

Look Beyond Time & Mileage

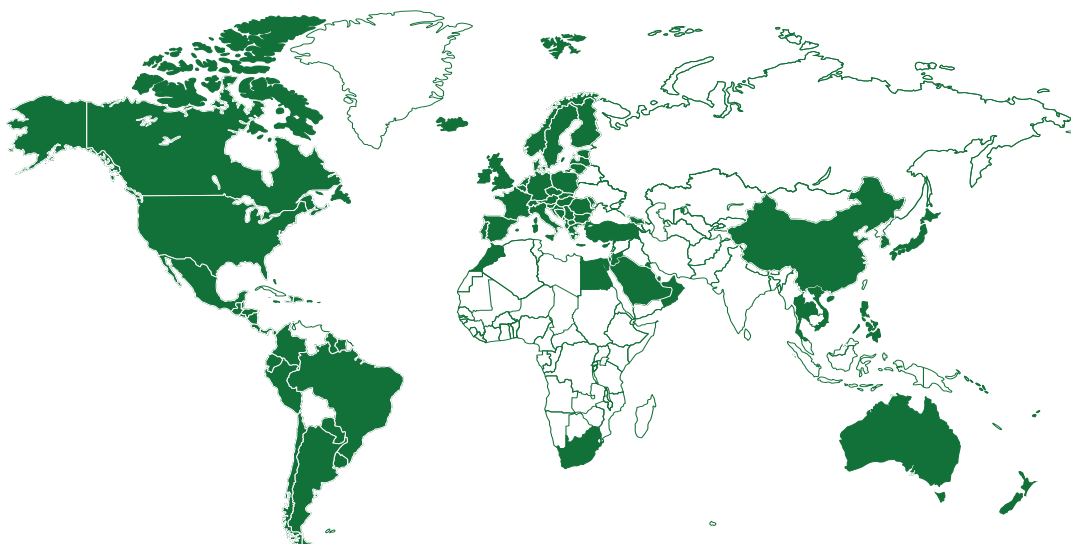


Standard Business Practices Impact the Bottom Line

By focusing exclusively on rental rates, companies can overlook several factors that determine actual program costs. Enterprise and National present customers with a comprehensive view of the program's costs, highlighting the value – and impact – of our Standard Business Practices.

Guaranteed Rates Globally

- Contracted rates are guaranteed at 100% of Enterprise and National locations across the globe.



Car Category Compliance

- National customers are encouraged to enroll their employee travelers in Emerald Club to enjoy an expedited rental experience while earning rewards. A key benefit for the traveler is the ability to select their preferred vehicle from the Emerald Aisle and go.
- This offers a benefit to companies as well, as they pay a daily rate for a Midsize Car, regardless of the car class selected by the traveler.
- In addition, companies achieve compliance with travel policies that mandate Midsize (or lower) car classes.



EMERALD CLUB®

Refueling

- While many companies' policies require travelers to refuel their rental vehicles before returning them, 20% do not comply (according to Enterprise Mobility™).
- Enterprise and National charge by the gallon at 75% over the local pump price vs. a flat refill fee or high-margin per-gallon rate.
- When a traveler drives less than 75 miles, Enterprise and National do not charge an automatic fuel fee.

