following:

- **Creating Opportunity** - Including **DBE and ACDBE** suppliers in bid events for goods and services
- Maintaining a **formal procedure** - Mandating Hertz's M/W/DBE participation on a company-wide basis, governed by policy.
- **Corporate wide Training** - Required Supplier Diversity training via our learning management system for all employees that purchase goods and/or services.
- **Reporting** - Provide second-tier reporting to numerous national accounts on a quarterly basis.
- **Staying Engaged** - active member of the Airport Minority Advisory Council (AMAC), the Women Business Enterprise National Council (WBENC), and the National Minority Supplier Diversity Council (NMSSDC).
- **Outreach events** - Participate to increase awareness in our program and make connections with new DBE/ACDBEs around the country.

# What and How We Buy

Hertz's approach to procuring goods & services are done on a global, national, regional or sometimes local scale to allow us to meet demand, delivery, quality and pricing to ensure business continuity. Most of our agreements cover larger volumes and geographies to leverage the buy to secure competitive pricing, maintain consistency with the quality of the goods we buy, and achieve the greatest service levels.

Regional and Local purchasing: Hertz is committed to providing opportunities to DBEs and ACDBEs to increase partnerships. Below are just some of the goods and services we buy at a national / local level (a full list of NAICS codes has been provided to the airports):

- Bulk Fuel
- Car Wash
- Body shops
- Janitorial services and supplies
- Adjusters & Appraisers
- Automobile parts
- Automobile repairs/collision/paint shops
- Automobile Detailing
- Towing/Transporting



# Procurement Process

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To participate in future bid events, please visit our supplier diversity page: [Hertz Supplier Diversity](#)

If awarded a bid, and depending on the scope and scale of the goods and/or services being purchased, the procurement process generally consists of the following steps:

- Providing a signed W9
- Completing a Supplier Setup Form with information about your company
- Providing a copy of your ACDBE certification
- Signing a Master Goods/Services Agreement and applicable statement of work or price sheet
- Utilizing a purchase order for invoicing
- Meeting certain insurance requirements  
*(insurance requirements vary depending on the scope and scale of the goods/services)*

## Spend Data 2020 and 2021

	2020	2021
ACDBE Spend	\$5.3M	\$4.04M
DBE Spend <i>(includes ACDBE spend)</i>	\$622M	\$546M
TOTAL Spend <i>(includes car purchases)</i>	\$6.1B	\$7.0B
DBE percentage of total	10%	8%
ACDBE percentage of total	.1%	.06%
# of DBE Suppliers	1145	958

# Hertz Supplier Diversity Contacts

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## **Osman Shaw**

Category & Supplier Diversity Program Manager, NA

Phone: 239 301 7842 | Mobile: 470 217 6286 [osmanshaw@hertz.com](mailto:osmanshaw@hertz.com)

## **Sharon Griffin**

National DBE Program Coordinator – Dollar & Thrifty

Phone: 770 683 9133 | Mobile: 470 217 6286 [sgriffin@hertz.com](mailto:sgriffin@hertz.com)

## **Maria Brooks**

Regional Procurement Director

North Central/Mid Atlantic/Northeast Zones

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## **Erika Hudson**

Regional Procurement Director

Florida & Southeast Zones

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[erika.hudson@hertz.com](mailto:erika.hudson@hertz.com) | [www.hertz.com](http://www.hertz.com)

## **Vivian Xiao**

Regional Procurement Director - Mid-West & Canada

Mobile: 416-770-1285 | [vivian.xiao@hertz.com](mailto:vivian.xiao@hertz.com)

## **Dennis Finley**

Regional Category Director – Southwest

Phone: 281-209-6726 | Mobile: 239-488-0530

[Dennis.Finley@hertz.com](mailto:Dennis.Finley@hertz.com)

## **Benjamin Karr**

Regional Procurement Director - North & South Pac

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# Enterprise

# Airport Rental Car Supplier Diversity Outreach

April 26, 2022

**Eric Elliott**

Property Development & Facilities Manager

ENTERPRISE HOLDINGS™

**Alamo**

**enterprise**

**National**

# Enterprise Holdings- Summary

- **Founded in 1957 by Jack Taylor**
- **Leadership**
  - Chrissy Taylor, President & CEO



