

Item	US Pricing (USD)	Canada Pricing (CAD)
Factory Order Pricing	Manufacturer Published Invoice Less Applicable Incentives Less plus (+) \$60 acquisition fee plus (+) courtesy delivery fee (variable \$150-\$450 depending on location)	Manufacturer Published Invoice Less Applicable Incentives plus (+) \$275 acquisition fee plus (+) courtesy delivery fee (variable \$150-\$450 depending on location)
Dealer Stock Vehicle Pricing	Dealer Provided Invoice Less (-) Applicable Incentives plus (+) \$60 acquisition fee, subject to dealer availability, Applies to all Dealer ordered vehicles	Base Purchase Price from Dealer Less (-) Applicable Manufacturer Incentives Plus (+) Courtesy Delivery Fees \$150-\$450 depended on Delivery Location Plus (+) \$275 Acquisition fee, Applies to all Dealer ordered vehicles
Interest Rate	350 basis points over 3 year t-bill	Canadian 3yr Bond + 300 basis points
FEES		
Termination Fee Equity Leases, (Section 3 of MLA)	\$0	\$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.	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.
Federal Tax Incentives	100% of end user eligible incentives are passed to the member	100% of end user eligible incentives are passed to the member
State Tax Incentives	100% of end user eligible incentives are passed to the member	100% of end user eligible incentives are passed to the member
Manufacturer Incentives	100% of end user eligible incentives are passed to the member	100% of end user eligible incentives are passed to the member
Fixed Maintenance	Pricing on average is \$60-\$90 based on vehicle type and anticipated miles and usage driven over term, the pricing can also be modified to include or exclude brakes and tires depending on what is the best interest of the member, Coverage is available up to 100,000 miles, covers all routine maintenance recommended by the manufacturer and any unplanned repairs that come up as long as they are not abuse.	Pricing on average is \$60-\$90 based on vehicle type and anticipated miles and usage driven over term, the pricing can also be modified to include or exclude brakes and tires depending on what is the best interest of the member, Coverage is available up to 160,000 km, covers all routine maintenance recommended by the manufacturer and any unplanned repairs that come up as long as they are not abuse.
Occurance Maintenance Management Fee	\$6 per month card fee per vehicle plus cost of service and parts	\$6 per month per vehicle
Service Charge	0.10% for Factory Ordered Vehicles / 0.15% for Dealer Stock Vehicles	0.10% for Factory Ordered Vehicles / 0.15% for Dealer Stock Vehicles
Lease Termination Fee	\$400.00	\$495.00
Interim Interest (if yes provide calculation)	\$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	\$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
Resale Fee	NO	NO
Fuel Program:	For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of \$395.00 ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units	For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of \$395.00 ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units
Physical Damage:	\$0 Card Fee	\$0 Card Fee
Accident Management:	\$1000 deductible, average quoted \$40 per month per vehicle but is based on underwriting and approval	\$1000 deductible, average quoted \$40 per month per vehicle but is based on underwriting and approval
Maintenance Management:	\$125 per occurrence	\$125 per occurrence
Full Maintenance:	\$6 per vehicle per month	\$6 per vehicle per month
Roadside Service:	Pricing based on vehicle type and anticipated miles driven over term No charge – included in Full Maintenance	Pricing based on vehicle type and anticipated miles driven over term No charge – included in Full Maintenance
GeoTab Telematics:	\$20.15 ProPlus Plan Install Bundle (includes GO device, universal harness, basic installation, and ProPlus plan) \$18.87 ProPlus Plan Self Install Bundle (includes GO device, universal harness, and ProPlus plan) Pricing per device per month for all new orders of Geotab Device Plans and/or third party product plans under Geotab's Sourcewell Contract #020221-GEO for resale to Sourcewell members in accordance with the terms and conditions of the Sourcewell Addendum between the parties dated 6/25/2021.	\$20.15 ProPlus Plan Install Bundle (includes GO device, universal harness, basic installation, and ProPlus plan) \$18.87 ProPlus Plan Self Install Bundle (includes GO device, universal harness, and ProPlus plan) Pricing per device per month for all new orders of Geotab Device Plans and/or third party product plans under Geotab's Sourcewell Contract #020221-GEO for resale to Sourcewell members in accordance with the terms and conditions of the Sourcewell Addendum between the parties dated 6/25/2021.
Registration Fees:	All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus \$25 processing fee	All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus \$25 processing fee
Taxes	Any applicable taxes will be passed to the end user, 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.	Any applicable taxes will be passed to the end user, 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. The equipment can be billed up front or capitalized as a part of the lease structure.	Enterprise will negotiate on Sourcewell's behalf 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.
Aftermarket Service Fee	No charge	No charge
License Administration Fee for end user owned vehicles	\$25 per month per vehicle, plus any additional transactional fees incurred from the state are passed through to the client	\$25 per month per vehicle, plus any additional transactional fees incurred from the state are passed through to the client
Violations and Toll Service	\$1 processing fee for Toll Management \$10 processing fee for unpaid toll violations not included in Toll Management program	\$1 processing fee for Toll Management \$10 processing fee for unpaid toll violations not included in Toll Management program
Short Term Rentals	This can be included in our Full Maintenance pricing or billed as needed with our Maintenance Management program.	This can be included in our Full Maintenance pricing or billed as needed with our Maintenance Management program.
Website Reporting	No charge	No charge
Consultative Services / Account Management	No charge	No charge
Lost or Stolen Maintenance and Fuel Cards	No charge	No charge
Out of Network Maintenance Fees	No charge	No charge
Off Road / Off Lease Charge	No charge	No charge
Rental Admin Charges	No charge	No charge
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.	Discounts range from 5-25 percent off the manufacturer's suggested retail price (MSRP). For example, the MSRP for a typical Ford Explorer would be \$36,540. With our purchasing power and discounts provided to Sourcewell Members, the delivered price would be \$31,232, 15% savings. In some cases the manufactures do offer free options that provide additional discounts, if available. Capitalized cost is the factory invoice, less manufacturer-provided incentives less any applicable advertising	Discounts range from 5-25 percent off the manufacturer's suggested retail price (MSRP). For example, the MSRP for a typical Ford Explorer would be \$36,540. With our purchasing power and discounts provided to Sourcewell Members, the delivered price would be \$31,232, 15% savings. In some cases the manufactures do offer free options that provide additional discounts, if available. Capitalized cost is the factory invoice, less manufacturer-provided incentives less any applicable advertising