

BID NUMBER ITB FS 15-005

TO: CITY OF LONG BEACH
CITY CLERK – ATTN: SOKUNTHEA KOL
333 West Ocean Boulevard, Plaza Level
Long Beach, California 90802



INVITATION TO BID

CITYWIDE VEHICLE LEASING

CONTRACT NO. **33860**

1. COMPLETE CONTRACT:

This Invitation to Bid, together with THE NOTICE INVITING BIDS, the entire Bid (including Specifications), or any items(s) thereof, the signature page, Instructions to Bidders, General Conditions, Special Conditions, Bid Section, Addendums, and when required, CONTRACTOR'S BOND shall become the Contract upon its acceptance by the City Manager or designee on behalf of the City of Long Beach. Contractor will be provided with a copy of the executed Contract. All materials or services provided by the Contractor shall comply with the City Charter, and all applicable Federal, State and City Laws.

2. SERVICES TO BE PROVIDED BY THE CONTRACTOR:

Contractor shall upon acceptance of this Bid by the City, furnish the goods and services herein specified according to the terms and conditions set forth herein.

3. AMOUNT TO BE PAID:

The City shall pay Contractor for the goods or services as described in the section entitled "PAYMENT" in the Instructions to Bidders.

4. CHOICE OF ALTERNATE PROVISIONS; OPTIONS; NOTIFICATION:

When alternative provisions are requested, or options are offered, Contractor will be notified as to which provision, or option, is being accepted at the same time that he is notified that he is the successful Bidder.

5. DECLARATION OF NON-COLLUSION:

The undersigned certifies or declares under penalty of perjury that this Bid is genuine and not sham or collusive, or made in the interest or on behalf of any person or entity not herein named; that the Bidder has not directly or indirectly induced or solicited any other Bidder to submit a sham bid, or any other person or entity to refrain from bidding, and that the Bidder has not in any manner sought by collusion to secure to himself any advantage over other Bidders.

BIDDER MUST COMPLETE AND SIGN BELOW:

(Signature of Corporate Officers or persons authorized to sign bids and contracts on behalf of the Contractor – refer to page 2 Instructions Concerning Signatures.)

EXECUTED AT: St. Louis, Missouri ON THE 22 DAY OF October, 20 14.

COMPANY NAME: Enterprise FM Trust, Enterprise Fleet Management, Inc. TIN: [REDACTED] (FEDERAL TAX IDENTIFICATION NUMBER)

STREET ADDRESS: 600 Corporate Park Dr. CITY: St. Louis STATE: MO ZIP: 93105

PHONE: (314) 274-5490 FAX: (314) 255-1467

SI Natonya A. Demulling (SIGNATURE) Assistant Vice President (TITLE)

Natonya Demulling (PRINT NAME) tonya.a.demulling@efleets.com (EMAIL ADDRESS)

SI [Signature] (SIGNATURE) ASSISTANT VICE PRESIDENT (TITLE)

DAVID S. SHARP (PRINT NAME) david.g.sharp@efleets.com (EMAIL ADDRESS)

ALL SIGNATURES MUST BE NOTARIZED FOR ALL COMPANIES LOCATED OUTSIDE THE STATE OF CALIFORNIA.
NO OUT-OF-STATE BID WILL BE CONSIDERED UNLESS A NOTARIAL ACKNOWLEDGMENT IS ATTACHED.
NOTARIES ARE NOT REQUIRED FOR CALIFORNIA BIDDERS.

IN WITNESS WHEREOF the City of Long Beach has caused this contract to be executed as required by law as of the date stated below.

THE CITY OF LONG BEACH

BY [Signature] Director of Financial Management

5/21/15 Date

APPROVED AS TO FORM

May 20, 20 15.
CHARLES PARKIN
CITY ATTORNEY

[Signature] Deputy

Rev 01.27.10

BID NUMBER ITB FS 15-005

The City of Long Beach is committed to provide maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

The following information is submitted regarding the Bidder:**Legal Form of Bidder:**

Corporation ☒ State of Missouri
 Partnership ☐ State of _____

General ☐ Limited ☐

Joint Venture ☐

Individual ☐

DBA _____

Limited Liability Company ☐ State of _____

Composition of Ownership (more than 51% of ownership of the organization):**OPTIONAL****Ethnic (Check one):**

☐ Black ☐ Asian ☐ Other Non-white
☐ Hispanic ☐ American Indian ☒ Caucasian

Non-ethnic Factors of Ownership (check all that apply):

☒ Male ☐ Yes - Physically Challenged ☐ Under 65
☐ Female ☒ No - Physically Challenged ☒ Over 65

Is the firm certified as a Disadvantaged Business: ☐ Yes ☒ No

Has firm previously been certified as a minority-owned and/or woman-owned business enterprise by any other agency?

☐ Yes ☒ No

Name of certifying agency: _____

INSTRUCTIONS CONCERNING SIGNATURES

Please use the proper notary form, which applies to your type of organization on all Bid documents, attachments and bonds requiring a signature by officers of your company.