# WHERE WE ARE TODAY



**\$25.9 BILLION**  
IN ANNUAL REVENUE



**10,000**  
FULLY STAFFED  
NEIGHBORHOOD AND  
AIRPORT LOCATIONS



**100,000**  
EMPLOYEES



**100**  
COUNTRIES  
& TERRITORIES



ONLY U.S.  
**INVESTMENT-  
GRADE** CAR  
RENTAL COMPANY



**>2 MILLION**  
VEHICLES



**AMERICA'S 13<sup>th</sup> LARGEST  
PRIVATE COMPANY**  
ACCORDING TO FORBES

# EHI Business



← ENTERPRISE HOLDINGS™



# Local Commitment

- Management
- Purchasing decisions
- Outreach Events
- Measurement and evaluation



# Opportunities

- Automobile dealerships
- Automobile maintenance
- Automobile repair
- Construction
- Facilities maintenance
- Fuel
- Janitorial
- Transportation services
- Architects
- Engineers
- Trades

# RDU/GSO Opportunities

- **Construction (including Design Services)**
- **Garage Door Equipment/Repair**
- **Car wash/pressure washer repairs**
- **HVAC – repair/replacement**
- **Locksmith**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Landscaping**

# CLT Opportunities

- **Garage Equipment and Repair (compressors, pressure washer, auto car wash, overhead doors)**
- **HVAC – repair/replacement**
- **Janitorial Services and Supplies**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Sign Installation**

# AVL Opportunities

- **Garage Equipment and Repair (compressors, pressure washer, auto car wash, overhead doors)**
- **HVAC – repair/replacement**
- **Janitorial Services and Supplies**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Sign Installation**
- **Landscaping**
- **IT Low Voltage Cabling / Installation**

# ILM/FAY Opportunities

- **Garage Equipment and Repair (compressors, pressure washer, auto car wash, overhead doors)**
- **HVAC – repair/replacement**
- **Janitorial Services and Supplies**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Sign Installation**
- **Landscaping**
- **Gate/fence repair**
- **Access systems**

# Program to Promote ACDBE Participation

- **ACDBE Certification Assistance Program**
  - Created through interactions at AMAC
  - Letters and conversations encouraging ACDBE participation
  - Reimbursement of most expenses with 3<sup>rd</sup> party attorney to help with certification

# At Your Service...

## **RDU/GSO:**

**Eric Elliott**

Property Development & Facilities Manager

984-233-7922

[eric.m.elliott@ehi.com](mailto:eric.m.elliott@ehi.com)

## **CLT/AVL:**

**Phillip Otto**

Facilities & Construction Manager

815-601-6886

[phillip.r.otto@ehi.com](mailto:phillip.r.otto@ehi.com)

## **ILM/FAY:**

**Phil Githaiga**

Facilities Specialist

513-518-4428

[philip.g.githaiga@ehi.com](mailto:philip.g.githaiga@ehi.com)



