

New Vehicle from Dealer Stock: Cash Upfront, \$1 remaining book balance				
	2020 Toyota Corolla LE 4dr Sedan			
	\$18,902.40 Delivered Price ⁶		\$19,223.40 Delivered Price ⁶	
	<i>Due at Delivery</i>	<i>Monthly Costs</i>	<i>Due at Delivery</i>	<i>Monthly Costs</i>
Cash Upfront for Vehicle (inc. tax) ¹	\$20,649.78		\$21,000.47	
Management Fee ²		\$30.61		\$31.09
Full Maintenance Program ³		\$30.73		\$30.73
Geotab Telematics ⁴	\$54.00	\$24.00	\$54.00	\$24.00
Sales Tax		\$2.83		\$2.88
Reduced Book Value ⁵	\$0.40		\$0.40	
Due at Vehicle Delivery	\$20,703.78		\$21,054.47	
Monthly Payment to EFM for Services		\$88.17		\$88.70
<i>Quantity</i>	<i>4</i>	<i>4</i>	<i>1</i>	<i>1</i>
Total by Quantity	\$82,815.12	\$352.68	\$21,054.47	\$88.70
Total Due at Delivery	\$103,869.59			
Total Monthly Operating Costs		\$441.38		

NOTES

* Leases built for a 60 month term and 7,500 annual miles.

¹ Includes total vehicle cost minus \$1.00.

² Management fee covers all services provided by Enterprise Fleet Management including, but not limited to: dedicated account team for fleet planning and administrative activities, online fleet management tool and mobile application, and proprietary tools for vehicle selection and fleet analysis.

³ Full Maintenance Program includes preventative maintenance and unscheduled repairs, it does not include wear items such as brakes and tires. Contract mileage is set at 40,000 total miles. Overmileage will be billed at \$0.04 per mile or it can be decided to stop the program when vehicle hits 40,000 miles.

⁴ GeoTab monthly rate is based on the 'Pro Fleet Plan' pricing for the Sprint plan.

⁵ Reduced book value is the remaining balance at lease term. At lease term, that value can be paid in full, extend lease payments until paid off or sell the vehicle and deduct the RBV from sale proceeds.

⁶ Delivered price of the vehicle is based on current units found in dealer stock PLUS markup and additional options. Subject to change due to availability of units.

All pricing is subject to credit approval and final government bid assistance from manufacturer at time of vehicle order.

Additional "soft cost" benefits to partnership with Enterprise Fleet Management:

Improved safety of HACCC employee drivers	Reduced employee downtime for vehicle maintenance, repairs and breakdowns
Consolidated vehicle reporting available anytime through EFM website	Improved employee morale and image
Sustainable and consistent fleet plan	Reduced carbon footprint for vehicle usage
Fixed and controlled fleet costs for more accurate budgeting	Dedicated, local account team for program support, consultation and planning
Takes HACCC out of the vehicle business to allow more focus on important work for the agency	