NOTE: FAILURE TO COMPLY MAY RESULT IN DISQUALIFICATION OF YOUR BID.

INDIVIDUAL (Doing Business As)

- The only acceptable signature is the owner of the company. (Only one signature is required.)
- The owner's signature must be notarized if the company is located outside of the state of California.

PARTNERSHIP

- The only acceptable signature(s) is/are that of the general partner or partners.
- Signature(s) must be notarized if the partnership is located outside of the state of California.

CORPORATION

- Two (2) officers of the corporation must sign.
- Each signature must be notarized if the corporation is located outside of the state of California.

OR

- The signature of one officer or the signature of person other than an officer is acceptable if the Bid is accompanied by a certified corporate resolution granting authority to said person to execute contracts on behalf of the corporation.
- Signature(s) must be notarized if the corporation is located outside of the state of California.

LIMITED LIABILITY COMPANY

- The signature on the Bid must be a member or, if the Articles provide for a manager, must be the manager. (Only one signature is required.)
- Signature must be notarized if the company is located outside of the state of California.

**THIS INFORMATION IS AVAILABLE IN AN ALTERNATIVE FORMAT BY
 CONTACTING 562-570-6200.**

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of Missouri

County of St. Louis

On Oct. 22, 2014 Before me, Gail R. Crosby, Notary Public
DATE NAME, TITLE OF OFFICER – E.G. "JANE DOE, NOTARY PUBLIC"

Personally appeared Natonya Demulling
NAME(S) OF SIGNER(S)

☐ personally known to me - OR - ☒ proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



GAIL R. CROSBY
 My Commission Expires
 May 18, 2018
 St. Louis County
 Commission #14440339

WITNESS my hand and official seal.

Gail R. Crosby
SIGNATURE OF NOTARY

OPTIONAL

Though the data below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent reattachment of this form.

CAPACITY CLAIMED BY SIGNER

- ☐ INDIVIDUAL
☐ CORPORATE OFFICER

TITLE(S)
- ☐ PARTNER(S) ☐ LIMITED
☐ GENERAL
- ☐ ATTORNEY-IN-FACT
☐ TRUSTEE(S)
☐ GUARDIAN/CONSERVATOR
☐ OTHER:

SIGNER IS REPRESENTING:
 NAME OF PERSON(S) OR ENTITY(IES):

DESCRIPTION OF ATTACHED DOCUMENT

TITLE OR TYPE OF DOCUMENT

NUMBER OF PAGES

DATE OF DOCUMENT

SIGNER(S) OTHER THAN NAMED ABOVE

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of Missouri

County of St. Louis

On Oct. 22, 2014 Before me, Gail R. Crosby, Notary Public
DATE NAME, TITLE OF OFFICER - E.G. "JANE DOE, NOTARY PUBLIC"

Personally appeared David Shoop
NAME(S) OF SIGNER(S)

☐ personally known to me - **OR** - ☒ proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



GAIL R. CROSBY
 My Commission Expires
 May 18, 2018
 St. Louis County
 Commission #14440339

WITNESS my hand and official seal.

Gail R. Crosby
SIGNATURE OF NOTARY

OPTIONAL

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TITLE(S)
- ☐ PARTNER(S) ☐ LIMITED
☐ GENERAL
- ☐ ATTORNEY-IN-FACT
☐ TRUSTEE(S)
☐ GUARDIAN/CONSERVATOR
☐ OTHER:

SIGNER IS REPRESENTING:
 NAME OF PERSON(S) OR ENTITY(IES):

DESCRIPTION OF ATTACHED DOCUMENT

TITLE OR TYPE OF DOCUMENT

NUMBER OF PAGES

DATE OF DOCUMENT

SIGNER(S) OTHER THAN NAMED ABOVE

INSTRUCTIONS TO BIDDERS

BID NUMBER ITB FS 15-005

1. PREPARATION OF BID:

The preparation of the Bid, including visits to the Site prior to submittal of the Bid, shall be at the expense of Bidder. All prices and notations must be typewritten or written in ink. Any markings in pencil shall not form part of the Bid and shall be disregarded by the City. Any changes or corrections in the Bid must be initialed in ink by the person signing the Bid. Bidder shall state brand name or make of each item bid. If not bidding on item as described, the manufacturer's name and catalog number of the substitute must be given. Bidder shall also attach specifications and furnish other data to establish the suitability of the substitute. Bidder shall quote separately on each item. Bidder shall quote his lowest price and best delivery date as no changes are permitted after the bid opening. Cash discounts offered for payment within fourteen (14) days or less will not be considered when evaluating bids. No telephonic, telegraphic or fax Bids are acceptable.

NOTE: ALL PAGES OF THE INVITATION TO BID MUST BE RETURNED.

2. EXAMINATION OF BID:

Bidder is responsible for examining the Invitation to Bid and submitting its Bid complete and in conformance with these instructions.