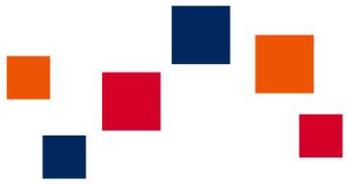


# Supplier Diversity

In our network there is a place for everyone



# Avis Budget Group

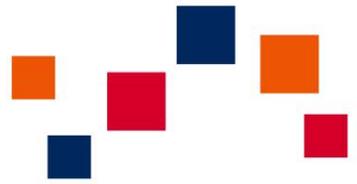


# Avis Budget Group

Airport: *PTIA*

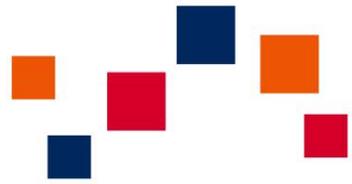
Presenter: *James White*

April 26, 2022



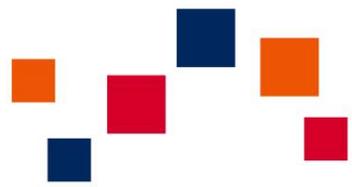
# Supplier Diversity Program

- Two prong program:
  - ACDBE Airport Compliance Program
  - Corporate Supplier Diversity Program
- Certified diverse suppliers must register in our DivTrak software system; the link to register is <https://abg-supplier.divtrak.com>
- For questions regarding our Supplier Diversity Program, please contact:
  - Chris Buttine – Senior Manager, Supplier Diversity & Procurement  
[Chris.Buttine@avisbudget.com](mailto:Chris.Buttine@avisbudget.com)
  - Sydney Peruzzato – Analyst, Supplier Diversity & Procurement  
[Sydney.Peruzzato@avisbudget.com](mailto:Sydney.Peruzzato@avisbudget.com)



# Avis Budget Group Purchases

- Some of the products and services we buy locally:
  - Auto Body Repair
  - Auto Detailing
  - Landscaping
  - Locksmith for Cars
  - Locksmith for Buildings
  - Pest Control
- Some of the products and services managed by our Procurement and Supply Chain managers:
  - Fuel
