

North Carolina Airport Rental Car Supplier Diversity Outreach Day

April 26, 2022



Airport Contacts



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Albert J Ellis Airport



Susan Green

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Concord-Padgett Regional Airport

Airport Contacts



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Charlotte Douglas International Airport



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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

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



Our Commitment

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 (NMSDC).
- **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

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

Osman Shaw

Category & Supplier Diversity Program Manager, NA

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National DBE Program Coordinator – Dollar & Thrifty

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Regional Procurement Director

North Central/Mid Atlantic/Northeast Zones

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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

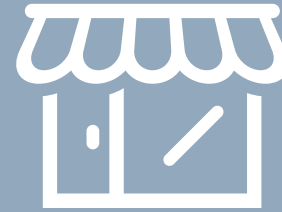
- **Founded in 1957 by Jack Taylor**
- **Leadership**
 - Chrissy Taylor, President & CEO



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 13th 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 3rd party attorney to help with certification

At Your Service...

RDU/GSO:

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Property Development & Facilities Manager

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CLT/AVL:

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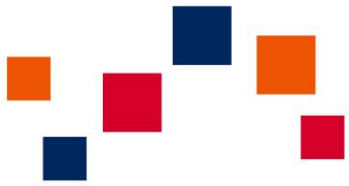


Supplier Diversity

In our network there is a place for everyone



Avis Budget Group

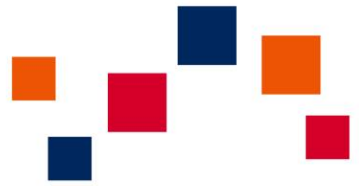


Avis Budget Group

Airport: *PTIA*

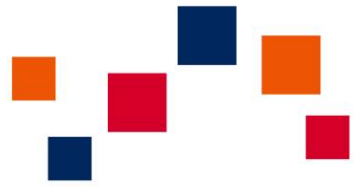
Presenter: *James White*

April 26, 2022



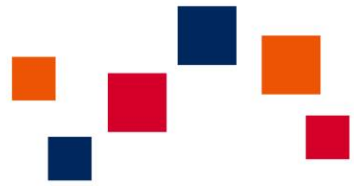
Supplier Diversity Program

- 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
 - Sydney Peruzzato – Analyst, Supplier Diversity & Procurement
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