3. CONDITIONS OF WORK:

Bidder shall carefully examine the Site to become fully informed regarding all existing and expected conditions and matters, which could affect performance, cost or time of the Work.

4. DISCREPANCIES IN BID DOCUMENTS:

If Bidder finds discrepancies in or omissions from the Invitation to Bid, if the intent of the Invitation is not clear, or if provisions of the Specifications restrict Bidder from bidding, he may request in writing that the deficiency(s) be modified. Such request must be received by the City Purchasing Agent at least five (5) working days before bid opening date. Bidders will be notified by Addendum of any approved changes in the Invitation to Bid.

5. ORAL STATEMENTS:

The City of Long Beach shall not be bound by oral statements made by any employee or agent concerning this Invitation to Bid. If Bidder requires specific information, Bidder must request it in writing and obtain a reply in writing from the City.

6. BRAND NAMES AND SPECIFICATIONS:

The detailed specifications and/or brand names stated are descriptive only and indicate quality, design and construction of items required. **Offers will be considered to supply articles substantially the same as those described herein but with minor variations. Bidders must describe variations in the Bid.** Substitute items must be equal in quality, utility and performance. **The phrase "or approved equal" throughout the specifications means that the City in its sole and absolute discretion shall make the final determination whether or not the substitute items are equal.**

7. AWARD:

Bid shall be subject to acceptance by the City for a period of three (3) months unless a lesser period is prescribed in the quotation by Bidder. The City reserves the right to award all items to one Bidder, or to award separate items or groups of items to various Bidders, or to increase or decrease the quantities of any item. Bidder may submit alternate prices or name a lump sum or discount conditional on two or more items being awarded to him.

The City's purchases of goods and services are based on the City's actual needs and requirements. The City is obligated under this contract/purchase order to purchase and pay for only those goods and services that the City needs and requires, and that the City actually orders and receives. Any dollar amount identified as a "not to exceed:" amount in any City document is not a guaranteed payment amount to any contractor or service provider. Furthermore, the City may determine that its needs and requirements may be met by City labor or by a second contractor or service provider, even after an award is made to one contractor or service provider. An award is not a promise or guarantee of exclusivity.

Bidders are cautioned that comments and statements, whether oral or written, made by City employees regarding the validity of Bids, the waiver of deviations from Specifications, the possibility or probability of an award being made to a particular Bidder, and other similar matters are NOT binding on the City. Bidders should not order materials, obtain financing or take other actions based on such comments and statements. Only authorization of a Contract by the City Council or issuance of a Purchase Order is conclusive and binding on the City with respect to this Bid and its resulting Contract or Purchase Order. However, prior to authorization by the City Council or issuance of the Purchase Order, Bidders may rely on: (1) approval of an "equal" or "substitute" item which will be issued in writing, and (2) written notice of intent to award by the City Council, which is often issued prior to the authorization by the City Council so that a Bidder can order materials that have a long lead time.

8. PAYMENT:

Payment terms are NET/30 unless Bidder otherwise quotes. All Cash Discounts shall be taken and computed from the date of delivery or completion and acceptance of the material, or from date of receipt of invoice, whichever occurs last. Invoices must be submitted as specified at the time of shipping authorization. Partial payments may be made by the City on delivery & acceptance of goods and on receipt of goods and on receipt of Contractor's invoice.

In the event the Contract to be awarded hereunder, including specifications and other documents incorporated therein by reference, provides for the withholding of moneys by the City to ensure performance of such Contract, Contractor may deposit with the City, as a substitute for said withheld moneys, securities listed in Section 16430 of the California Government Code or bank or savings and loan certificates of deposit, or both, equivalent to the amount withheld, provided Contractor requests permission to make such substitution and bears all expenses in connection therewith.

9. SAFETY APPROVAL:

Where required by City Regulations, any items delivered must carry Underwriters Laboratories Approval or City of Long Beach City Safety Officer approval. Failure to so comply will be cause to reject Bid. Also, any equipment must conform with the Safety Orders of the California Division of Industrial Safety and OSHA regulations.

10. BUSINESS LICENSE:

The Long Beach Municipal Code (LBMC) requires all businesses operating in the City of Long Beach to pay a business license tax. In some cases the City may require a regulatory permit and/or evidence of a State or Federal license. Prior to issuing a business license, certain business types will require the business license application and/or business location to be reviewed by the Development Services, Fire, Health, and/or Police Departments. For more information, go to www.longbeach.gov/finance/business_license.

INSTRUCTIONS TO BIDDERS

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11. PUBLIC WORK AND PREVAILING WAGES:

The Contractor to whom the contract is awarded, along with its subcontractors, shall pay not less than the general prevailing rate of per diem, holiday and overtime wages established by the Department of Industrial Relations (DIR) of the State of California for the locality in which the public work is to be performed for each craft, classification or type of worker needed to execute the contract. Refer to the California DIR's website, <http://www.dir.ca.gov/dlsr> for such prevailing wages and additional information.