  - Motor Oil
  - Windshield Washer Fluid
  - Vehicle Cleaning & Sanitizing Products
- Please direct all inquiries for Procurement & Supply Chain products and services to Sydney Peruzzato at [Sydney.Peruzzato@avisbudget.com](mailto:Sydney.Peruzzato@avisbudget.com)



# Avis Budget Group Purchases (cont'd)

- **When do we buy?**

We buy on an as needed basis unless covered under a National/Regional agreement, which is managed by ABG's Corporate Procurement department in Parsippany, NJ or by Corporate Supply Chain Managers

- **How do we buy?**

ABG provides business opportunities to certified diverse suppliers. Corporate Procurement and Supply Chain managers, and airport locations use Procurement's Supplier Diversity program to source certified diverse suppliers

- **Process for potential suppliers:**

- All certified diverse suppliers must register on-line in our DivTrak software system
- Any and all diverse certifications need to be uploaded into our database, and kept current
- We routinely use the database when seeking certified diverse suppliers for business opportunities
- The link is <https://abg-supplier.divtrak.com>



Sixt



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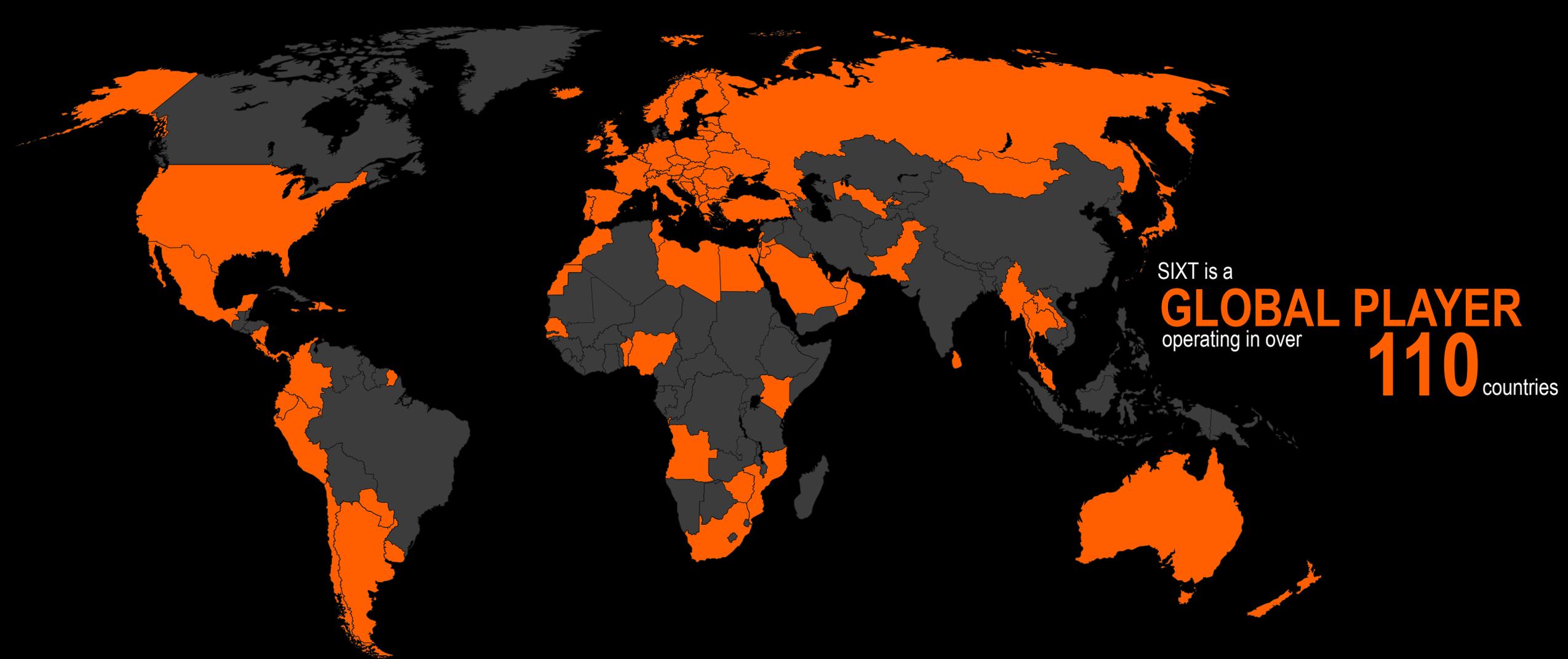
# INTRODUCTION TO SIXT US

