

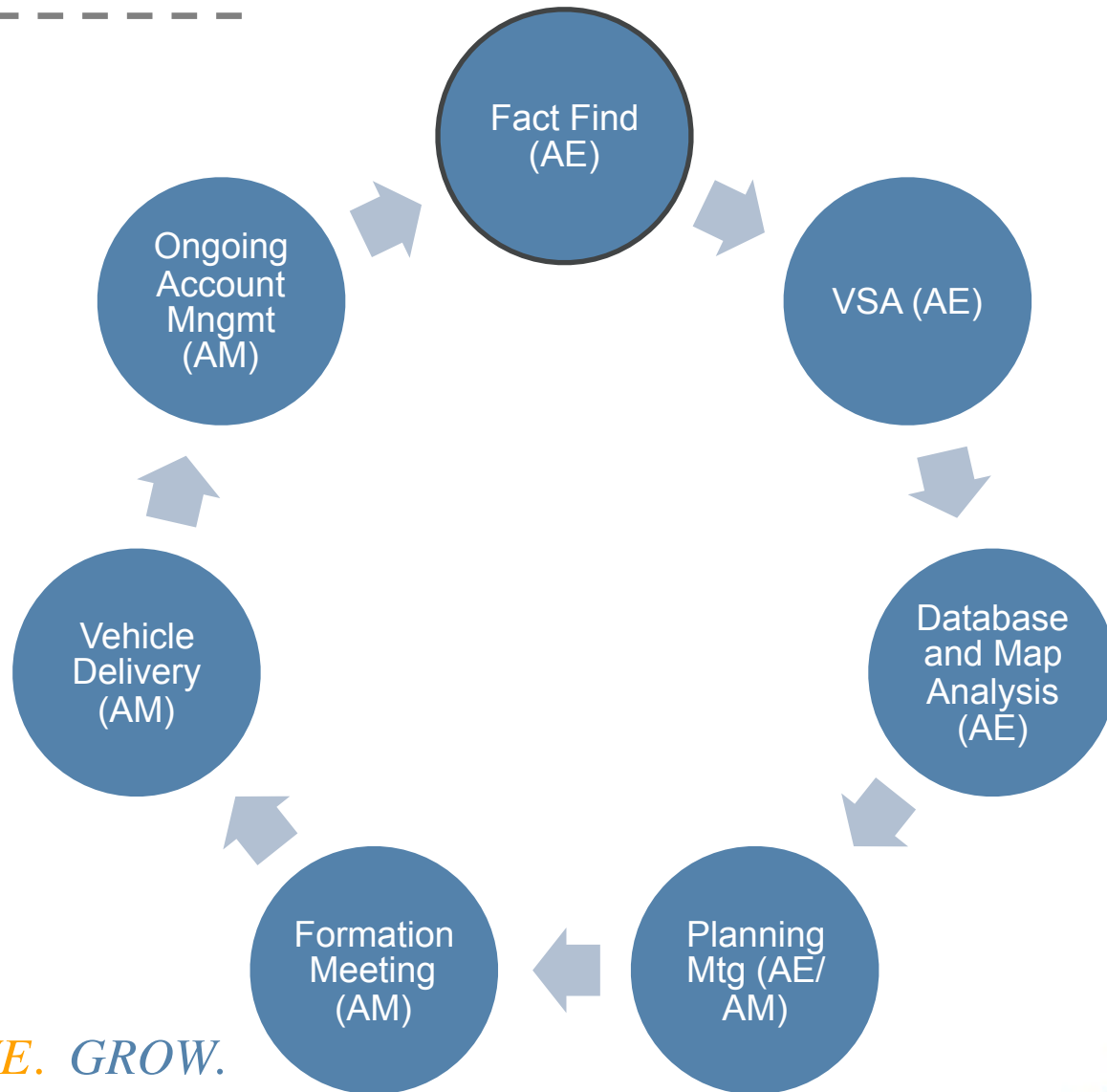
Enterprise Rideshare Process

Rhiannon Jones

Enterprise Rideshare Sales Account Executive



Process



LEAD. DRIVE. GROW.

Enterprise Rideshare Services

- Database mapping and cluster analysis
- Customized account management
- Onsite formation meetings and van demonstrations
- Subsidy program enrollment assistance

LEAD. DRIVE. GROW.

Vanpool Formation Meetings

- Face-to-face meetings held with a targeted group of employees at a company to:
 - Overview benefits/advantages vs. driving alone
 - Explain the Enterprise Rideshare program
 - Educate group of commuters to collectively make a decision to try the vanpool program

Employee Benefits

- Vanpooling cuts commuting costs on average by 50-75 percent
- Gas:
 - Fuel costs while driving alone can add up to the cost of riding in a vanpool. With gas prices above \$2.00 per gallon, this can cost you \$100* per month.
- Maintenance:
 - Taking your car to and from work every day increases the frequency of needing scheduled maintenance (e.g. brakes, oil change, etc.) as well as the increased likelihood of unscheduled repairs.

LEAD. DRIVE. GROW.

Employee Benefits... Continued

- Insurance:
 - Almost all major auto insurance companies offer significant discounts (10%-30%) to drivers who designate their vehicle as “recreational only,” which means you use it for everything but driving to work. Plus, some major insurance companies now offer pay as you drive insurance, further incentivizing low-mileage drivers.
- Vehicle Depreciation:
 - Depreciation is typically the most dramatic commuting cost and the most difficult to recognize. Commuting adds the most significant miles during your car’s life and lowers resale value by thousands of dollars when you decide to sell.
- Vanpooling is also tax-friendly
 - You may also be eligible to receive a tax break if your employer offers a pre-tax payroll deduction for mass transit. Check with your employer to see if they currently participate in this pre-tax benefit (IRS Tax Code 132(f)).

LEAD. DRIVE. GROW.

Estimated Pricing

- Pricing for vehicles will depend on the make/model/mileage traveled. Here are a couple of examples for a 2017 base model minivan. There is no minimum required participants to start a vanpool but we recommend a coordinator start with a total of 5 people in a van. Please note the pricing has not been finalized and is subject to change. This estimate is based off of a five day work week for a Cuyahoga county employer.

Round Trip Miles (MAX)	Monthly Mileage	Minivan (7-Pass) Base Rate/Month	GCRTA Subsidy (\$ 30/mile)	Monthly Price After Subsidy	Per Traveler Price (5)
40	840	\$1,200	\$252	\$948	\$189.60
80	1680	\$1,250	\$504	\$746	\$149.20
120	2520	\$1,350	\$756	\$594	\$118.80
160	3360	\$1,500	\$1,008	\$492	\$98.40

*The prices listed here are estimated based off of the 2017 Minivan (7 Passenger) and are subject to change.

LEAD. DRIVE. GROW.

Starting a New Vanpool

- Step 1. Your company signs VSA with Enterprise Rideshare to bring Vanpooling to your worksite.
- Step 2. Form a group, recommended 5 to start. (Formation Meeting)
- Step 3. Complete route and van roster sheet, provided by Rhiannon.
- Step 4. Complete online application and driver verification.
- Step 5. Choose vehicle (van show) and work with employer for pre-tax deduction (if available).
- Step 6. Delivery of van and completion of delivery verification form.
- Step 7. Enjoy vanpooling with Enterprise!

LEAD. DRIVE. GROW.

Thank you

- ✓ Please reach out with interest to:
Rhiannon Jones at 440-885-6935
or email rhiannon.jones@ehi.com

ENTERPRISE HOLDINGS.

LEGACY FOR