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>



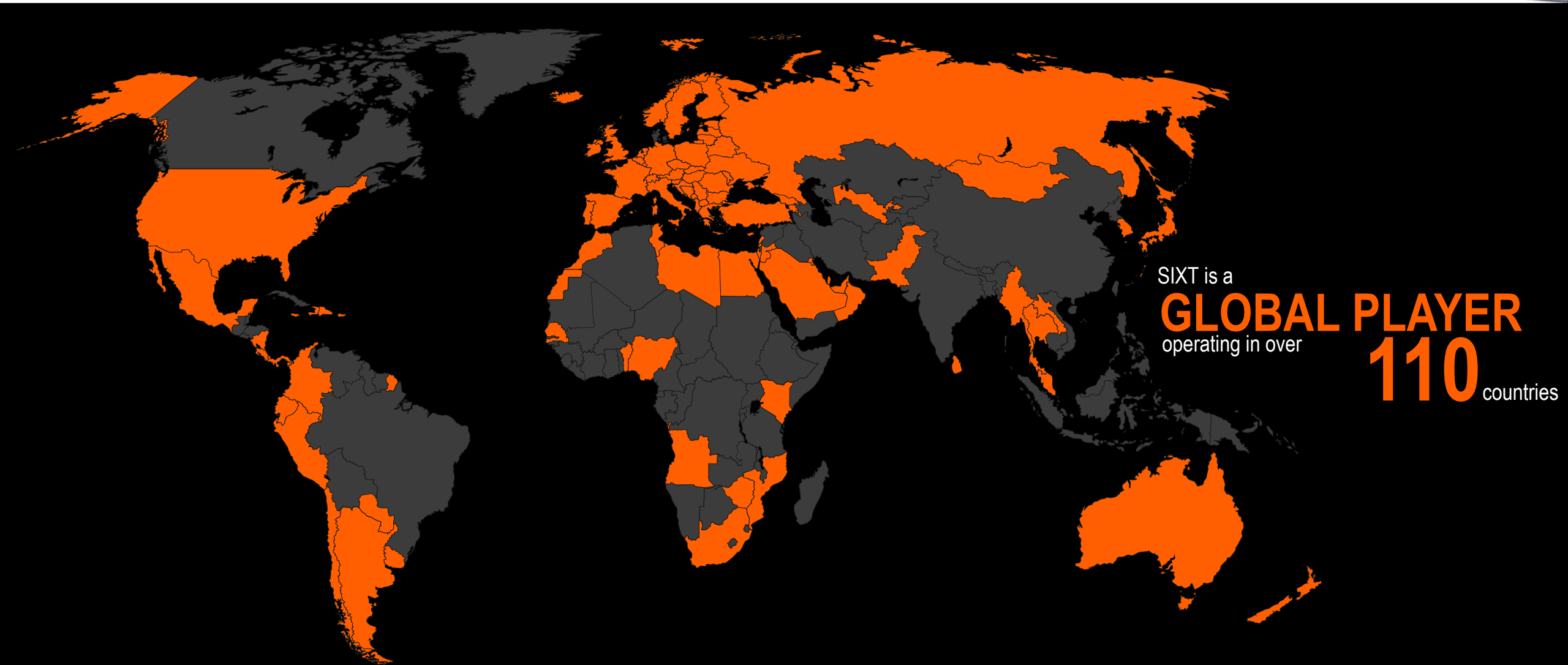
Sixt



INTRODUCTION TO SIXT US

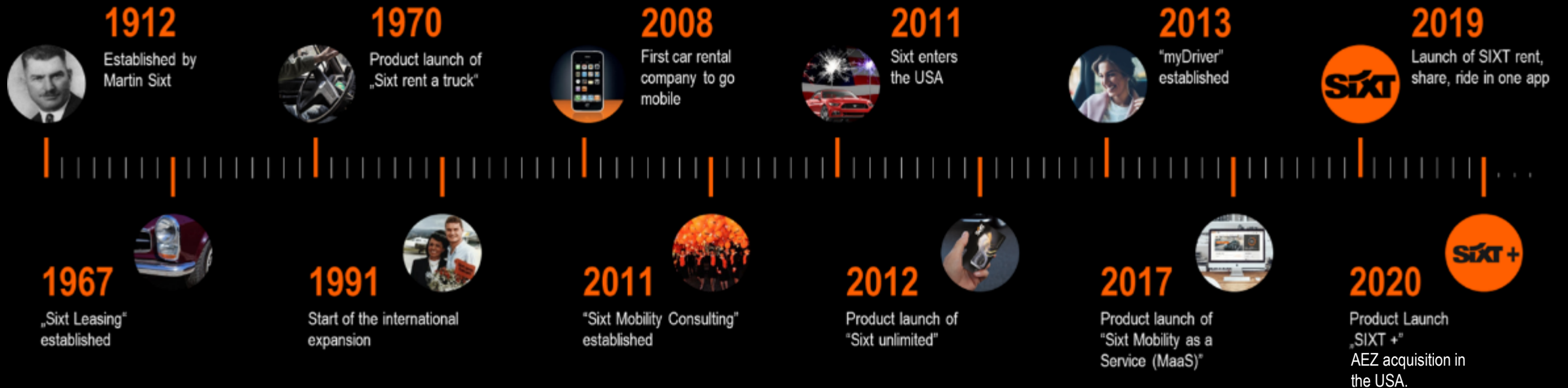
ACDBE Vendor Certification Process
April 2022