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ACDBE Vendor Certification Process  
April 2022

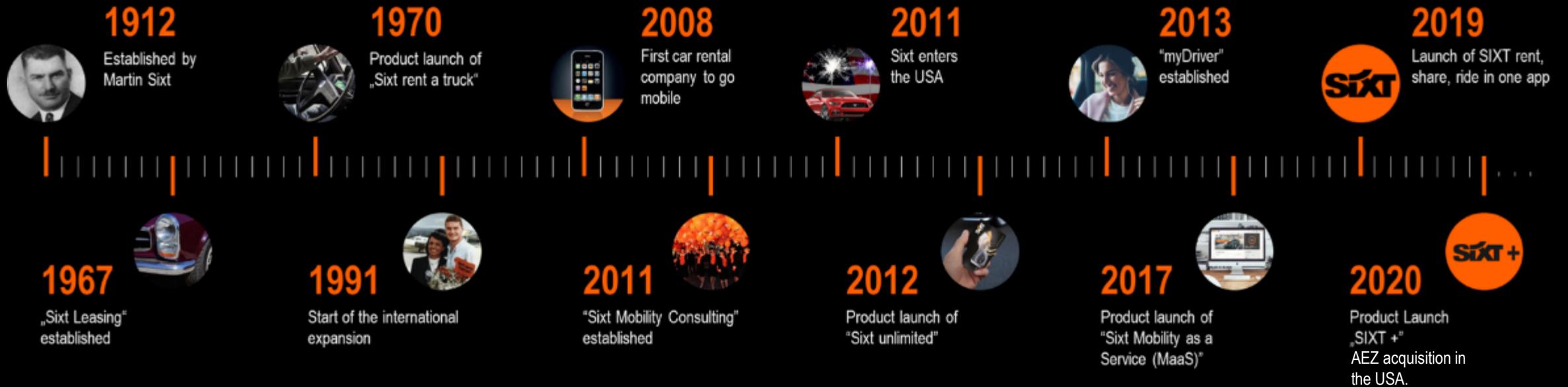
# SIXT OPERATES IN OVER 110 COUNTRIES

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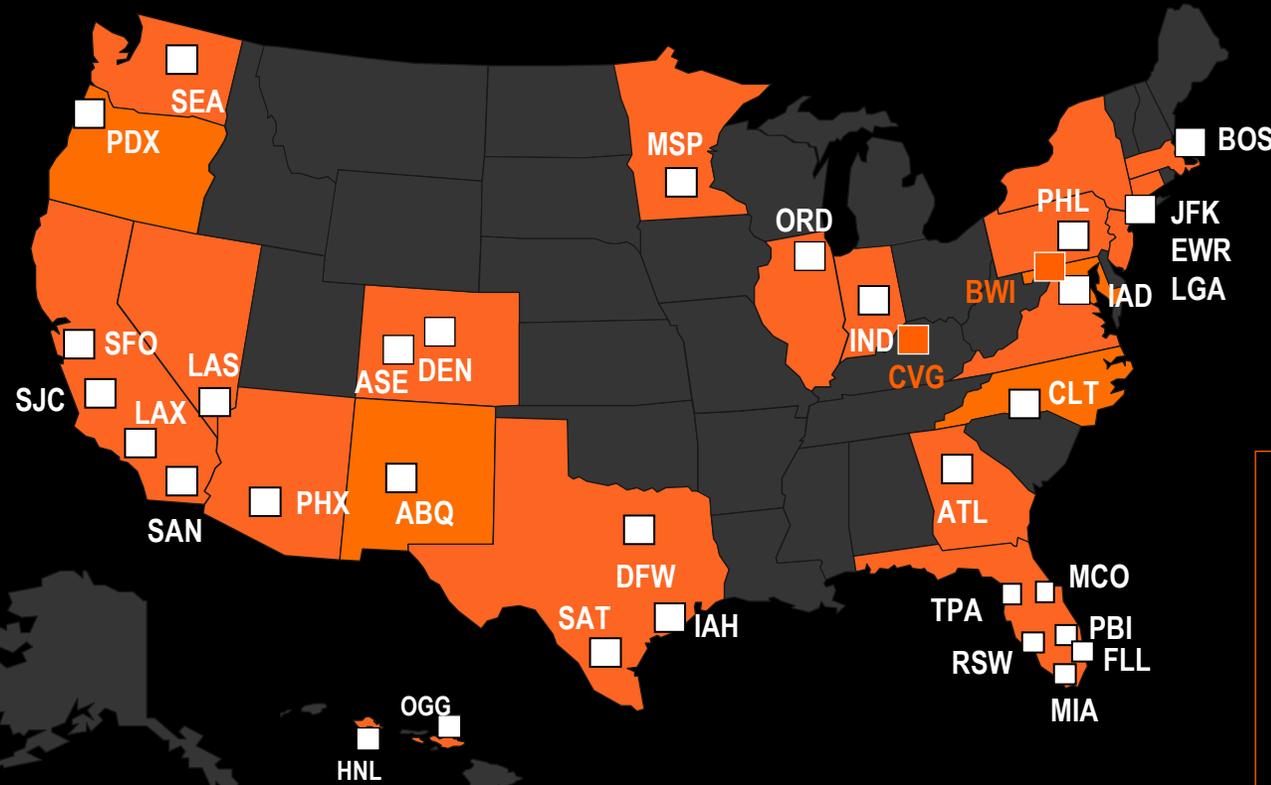


SIXT is a  
**GLOBAL PLAYER**  
operating in over  
**110** countries

# The HISTORY of SIXT



# SIXT USA NETWORK IS CONSTANTLY GROWING: AVAILABILITY IN **30 AIRPORTS** AND OVER **50 DOWNTOWN LOCATIONS**



■ Current SIXT airport locations ■ Planned openings

CURRENTLY SIXT HAS  
**>100 LOCATIONS**  
IN THE US

## KEY FACTS ABOUT SIXT USA

- **3 new airport locations in 2022**
- Operating in **25 of the top 30 airports** (by car rental market volume)
- **13% market share in MIA** (3<sup>rd</sup> largest car rental provider)

# SIXT US AIRPORT NETWORK



Since 2011, SIXT USA has opened more than 100 locations in 18 states, including 33 airport locations:

- |                               |  |
|-------------------------------|--|
| Albuquerque Airport (ABQ)     | Minneapolis Airport (MSP)              |
| Aspen Airport (ASE)           | New York La Guardia Airport (LGA)      |
| Atlanta Airport (ATL)         | New York John F. Kennedy Airport (JFK) |
| Boston Airport (BOS)          | Newark Airport (EWR)                   |
| Charlotte Airport (CLT)       | Orlando Airport (MCO)                  |
| Chicago Airport (ORD)         | Philadelphia Airport (PHL)             |
| Dallas Airport (DFW)          | Phoenix Airport (PHX)                  |
| Denver Airport (DEN)          | Portland Airport (PDX)                 |
| Fort Lauderdale Airport (FLL) | San Antonio Airport (SAT)              |
| Fort Myers Airport (RSW)      | San Diego Airport (SAN)                |
| Honolulu Airport (HNL)        | San Francisco Airport (SFO)            |
| Houston Airport (IAH)         | San Jose Airport (SJC)                 |
| Indianapolis Airport (IND)    | Seattle-Tacoma Airport (SEA)           |
| Kahului Airport (OGG)         | Tampa Airport (TPA)                    |
| Las Vegas Airport (LAS)       | Washington Dulles Airport (IAD)        |
| Los Angeles Airport (LAX)     | West Palm Beach Airport (PBI)          |
| Miami Airport (MIA)           |  |



# PRODUCTS AND SERVICES PURCHASED LOCALLY

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Driver/Service Agent Staffing

Mobile Paint Less Repairs/Wheel Repairs

Pest Control

Towing & Roadside Assistance Vendors

Gate Repairs

Locksmith

Child Seats

Facilities Maintenance & Construction

Car Wash Repair & Maintenance Services

Vehicle Detailing

Landscaping

Plumbing

Tires

Minor Auto Repairs

Auto Parts

Office Supplies

Janitorial Services

# PROCESS FOR BECOMING A CERTIFIED VENDOR

- Must provide W-9, ACH Forms and Certificate of Insurance
- ACDBE certification if applicable



**Form W-9**  
Request for Taxpayer Identification Number and Certification

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes:

4 Exemptions (code apply only to certain entities; not individuals; see instructions on page 3):

5 Address (number, street, and apt. or suite no.) [See instructions.]

6 City, state, and ZIP code

7 List account number(s) here (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN); however, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN, later.

**Part II Certification**

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and

2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and

3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/formw9](http://www.irs.gov/formw9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What Is Backup Withholding, later.

Cat. No. 10201X Form **W-9** (Rev. 10-2018)

**SIXT**  
rent a car

**ACH Bank Information**  
(Automated Clearing House)

Bank Institution Name \_\_\_\_\_

Name on Bank Account \_\_\_\_\_

Account Number \_\_\_\_\_

Routing Number (ACH, Paper or Electronic) \_\_\_\_\_

Company Name \_\_\_\_\_

Email for Payment Remittance Advice \_\_\_\_\_

Date \_\_\_\_\_ Payment Terms \_\_\_\_\_

Signed Authorization \_\_\_\_\_

Questions: please contact Accounts Payable  
Phone: 1-888-942-7498 ext. 6039  
Email [accounts payable-us@sixt.com](mailto:accounts payable-us@sixt.com)  
Fax: 954-333-3976

\*Please note, this information is only used to process payments\*

**Example Certificate of Liability Insurance (COI)**

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**PRODUCER:** CONTRACT NAME: \_\_\_\_\_ DATE: \_\_\_\_\_  
FACILITY: \_\_\_\_\_ FAX: \_\_\_\_\_  
PHONE, E-MAIL: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_

**INSURER A:** \_\_\_\_\_  
**INSURER B:** \_\_\_\_\_  
**INSURER C:** \_\_\_\_\_  
**INSURER D:** \_\_\_\_\_  
**INSURER E:** \_\_\_\_\_  
**INSURER F:** \_\_\_\_\_

