

COST PROPOSALS

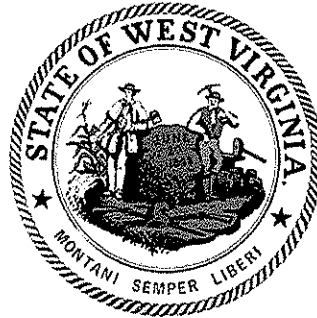
RFP#: FLT094801

1 RFP RECEIVED

***ARI**

Response To

THE STATE OF WEST VIRGINIA



SEALED BID

SECTION VI - COST PROPOSAL

Fleet Maintenance and Repair Services
BUYER: KRISTA FERRELL-FILE 21
RFP No.: FLT094801
RFP Opening Date: April 2, 2009
RFP Opening Time: 1:30 PM



Submitted by:

Automotive Rentals, Inc.
9000 Midlantic Avenue
Mt. Laurel, NJ 08054

Philip H. Fitzgerald
Government Business Development Manager
856-439-7443
FAX: 856-787-5827
pfitzgerald@arifleet.com

Signature/Date _____

Philip H. Fitzgerald



4.5 Cost Proposal Bid Sheet

Vendor must quote a monthly fixed price fee per vehicle for all services provided per specifications 3.2.1. through 3.2.4.4. The vendor with the lowest quoted price for a 12 month period based on 1900 vehicles per month shall be awarded 30 points.

\$ 3.95 per vehicle X 1900 = \$7505 / month X 12 months = \$90,060.

ARI's program offering to the State of West Virginia reflects the unlimited use of national providers, but will be subject to an additional fee of 5% for all service work performed by an independent service provider. All other costs over and above the fees listed will be treated as pass through cost and will be billed to the State on a net tax basis.⁵

Roadside Assistance Call\$35.00 per occurrence

Vendors shall also quote the additional per month fee per vehicle for each Optional Services proposed. This amount will be added to the base per vehicle, per month fee upon implementation of any of the optional services during the life of the contract.

3.2.5.1	\$ _____*	per vehicle/month ¹
3.2.5.2	\$ 1.35	per vehicle/month
3.2.5.3	\$ _____*	per vehicle/month ²
3.2.5.4	\$ 0.00	per vehicle/month ³
3.2.5.5	\$ 0.00	per vehicle/month ⁴

NOTES:

1. ARI would explore the possibility of developing an "Official State Vehicle" decal program and providing a toll free telephone number for reporting situations from the citizenry of West Virginia. Pricing would be developed based on program requirements.
2. ARI has a Safe Driver Program; the pricing is based upon the level of driver participation requested by the State. Our custom Safety Programs are built from a menu of services, ranging from booklets to web-based pieces. Pricing will depend on which options the State includes in its own Safety Program.
3. ARI receives direct input from the OEMs on vehicles owned by ARI. The State would have to notify ARI of recalls affecting its vehicles. ARI has the ability to send warranty eligible vehicles to dealerships and/or other certified facilities for repairs under warranty.
4. This is currently part of ARI's normal managed maintenance program.
5. **ARI does not short pay our independent vendors.** Establishing positive relationships with independent vendors means lower repair costs and increased flexibility for our clients. This is part of our commitment to cultivating successful vendor relationships as well as providing our clients with full-disclosure pricing. Typically, the other States that ARI services (Georgia, Utah, and Wisconsin) utilize the independent service providers in our network for approximately 75% of their service work. The common practice among many of our competitors is to short pay independent vendors by about 10-15% of each invoice as a condition of being included in their service network, while still charging clients for the full invoice. In turn, independent vendors raise their quotes high enough to offset the short payments, resulting in higher maintenance costs for the State. Instead, ARI pledges to pay each vendor in full, keeping quotes from independent vendors down, and charges 5% of all service work provided by independent vendors as part of our maintenance program fee.