The Director of Public Works of the City by and on behalf of the City Council has obtained from the Director of the Department of Industrial Relations of the State of California the general prevailing rate of per diem wages and the general prevailing rate of holiday and overtime work in the locality in which the public work is to be performed for each craft, classifications or type of workers needed to execute the Contract, and the same is on file with the City Engineer, 9th floor, City Hall, 333 W. Ocean Boulevard, Long Beach, California 90802. It shall be mandatory upon the Contractor to whom the Contract is awarded, and his Subcontractors to pay not less than the said prevailing rate of wages to all workers employed by Contractor or said Subcontractors in the execution of the Contract.

12. RIGHT TO REJECT:

The City reserves the right to reject at any time any or all Bids, or parts thereof, and to waive any variances, technicalities and informalities which do not impair the quality, utility, durability or performance of the items.

13. SAMPLES:

Samples of items when requested or required must be furnished to the City free of expense to the City and, if not destroyed by tests, will upon request be returned at Bidder's expense.

14. PRICES:

Prices shall be in accordance with those extended to k other governmental agencies. In case of error in extension of prices, unit price will govern. All prices must be firm for the Contract term unless the City specifically provides for adjustment.

15. CITY'S POLICY FOR MINORITY AND WOMEN-OWNED BUSINESSES:

The City of Long Beach is committed to providing maximum opportunities for Disadvantaged, Minority, Women and Long Beach Business Enterprises (DBEs, MBEs, WBEs and Local) to compete successfully in supplying our needs for products and services.

Please visit <http://www.longbeach.gov/purchasing/diversity.asp> for more information on the City's Diversity Outreach Program.

SUBCONTRACTORS

To assist the City in maintaining records of its Minority and Women Outreach Program, Bidder is requested to provide the following information. Answers are optional, and failure to answer will not disqualify Bid. If additional space is required, Bidder shall attach a separate sheet.

The following Minority- or Woman-owned subcontractors are to be utilized to provide equipment, material, supplies and/or services for this Contract requirement:

Company Name: N/A

Address: N/A

Commodity/Service Provided: _____

Circle appropriate designation: MBE WBE

Composition of Ownership (more than 51%)

Black	()	American Indian	()
Hispanic	()	Other Non-white	()
Asian	()	Caucasian	()

Certified by: _____

Valid thru: _____

Dollar value of participation: \$ _____

16. BID SUBMITTAL AND WITHDRAWAL OF BIDS:

Each Bid must be delivered to the location and received on or before the due date and time stated herein. Bids will not be accepted after the date and time stated herein. Bids may be withdrawn without prejudice providing the written request is received by the City Clerk no later than the time set for opening Bids. Withdrawals will be returned to Bidder unopened.

SUBMIT TO:

CITY OF LONG BEACH

CITY CLERK – ATTN: SOKUNTHEA KOL

333 W OCEAN BLVD/PLAZA LEVEL

LONG BEACH CA 90802

BID DUE DATE: October 30, 2014

TIME: 11:00 a.m.

IF BIDDER HAS ANY QUESTIONS REGARDING THIS INVITATION TO BID PLEASE CONTACT THE FOLLOWING CITY PERSONNEL.

A. COMMERCIAL (TERMS AND CONDITIONS, ETC)

<u>SOKUNTHEA KOL</u>	<u>(562) 570-6123</u>
BUYER	TELEPHONE NUMBER

17. BID OPENING PROCEDURES:

All bids are publicly opened and read in the Purchasing offices at the date and time noted on the Invitation to Bid.

Bid results are posted on the City's online system as soon as they have been reviewed for responsiveness. Bids are awarded to the lowest responsible and responsive bidder meeting the City's specifications. Bid results will not be given out via telephone, City email, or facsimile.

CAUTION: Only the City Council has authority to make an award, and a contract is not in effect until the City Council makes an award and contract documents (including insurance and bonds) are signed, submitted and approved.

Bid protest procedures may be obtained from the Buyer. Protests must be submitted within five (5) business days after the date on which the bids were opened.

18. INTER-AGENCY PARTICIPATION:

IF OTHER AGENCIES EXPRESS AN INTEREST IN PARTICIPATING IN THIS BID, WOULD YOU SUPPLY THE SAME ITEMS.

YES ☒ NO ☐

INSTRUCTIONS TO BIDDERS

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(If yes, any agency electing to participate in this Bid will order its own requirements without regard to the City of Long Beach. The City of Long Beach assumes no liability or payment guarantee on any units sold to participating agencies.)

19. AMERICANS WITH DISABILITIES ACT:

Contractor shall have and be allocated the sole responsibility to comply with the Americans with Disabilities Act of 1990 ("ADA") with respect to performance hereunder and contractor shall defend, indemnify and hold the City, its officials and employees harmless from and against any and all claims of failure to comply with or violation of the ADA as said claim relates to this Contract.

20. EQUAL BENEFITS ORDINANCE:

Bidders/Proposers are advised that any contract awarded pursuant to this procurement process shall be subject to the applicable provisions of Long Beach Municipal Code section 2.73 et seq., the Equal Benefits Ordinance. Bidders/Proposers shall refer to Attachment/Appendix for further information regarding the requirements of the Ordinance.

