



Raleigh-Durham
Airport Authority

Rental Car Supplier Diversity Day

April 27, 2023

Introductions

- Your Name
- Business Name
- Airport closest to
- Goods/Services your firms provides

Airport Rental Car Supplier Diversity Outreach

April 27, 2023

Eric Elliott

Property Development & Facilities Manager

ENTERPRISE HOLDINGS™

Alamo

enterprise

National

Enterprise Holdings- Summary

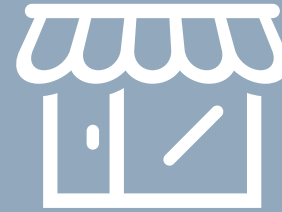
- **Founded in 1957 by Jack Taylor**
- **Leadership**
 - Chrissy Taylor, President & CEO



WHERE WE ARE TODAY



\$30 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 9th 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 Specific Opportunities

- Automobile maintenance/repair
- Construction
- Facilities maintenance
- Fuel
- Architects
- Trades (Electricians, HVAC)



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...

Eric Elliott

Property Development & Facilities Manager

984-233-7922

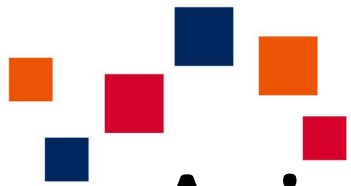
eric.m.elliott@ehi.com (best option)





Supplier Diversity

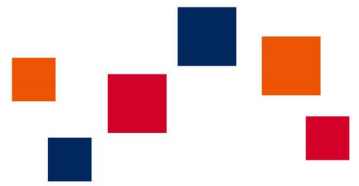
In our network there is a place for everyone



Avis Budget Group

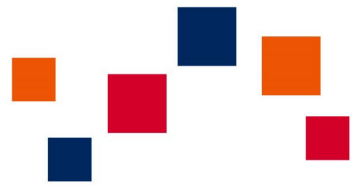
North Carolina Airports

April 27, 2023



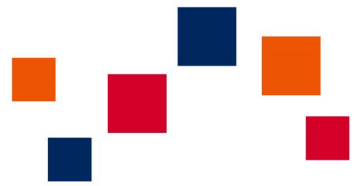
Supplier Diversity Program

- 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>



Airport Rental Car Supplier Diversity Outreach Event

April 2023

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)

Hertz Supplier Diversity Contacts

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