

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

821



FROM: Purchasing and Fleet Services

SUBMITTAL DATE:
June 30, 2008

SUBJECT: APPROVE THE USE OF THE STATE AGREEMENTS FOR CAR RENTAL AGENCY SERVICES WITH ENTERPRISE RENT-A-CAR AND VANGUARD CAR RENTAL USA FOR RIVERSIDE COUNTY WITHOUT SECURING COMPETITIVE BIDS

RECOMMENDED MOTION: In accordance with Ordinance 459.4, move that the Board of Supervisors:

1. Approve the use of the State contracts with Enterprise Rent-A-Car (Primary) and Vanguard Car rental USA (Secondary) for an annual aggregate amount of \$500,000, for three (3) years, renewable in one-year increments.

Departmental Concurrence

BACKGROUND: The County of Riverside's annual expenditure for car rental services is estimated to be \$500,000 dollars for transportation services. This service includes rental cars and related expenses. The County has two options when making car rental reservations: 1) utilize the awarded travel agent, Canyon Crest, to make the County's car rental reservations; 2) reserve directly with the two selected contractors, Enterprise Rent-A-Car or Vanguard Car Rental USA, the parent company of Alamo and National Car Rental. After award of the contract, the Vendors will assign a unique customer number for the County to make reservations. The number will be linked to specific information that pertains to the County including pricing, insurance requirements, and agency specific needs.

(Continued on Page 2)

ROBERT J. HOWDYSHELL, Director
Purchasing and Fleet Services Department

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 500,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	FY 08/09

SOURCE OF FUNDS: ISF	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION:

APPROVE

BY: Serena Chow
Serena Chow

County Executive Office Signature

Dep't Recomm.: Consent Policy
 Per Exec. Ofc.: Consent Policy

Prev. Agn. Ref.: 3.60 dated 9/13/05 | **District:** All | **Agenda Number:**

ATTACHMENTS FILED
WITH THE CLERK OF THE BOARD

3.73

BOARD OF SUPERVISORS

FORM 11: APPROVE THE USE OF THE STATE AGREEMENTS FOR CAR RENTAL AGENCY SERVICES WITH ENTERPRISE RENT-A-CAR AND VANGUARD CAR RENTAL USA FOR RIVERSIDE COUNTY WITHOUT SECURING COMPETITIVE BIDS

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BACKGROUND CONTINUED

By having these options for booking car rentals, this will ensure that the contracted car rental rates are inclusive of Loss Damage Waiver and Third Party Liability insurance since the County is self-insured for vehicle liability and third party physical damage and provides worker's compensation coverage.

Enterprise Rent-A-Car and Vanguard Car rental USA offers:

- a. **ON-TERMINAL LOCATIONS:** - On-Terminal locations are locations where both the rental counter(s)/office(s) and vehicles are located on airport property or the rental counter(s)/office(s) is/are on airport property and another rental office and vehicles are away from airport property. The rental agency has timely and clearly marked shuttle bus service, or other such service, from clearly defined locations in the airport to transport travelers to offices away from the airport terminal.
- b. **OFF-TERMINAL LOCATIONS:** - Off-terminal locations are locations where both the rental office and vehicles are located off the airport property but the following criteria are met. Off-Terminal locations have accessible timely and clearly marked shuttle bus service or other such service from clearly defined locations in the airport.
- c. **CITY AND SUBURBAN LOCATIONS:** - These locations participating in the County program will comply with the provisions of this Agreement with the exception of providing pick up and delivery services to and from airports.

PRICE REASONABLENESS

Back in February 2005 Purchasing released a Request for Proposal that was mailed to twenty-six vendors and advertised on the County's Internet site. Two responses were received, and awarded to Enterprise Rent-A-Car and Hertz Corporation for a five year period, which is due to expire June 30, 2010. However, a recent market survey was conducted by Purchasing, resulting in the determination that the County can now receive lower rates by utilizing the California State car rental contract.

Example- County's current rental rate for a mid-sized car rental:

Vendor: Enterprise Rent-A-Car \$36.00

Vendor: Hertz \$40.00

State of California's rate \$32.39

As two of the larger car rental agencies, these companies are currently being utilized by the State of California and other governmental agencies throughout the United States. Enterprise and Vanguard rates include insurance and unlimited mileage, however, sales taxes, and refueling charges are not included in the rate.