All Bidders/Proposers shall complete and return, with their bid/proposal, the Equal Benefits Ordinance Compliance form contained in the Attachment/Appendix. Unless otherwise specified in this procurement package, Bidders/Proposers do not need to submit supporting documentation verifying with their bids/proposals. However, supporting documentation verifying that the benefits are provided equally shall be required if the Bidder/Proposer that is selected for award of a contract.

CONTRACT – GENERAL CONDITIONS

1. Acceptance of the offer contained in this Contract is expressly limited to the terms and conditions of such offer as herein stated.
2. No charges for taxes, transportation, boxing, packaging, crating or returnable containers will be allowed and paid by the City unless separately stated hereon. All sales, use, excise or similar taxes to be paid by the City must be itemized separately hereon and on invoices. The City is exempt from payment of Federal Excise Tax under Certificate No. 95-73 0502K and none shall be charged to the City.
3. The City's obligation to pay the sum herein stated for any one fiscal year shall be contingent upon the City Council of the City appropriating the necessary funds for such payment by the City in each fiscal year during the term of this Contract. For the purposes of this section a fiscal year commences on October 1 of the year and continues through September 30 of the following year. In the event that the City Council of the City fails to appropriate the necessary funds for any fiscal year, then, and in that event, the Contract will terminate at no additional cost or obligation to the City.
4. Contractor shall deliver the materials, equipment, supplies or services, or cause the work to be performed, within the time and in the manner specified in the Contract. Times and dates stated herein are of the essence. If at any time Contractor has reason to believe that deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay shall be given immediately to the City. Deliveries must be prepaid. C.O.D. shipments will not be accepted.
5. The City reserves the right at any time to make changes in drawings and specifications, in methods of shipment and packaging and in place of delivery as to any articles covered by this Contract. In such event there will be made an equitable adjustment in price and time of performance mutually satisfactory to Contractor and the City; but any claim by Contractor for such an adjustment must be made within thirty (30) days of such change.
6. Contractor warrants that the goods, machinery or equipment delivered or the work performed hereunder shall conform to the specifications, drawings, samples or other description specified by the City and shall be fit and sufficient for the purpose intended, merchantable, of good material and workmanship, in good working order and free from defect or faulty workmanship for a period of ninety (90) days. When defective goods, machinery, or equipment or faulty workmanship is discovered which requires repair or replacement pursuant to this warranty, Contractor shall provide all labor, materials, parts and equipment to correct such defect at no expense to the City.
7. Contractor shall defend, indemnify and hold the City, its officials and employees harmless from any and all loss, damage, liability, demands, claims, causes of action, costs and expenses (including reasonable attorney' fees) for injuries to persons (including death) or damage or destruction of property connected with or arising from the negligent acts or omissions of Contractor, its officers, agents and employees in the performance of this Contract.
8. The City reserves the right to terminate this Contract at any time in whole or in part even though Contractor is not in default hereunder. In such event there will be made an equitable adjustment of the terms that is mutually satisfactory to the City and Contractor. Upon receipt of any notice of such termination, Contractor shall, unless such notice otherwise directs, immediately discontinue all work on the Contract and deliver, if and as directed, to the City all completed and partially completed articles, work in process and materials purchased or acquired for performance of the Contract. The provisions of this section shall not limit or affect the right of the City to terminate this Contract immediately upon written notice of breach.
9. The City reserves the right to cancel this Contract or any part thereof and reject delivery of goods if delivery is not undertaken and completed when specified and in accordance with specifications. Contractor shall be charged for any direct losses, but not any consequential damages, sustained by the City by reason of such delay or failure, excepting losses caused by a delay for reasons beyond Contractor's reasonable control. Direct losses shall include any costs to the city in excess of the Contract price of obtaining goods from other sources similar to those cancelled or rejected hereunder.
10. The City shall pay to Contractor the price(s) specified in the Contract on delivery of the materials, equipment, supplies or services and acceptance thereof by the City Manager or his designee, or upon completion of the work to be performed and accepted thereof, as specified in the Contract. Defective articles or articles not in accordance with the City's specifications shall be held for Contractor's instructions at Contractor's risk, and if Contractor so directs will be returned at Contractor's expense.
11. No return or exchange of material, equipment or supplies shall be permitted without written approval of the City Purchasing Agent.
12. All royalties for patents, or changes for the use of patents, which may be involved in any article to be furnished under this Contract shall be included in the Contract price.
13. In cases where a price subject to escalation has been agreed upon, the price escalation shall be shown as a separate item on the invoice. Unless an escalator clause has been shown as a specific part of this Contract Contractor shall not be entitled to reimbursement for costs incurred due to escalation.

