

# Welcome to the North Carolina Airport Rental Car Supplier Diversity Outreach Day





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# Introductions

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

# Airport Rental Car Supplier Diversity Outreach

April 27, 2021

**Eric Elliott**

Property Development & Facilities Manager

ENTERPRISE HOLDINGS™

**Alamo**

**enterprise**

**National**

# Enterprise Holdings- Summary

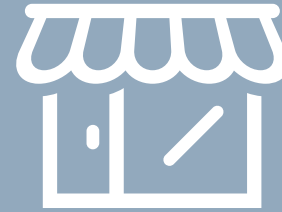
- **Founded in 1957 by Jack Taylor**
- **Leadership**
  - Chrissy Taylor, President & CEO



# 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 13<sup>th</sup> LARGEST  
PRIVATE COMPANY**  
ACCORDING TO FORBES

# EH 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 Equipment/Repair**
- **Car wash/pressure washer repairs**
- **HVAC – repair/replacement**
- **Locksmith**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians\*\***
- **Sign Installation**
- **Landscaping\*\***

\*\* = immediate need

# CLT Opportunities

- **Garage Equipment and Repair (air compressors, pressure washers, automatic car washes)**
- **HVAC – repair/replacement**
- **Janitorial Services and Supplies**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Sign Installation**

# AVL Opportunities

- **Garage Equipment and Repair (air compressors, pressure washers, automatic car washes)**
- **HVAC – repair/replacement**
- **Janitorial Services and Supplies**
- **Pest Control**
- **Plumbing Contractors**
- **Electricians**
- **Sign Installation**
- **Landscaping**
- **IT Low Voltage Cabling / Installation**

# 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 3<sup>rd</sup> party attorney to help with certification

# At Your Service...

## **RDU/GSO:**

### **Eric Elliott**

Property Development & Facilities Manager  
Enterprise Leasing Company – Southeast, LLC

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## **CLT/AVL:**

### **Phillip Otto**

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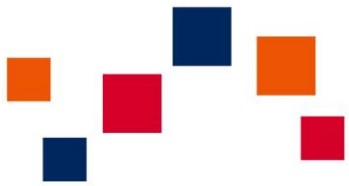
[phillip.r.otto@ehi.com](mailto:phillip.r.otto@ehi.com)





# Supplier Diversity

In our network there is a place for everyone



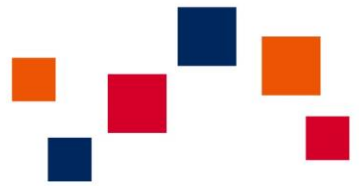
# Avis Budget Group

*North Carolina Airports*

**Presenter:** *Jaconia Buie (Reginald Worth)*

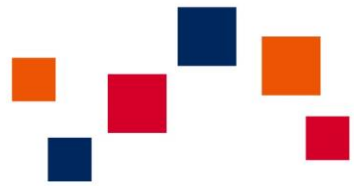
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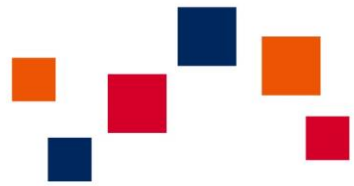
# Supplier Diversity Program

- 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](mailto:Chris.Buttine@avisbudget.com)
  - Sydney Peruzzato – Analyst, Supplier Diversity & Procurement  
[Sydney.Peruzzato@avisbudget.com](mailto: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](mailto: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 2021

# Agenda

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



# Our Commitment

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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

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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 2019 and 2020

	2019	2020
ACDBE Spend	\$19M	\$5.3M
DBE Spend <i>(includes ACDBE spend)</i>	\$1.755B	\$622M
TOTAL Spend <i>(includes car purchases)</i>	\$9B	\$6.1B
DBE percentage of total	20%	10%
ACDBE percentage of total	.21%	.1%
# of DBE Suppliers	1400	1145

# Hertz Supplier Diversity Contacts

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Shaina Rutherford  
Director - Procurement & Supplier Diversity  
239-301-7308  
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Sharon Griffin  
National DBE Program Coordinator – Dollar Thrifty  
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Regional Procurement Director – Mid Atlantic Region  
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Ben Karr  
Regional Procurement Director – Western Region  
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Vivian Xiao  
Regional Procurement Director – North Central Region  
[vivian.xiao@hertz.com](mailto:vivian.xiao@hertz.com)

# Hertz Asheville

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DBEs needed for:

- Towing
- Auto Repair
- Gasoline

Contact for Hertz Asheville:

Dana Martinez

Dana.martinez@thriftysc.com

864-525-0630 mobile

2429 South Highway 14

Greer, SC 29650



# 2021 Rental Car Supplier Diversity Outreach Day MVI Facility Services



By: Jennifer Diaz

# Introductions - Who is MVI?



- ▶ Jennifer Diaz, Director of ConRAC Operations
- ▶ 10 years at MVI
- ▶ Corporate office in Nashville, TN
- ▶ Current contract locations:
  - ▶ BNA - Nashville TN
  - ▶ RNO - Reno, NV
  - ▶ SDF - Louisville, KY
  - ▶ MSY - New Orleans, LA
  - ▶ MSP - Minneapolis, Saint Paul, MN
  - ▶ CLT - Charlotte, NC
  - ▶ TPA - Tampa, FL
  - ▶ CVG - Cincinnati, KY - Opening September 2021
  - ▶ CMH - Columbus, OH - Opening September 2021
  - ▶ LAX - Los Angeles, CA - Opening 2023
- ▶ Who are we?
- ▶ What do we do?
- ▶ What are ConRACs?
- ▶ Who owns the building we manage?
- ▶ What is MVI's mission?



## Commitment to the Diversity Program

Location	BNA	RNO	MSY	MSP	SDF	CLT	TPA
ACDBE Target %	18.07%	n/a	20%	5%	10%	20%	7.70%
ACDBE YTD %	<u>18%</u>	<u>4.50%</u>	<u>22%</u>	<u>6%</u>	<u>13%</u>	<u>33%</u>	TPA:26.13 % RSC: 13%

\*\*Our goal is to exceed our participation requirements in all contracts.

# Who are our clients?

## AIRPORTS



## RENTAL CAR COMPANIES



# MVI's process to select vendors to provide goods and services:

- ▶ **DBE directory:** MVI performs a search in the local DBE database
- ▶ Request for proposals (RFPs) are solicited for recurring services
  - ▶ MVI reaches out to ACDBE vendor to solicit pricing for goods and services or invite to participate in the RFP process
  - ▶ Perform a site tour to explain scope of work
  - ▶ Review submittals
  - ▶ Selection/Negotiation
- ▶ MVI contacts ACDBE compliance coordinator at the airport when the directory does not list all companies, or if we are not having luck finding certified companies
  - ▶ We understand that some companies may be a few steps from getting their certifications and we want to make sure we are including all existing and potential certified companies.



# Detailed list of goods and services purchased for the Rental Car Companies

## GOODS

- ▶ Carwash Parts and Fluids
- ▶ Tools & Supplies
- ▶ HVAC Supplies
- ▶ Plumbing 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

# 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
- ▶ Carwash Repairs
- ▶ Garage Doors/overhead door services
- ▶ Tank and dispenser repairs for Fueling Systems



# Contact information:

Will Pettit - Facility Manager

CLT- ConRAC Facility Manager

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C: 615-863-4393

Jennifer Diaz - Director of Operations

Director of ConRAC Operations

E-mail [jdiaz@mvifs.com](mailto:jdiaz@mvifs.com)

C: 404-824-1834