**COVERAGES:** CERTIFICATE NUMBER: \_\_\_\_\_ REVISION NUMBER: \_\_\_\_\_

LINE	TYPE OF INSURANCE	INSURANCE	POLICY NUMBER	INSURANCE	LIMITS
1	GENERAL LIABILITY	COMBINATION GENERAL LIABILITY			EACH OCCURRENCE DAMAGE TO THIRD PARTIES \$
		CLAIMS MADE			ACCIDENTS (PER OCCURRENCE) \$
		Street Vandalism Property Damage			PERSONAL & ADV INJURY \$
		Medical Malpractice			COMBINED AGGREGATE \$
2	COMB. AGGREGATE LIMIT APPLIES PER POLICY	PER POLICY			PRODUCTS-COMPOUND \$
		PER POLICY			COMBINED AGGREGATE \$
3	AUTOBODILY LIABILITY	ALL OWNED			COMBINED SINGLE TRIP \$
		ALL OWNED			COMBINED \$
		HIRING AND/OR			PROPERTY DAMAGE \$
		HIRING AND/OR			COMBINED \$
4	UMBRELLA LIABILITY	EXCESS LIABILITY			EACH OCCURRENCE \$
		EXCESS LIABILITY			AGGREGATE \$
5	WARRANTY GUARANTEE AND EMPLOYER LIABILITY	WARRANTY GUARANTEE			EACH OCCURRENCE \$
		EMPLOYER LIABILITY			AGGREGATE \$
6	ADDITIONAL COVERAGES	ADDITIONAL COVERAGES			EACH OCCURRENCE \$
		ADDITIONAL COVERAGES			AGGREGATE \$
7	DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACCORD 101, Additional Remarks Schedule, if more space is required)				

**CERTIFICATE HOLDER:** \_\_\_\_\_

**CANCELLATION:** SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

# QUESTIONS?

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Please reach out to us at [airportrelations-us@sixt.com](mailto:airportrelations-us@sixt.com)





MVI



# 2022 Rental Car Supplier Diversity Outreach Day MVI Facility Services



# Introductions - Who is MVI?

- ▶ Third party manager for the rental car companies and the airport
- ▶ MVI is responsible for the QTA, ready return area and service centers
- ▶ QTA consists of:
  - ▶ Breakrooms
  - ▶ Carwashes
  - ▶ Vacuum units
  - ▶ Air Compressors
  - ▶ Windshield Washer Fluid



# Current participation - YTD 25%

- ▶ Current ACDBE Vendors:
  - ▶ Janitorial Services - Contracted Services
  - ▶ Fire and Safety - no contract
  - ▶ Spill Kit Supplies - no contract
  - ▶ Painting - no contract
  - ▶ Other Construction Services - no contract

# Detailed list of goods and services purchased for the Rental Car Companies

## GOODS

- ▶ Carwash Parts and Fluids
- ▶ Tools & Supplies
- ▶ HVAC Supplies
- ▶ Plumbing Supplies
- ▶ Garage Doors/Overhead Door Supplies
- ▶ Ice Melt
- ▶ Windshield Washer Fluid
- ▶ Vacuum parts - Hoses, claws, couplings
- ▶ Fire & Safety - Fire Extinguishers
- ▶ Spill Kit Supplies

## SERVICES

- ▶ Janitorial Services - Current contract in place with an ACDBE vendor
- ▶ Air Compressor repairs
- ▶ Electrical work, Lighting, etc.
- ▶ Parking Repairs
- ▶ Pest Control
- ▶ HVAC Services
- ▶ Plumbing Services
- ▶ Tank and dispenser repairs for Fueling Systems
- ▶ Garage Doors/Overhead Door Services
- ▶ Removal of Hazardous Waste
- ▶ Sludge Removal/ Carwash

# Current or upcoming contracting opportunities for goods and services

## GOODS

- ▶ HVAC parts
- ▶ Plumbing parts
- ▶ Tools & Supplies
- ▶ Garage doors/Overhead Door Supplies
- ▶ Ice melt
- ▶ Vacuum parts - Spencer
  - ▶ Hoses, claws, couplings

## SERVICES

- ▶ Parking Repairs
- ▶ Electrical, lighting, etc.
- ▶ Pest Control
- ▶ HVAC Services
- ▶ Plumbing Services
- ▶ Garage Doors/overhead door services
- ▶ Tank and dispenser repairs for fueling Systems



## Contact information:

Gregory Whisnant

CLT- Facility Manager

E-mail: [gwhisnant@mvifs.com](mailto:gwhisnant@mvifs.com)

C: 615-863-4393



Thank you!

- All vendors who RSVPed via Eventbrite will receive a contact sheet of presenters and other attendees for networking and follow up questions.