CONTRACT – GENERAL CONDITIONS

14. All materials, supplies and equipment provided under this Contract shall be in full compliance with the Safety Orders and Regulations of the Division of Industrial Safety of the State of California, Title 8, California Code of Regulations (CAL/OSHA) and all applicable OSHA regulations as well as all other applicable California Code of Regulations. Contractor shall indemnify and hold the City, its officials, and employees harmless for, of and from any and all loss, including but not limited to fines, penalties and corrective measures, the City may sustain by reason of Contractor's failure to comply with said laws, rules and regulations in connection with the performance of this Contract.
15. Contractor shall keep confidential and not disclose to others or use in any way to the detriment of the City confidential business or technical information that the City may disclose in conjunction with this Contract or Contractor may learn as a result of performing this Contract.
16. This Contract shall not be assigned in whole or in part, nor any duties delegated without the City's prior written approval.
17. The remedies herein reserved shall be cumulative and additional to any other remedies at law or in equity. The waiver of any breach of this Contract shall not be held to be a waiver of any other or subsequent breach. The City's failure to object to provisions contained in any communication from Contractor shall not be deemed an acceptance of such provisions or a waiver of the provisions of this Contract.
18. This Contract shall not be amended or modified, except by written agreement signed by the parties and expressly referring to this Contract.
19. Contractor shall indemnify, hold harmless and defend the City, its officials and employees from any damage, claim, loss, cost, liability, cause of action or expense, including reasonable attorney's fees, whether or not reduced to judgment, arising from any infringement or claimed infringement of any patent, trademark or copyright, or misappropriation of confidential information or trade secrets of any third party and based on the manufacture, sale or use of goods, machinery or equipment supplied hereunder.
20. Contractor shall furnish further itemization and breakdown of the Contract price when requested by the City.
21. Contractor, in the performance of any work or the furnishing of any labor under this Contract, shall be considered as an independent contractor. Contractor, his agents and employees shall not be considered as employees of the City.
22. Contractor and subcontractor(s) shall not discriminate against any person in the performance of this Contract and shall comply with applicable federal, state and city equal employment opportunity laws, ordinances, rules and regulations. Contractor and subcontractor(s) shall not discriminate against any employee or applicant for employment or against any subcontractor on the basis of race, color, religion, national origin, sex, sexual orientation, AIDS, HIV status, age, disability, or handicap, subject to federal and state laws, rules and regulations.
23. Contractor shall comply with all applicable federal, state and local laws pertaining to the subject matter hereof.
24. Contractor shall submit samples of all documents that Contractor may require the City to execute to complete this transaction. By accepting these samples as part of the bid or by awarding the Contract to a Contractor who has submitted said samples, the City does not agree to the terms stated in said samples. This Invitation to Bid and Contractor's bid shall take priority over said samples and this Invitation and Contractor's bid shall become the Contract between the City and the Contractor.
25. All quantities stated herein are only ESTIMATES. The City reserves the right to increase or decrease these estimated quantities based on its actual needs and funds available.
26. The City reserves the right to exercise, at its option, an increase in expenditures by ten (10) percent annually, but the City does not guarantee such an increase.
27. Contractor shall cooperate with the City in all matters relating to taxation and the collection of taxes, particularly with respect to the self-accrual of use tax. Contractor shall cooperate as follows: (i) for all leases and purchases of materials, equipment, supplies or other tangible personal property totaling over \$100,000 shipped from outside California, a qualified Contractor shall complete and submit to the appropriate governmental entity the form in Appendix "A" attached hereto; and (ii) for construction contracts and subcontracts totaling \$5,000,000 or more, Contractor shall obtain a sub-permit from the California Board of Equalization for the Work site. "Qualified" means that the Contractor purchased at least \$500,000 in tangible personal property that was subject to sales or use tax in the previous calendar year.

In completing the form and obtaining the permit(s), Contractor shall use the address of the Work site as its business address and may use any address for its mailing address. Copies of the form and permit(s) shall also be delivered to the Purchasing Agent. The form must be submitted and the permit(s) obtained as soon as Contractor receives a notice of award. Contractor shall not order any materials or equipment over \$100,000 from vendors outside California until the form is submitted and the permit(s) obtained and, if Contractor does so, it shall be a material breach of the Agreement. In addition, Contractor shall make all purchases from its Long Beach sales office and the Long Beach sales office of its vendors if those vendors have a Long Beach office and all purchases made by Contractor under this Agreement which are subject to use tax of \$500,000 or more shall be allocated to the City of Long Beach. Contractor shall require the same form and permit(s) from its subcontractors.

CONTRACT – GENERAL CONDITIONS

Contractor shall not be entitled to and by signing this Contract waives any claim or damages for delay against City if Contractor does not timely submit these forms to the appropriate governmental entity. Contractor may contact Julissa Jose-Murray at 562-570-6869 for assistance with the form.