SIXT OPERATES IN OVER 110 COUNTRIES



SIXT is a
GLOBAL PLAYER
operating in over
110 countries

The HISTORY of SIXT



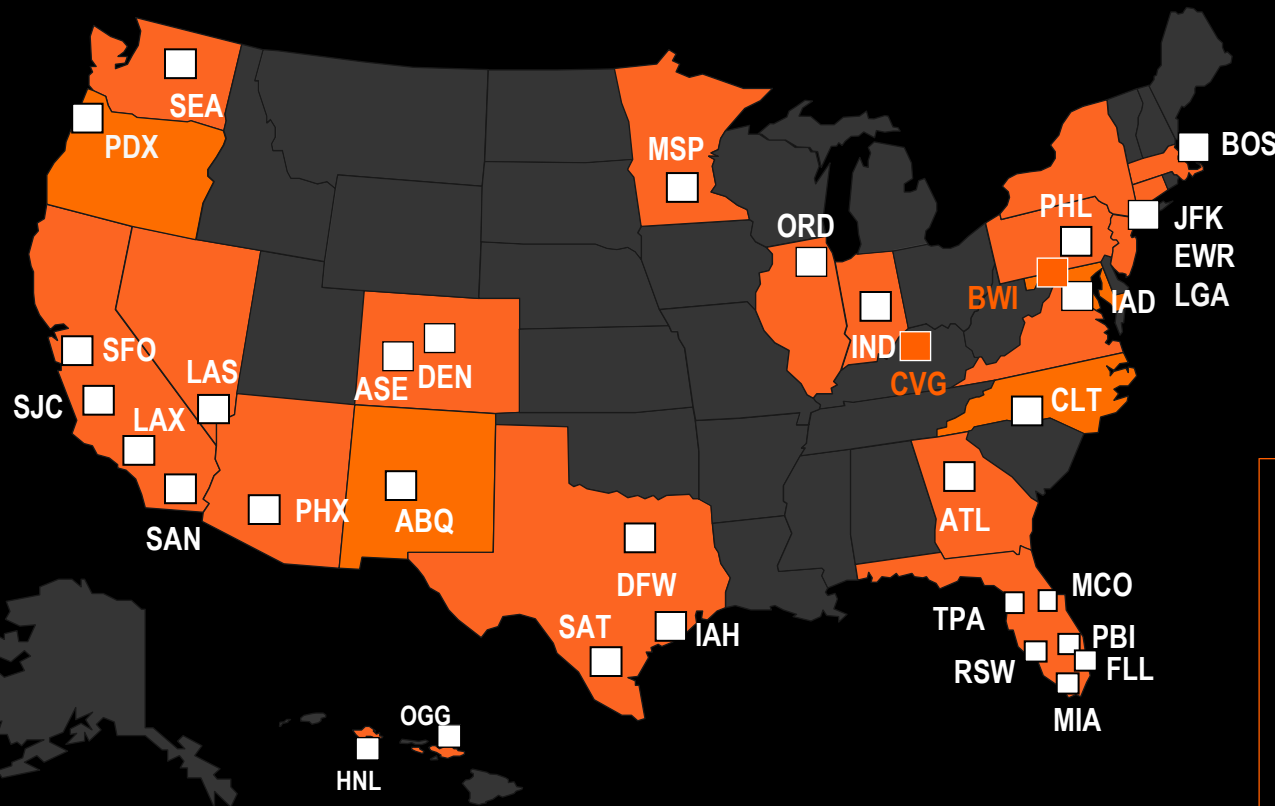
SIXT USA NETWORK IS CONSTANTLY GROWING: AVAILABILITY IN **30 AIRPORTS** AND OVER **50 DOWNTOWN** LOCATIONS



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** (3rd largest car rental provider)



 Current SIXT airport locations  Planned openings

SIXT US AIRPORT NETWORK



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

Albuquerque Airport (ABQ)
Aspen Airport (ASE)
Atlanta Airport (ATL)
Boston Airport (BOS)
Charlotte Airport (CLT)
Chicago Airport (ORD)
Dallas Airport (DFW)
Denver Airport (DEN)
Fort Lauderdale Airport (FLL)
Fort Myers Airport (RSW)
Honolulu Airport (HNL)
Houston Airport (IAH)
Indianapolis Airport (IND)
Kahului Airport (OGG)
Las Vegas Airport (LAS)
Los Angeles Airport (LAX)
Miami Airport (MIA)

Minneapolis Airport (MSP)
New York La Guardia Airport (LGA)
New York John F. Kennedy Airport (JFK)
Newark Airport (EWR)
Orlando Airport (MCO)
Philadelphia Airport (PHL)
Phoenix Airport (PHX)
Portland Airport (PDX)
San Antonio Airport (SAT)
San Diego Airport (SAN)
San Francisco Airport (SFO)
San Jose Airport (SJC)
Seattle-Tacoma Airport (SEA)
Tampa Airport (TPA)
Washington Dulles Airport (IAD)
West Palm Beach Airport (PBI)



PRODUCTS AND SERVICES PURCHASED LOCALLY



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

SIXT

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

Form W-9
(Rev. October 2014)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification
Go to www.irs.gov/FormW9 for instructions and the latest information.

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:

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.

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 W-9 (Rev. 10-2014)

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
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

INSURED

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach Accord 101, Additional Remarks Schedule, if more space is required)

CERTIFICATE HOLDER

CANCELLATION

QUESTIONS?

Please reach out to us at 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:

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CLT- Facility Manager

E-mail: 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.