

DOAS Creates New Statewide Motor Pool for Business Travel

Convenience, enhanced service and cost savings highlight the Georgia Department of Administrative Services' new contract with Enterprise Rent-A-Car Company. Under the Procurement Transformation Initiative, this agreement provided an outsourced solution for the DOAS Motor Pool and combined the requirements for a vendor to provide in-state car rental services. The combination of these objectives into one contract essentially created a state-wide-motor pool. The in-state car rental portion of the new program went into effect in April of this year. The Capitol Hill Motor Pool began operating the following month.

Under the agreement, Enterprise Rent-A-Car will not only provide all in-state car rentals, but will also manage the operation of the Capital Hill Motor Pool. Enterprise Rent-A-Car has more than 200 locations across the state. The combination of statewide availability and a Capitol Hill location makes car rental easy and accessible throughout the state.

The contract provides state workers with a greater variety of vehicles to choose from, along with a much newer fleet of cars. Prior to the new partnership with Enterprise, the mileage of DOAS motor pool rental vehicles often exceeded 135,000 miles. With Enterprise's continuous vehicle renewal, most travelers will sit down in the driver's seat and see an odometer reading of less than 20,000 miles, with many rental vehicles being brand new from the factory. Half-day rentals at extremely competitive prices are also available if a rental car is needed for local business not requiring an overnight stay.

The new agreement brings with it a number of conveniences, giving state workers added flexibility in making and carrying out travel plans. In-state car rentals formerly required a round-trip booking, returning the vehicle to the point of origin. Now, one-way rentals are an option at no charge, allowing travelers to combine air travel or ridesharing with vehicle rental. As another convenience, the rental office hours have been extended to 6 pm, Monday through Friday, to include half day service on Saturday. Anyone needing a car for a Sunday night or early Monday morning departure will no longer have to get the car before the close of business on Friday at the Capitol Hill location, cars can be picked up at any one of the 200 Enterprise locations. Some locations also feature Sunday pick up service.

Not only does the customer have access to Enterprise's extensive number of rental locations, but access to renting a vehicle on-line has improved. The state portal for vehicle rentals has been established at www.enterprise.com/stateofgeorgia. Agencies can also have a customized reservation portal provided by Enterprise that incorporates their internal business practices. Reservations are booked real-time.

In addition to added convenience, the positive financial impact of the new contract is significant. There is, of course, the obvious savings from reduced maintenance costs

required to maintain an aging state rental fleet and other associated operating costs. The state was also faced with making over \$100,000 in upgrades to DOAS' fuel tanks located at the DOAS Motor Pool. The upgrade was necessary in order to avoid environmental concerns in the future. As a result of this contract, these modifications are no longer necessary. The overall immediate financial benefit that includes operating expenses and vehicle replacement is approximately \$1.3 million the first year, in addition to increased rental rates to GBA for office space and other contract related space now leased to Enterprise.

Creation of a state-wide motor pool with impressive cost savings and increased convenience for our customers is only one example of the outcome of the state's Procurement Transformation Initiative. More information on the new Enterprise Rent-A-Car program can be obtained by visiting www.ofm.doas.georgia.gov.

#