28. The California Integrated Waste Management Act (Public Resources Code, Sec. 40000 et seq.) requires governmental entities to achieve fifty (50) percent diversion of waste. In conjunction with the City's Integrated Resources Bureau, the City is currently developing an Environmentally Preferable Product (EPP) procurement plan. These guidelines enable the City Purchasing Agent to greatly expand procurement programs by moving beyond a singular consideration of "recycled-content". EPP procurement facilitates the purchase of products that qualify within a broad range of "environmentally preferable" criteria, such as: minimal packaging; energy savings; non-toxic; manufactured from sustainably-harvested materials. Contractor shall monitor products that fall within the EPP guidelines and document all criteria that qualifies the product as an EPP. Documentation from the manufacturer will be acceptable and may be required during the term of the Contract.

29. NOTICE TO BIDDERS REGARDING THE PUBLIC RECORDS ACT:

Responses to this Invitation to Bid become the exclusive property of the City of Long Beach. All Bids submitted in response to this Invitation to Bid are a matter of public record and shall be regarded as public records. Exceptions will be only those elements in each Bid that are defined by the Bidder as business or trade secrets and are marked as "Trade Secrets", "Confidential" or "Proprietary".

The City shall not be liable or responsible in any way for disclosure of any records not marked as "Trade Secrets", "Confidential" or "Proprietary". The City shall not be liable or responsible in any way for disclosure of any records so marked if disclosure is deemed to be required by law or by a court order.

30. THE FOLLOWING ADDITIONAL CONDITIONS APPLY ONLY IN CASES WHERE CONTRACTOR IS TO PERFORM WORK ON CITY PROPERTY:

- A. If at any time during the progress of the Work, Contractor shall allow any indebtedness to accrue for labor, equipment or materials, or which may become a claim against the City, Contractor shall immediately upon request from the City pay such claim or indebtedness or cause such lien to be dissolved and discharged by giving a bond or otherwise and, in case of his failure so to do, the City may withhold any money due Contractor until such claim or indebtedness is paid or may apply such money toward the discharge thereof; or in such event the City may, at its option, declare this Contract to be terminated, take possession and control of the Work, and complete the same or cause the same to be completed according to the specifications. Contractor shall pay to the City the difference between the Contract price and the actual cost to the City in completing or causing the Work to be completed.
- B. Contractor shall carry on the Work at its own risk until the same is fully completed and accepted and shall, in case of any accident, destruction or injury to the Work or materials before its final completion and acceptance, repair or replace the Work or materials so injured, damaged and destroyed, at his own expense and to the satisfaction of the City. When materials and equipment are furnished by others for installation or erection by Contractor, Contractor shall receive, unload, store and handle same at the Site and become responsible therefore as though such materials and equipment were being furnished by Contractor under the Contract.
- C. Contractor shall procure and maintain at Contractor's expense for the duration of the Contract the following insurance against claims for injuries to persons or damage to property which may arise from or in connection with the performance of the Contract by Contractor, its agents, representatives, employees or subcontractors:

- (1) Comprehensive General Liability: \$1,000,000 combined single limit for each occurrence or \$2,000,000 General Aggregate for bodily injury, personal injury and property damage, including products and completed operations coverage.

The City, its officials, employees and agents shall be named as additional insureds as respects: liability arising out of activities performed by or on behalf of Contractor; products and completed operations of Contractor; and premises owned, leased or used by Contractor.

- (2) Automobile Liability: \$500,000 combined single limit per accident for bodily injury and property damage covering owned, non-owned and hired vehicles.
- (3) Workers' Compensation as required by the California Labor Code and Employers Liability limits of \$1,000,000 per accident.

Any self-insurance program and self-insured retention must be separately approved in writing by the City.

Each insurance policy shall be endorsed to state that coverage shall not be cancelled by either party or reduced in coverage except after thirty (30) days prior written notice to the City.

Contractor shall maintain at its expense, until completion of performance and acceptance by City, from an insurer:

CONTRACT – GENERAL CONDITIONS

- a. Admitted (licensed) in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of V (capital surplus and conditional surplus funds of greater than \$10 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager, or
- b. Non-admitted in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of VIII (capital surplus and conditional surplus funds of greater than \$100 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager.

All coverages for Subcontractors shall be subject to the requirements stated herein and shall be maintained at no expense to the City.

Contractor shall furnish the City with certificates of insurance and original endorsements providing coverage as required above. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.

Before any of Contractor's or Subcontractor's employees shall do any Work on the City's property, Contractor shall furnish the City with the required certificates evidencing that such insurance is being maintained. Such certificates shall specify the date when such insurance expires. Such insurance shall be maintained until after the Work under the Contract has been completed and accepted.

Such insurance as required herein or in any other documents to be considered a part hereof shall not be deemed to limit Contractor's liability under this Contract.

D. INDEMNITY

- (1) Contractor shall indemnify, protect and hold harmless City, its Boards, Commissions, and their officials, employees and agents ("Indemnified Parties") from and against any and all liability, claims, demands, damage, loss, obligations, causes of action, proceedings, awards, fines, judgments, penalties, costs and expenses, including attorneys' fees, court costs, expert and witness fees, and other costs and fees of litigation, arising or alleged to have arisen, in whole or in part, out of or in connection with (a) Contractor's breach or failure to comply with any of its obligations contained in this contract, or (b) negligent or willful acts, errors, omissions or misrepresentations committed by Contractor, its officers, employees, agents, subcontractors, or anyone under Contractor's control, in the performance of work or services under this contract (collectively "Claims" or individually "Claim").
- (2) In addition to Contractor's duty to indemnify, Contractor shall have a separate and wholly independent duty to defend Indemnified Parties at Contractor's expense by legal counsel approved by City, from and against all Claims, and shall continue this defense until the Claims are resolved, whether by settlement, judgment or otherwise. No finding or judgment of negligence, fault, breach, or the like on the part of Contractor shall be required for the duty to defend to arise. City shall notify Contractor of any Claim, shall tender the defense of the Claim to Contractor, and shall assist Contractor, as may be reasonably requested, in the defense.
- (3) If a court competent jurisdiction determines that a Claim was caused by the sole negligence or willful misconduct of Indemnified Parties, Contractor's costs of defense and indemnity shall be (a) reimbursed in full if the court determines sole negligence by the Indemnified Parties, or (b) reduced by the percentage of willful misconduct attributed by the court to the Indemnified Parties.
- (4) The provisions of this Section shall survive the expiration or termination of this contract.

- E. Contractor shall list the name and location of the place of business of each Subcontractor who will perform work, labor or services for Contractor, or who specially fabricates and installs a portion of the Work or improvement in an amount in excess of one-half of one percent of Contractor's total contract cost. The Subcontractor list shall be submitted with Contractor's Bid.

CONTRACT – GENERAL CONDITIONS

PROJECT OVERVIEW

The City of Long Beach is seeking bids to furnish and deliver leased vehicles for a period of 12 months with the option to renew for four (4) additional one year periods in accordance with department needs and/or fund availability.

BID TIMELINE

Bid release date:	October 15, 2014
Questions due to the City:	October 20, 2014 by 11:00 AM
Answers from the City:	October 24, 2014 by 11:00 AM
Bid due date:	October 30, 2014 by 11:00 AM

BID SUBMISSION INSTRUCTIONS

It is recommended that bidders visit the City's website www.longbeach.gov/purchasing on a regular basis for any addenda to the bid.

Additional Document Submittals: Bidders that do not include the items listed below with their bids will be deemed non-responsive and their bids will be rejected.

- ☒ Reference List (Attachment A)
- ☒ W-9 Form (Attachment B)
- ☒ Insurance Requirements (Attachment C)
- ☒ Equal Benefits Ordinance Form (EBO) (Attachment D)
- ☒ Secretary of State Certification Print-Out (Attachment E)

Bidders shall submit one (1) original of the bid marked "ORIGINAL" **and** one (1) identical copy marked "COPY", **and** one (1) digital copy (Flashdrive, CD, etc). All of these items shall be included in a sealed envelope and addressed to:

City of Long Beach
C/O City Clerk
Attn: Sokunthea Kol
333 W. Ocean Blvd., Plaza Level
Long Beach, CA 90802

Bids shall be clearly labeled in a sealed envelope or box as follows:

ITB FS15-005 CITYWIDE VEHICLE LEASING

Bids must be received by 11:00 AM PT, October 30, 2014. Bids that do not arrive by the specified date and time WILL NOT BE ACCEPTED. Bidders may submit their bid any time prior to the above stated deadline.

No questions will be answered over the phone. All questions must be submitted in writing and emailed to purchasingbids@longbeach.gov attention Sokunthea Kol.

REFERENCES

Bidder shall furnish a list of five (5) current customers, including company name, street address, telephone number and contact person, for whom Bidder has provided similar items and quantities. The City intends to contact these customers to determine product reliability, performance and other information. Failure to include customer's references will result in rejection of bids. See Reference Information form attachment.

AWARD

The City prefers to award to a single contractor but reserves the right to award contract to multiple vendors. The City reserves the right in its sole discretion to award all items to one bidder, or to award separate items or groups of items to various bidders, or to increase or decrease the quantities of any item. The City reserves the right to reject at any time any or all bids.

RIGHT TO REJECT BID

The City reserves the right, in its discretion, to reject any and all Bids and, to the extent not prohibited by law, to waive any minor irregularity or informality in any Bid that does not affect the validity of the Bid or does not give the bidder a competitive advantage over other bidders.

BID PROTEST PROCEDURES**Who May Protest**

Only a bidder who has actually submitted a bid proposal is eligible to protest a bid. The City will not accept or entertain bid protests from manufacturers, vendors, suppliers, subcontractors or the like. A bidder may not rely on the bid protest submitted by another bidder, but must timely pursue its own protest.

Time for Protest

A bidder desiring to protest a bid shall file the protest within five (5) business days following the date on which bids were opened. The Business Relations Bureau Manager must receive the protest by the close of the business on the fifth (5th) business day following the bid opening.

Form of Protest

The protest must be in writing and signed by the individual who signed the bid or, if the bidder is a corporation, by an officer of the corporation, and addressed to the Business Service Bureau Manager. A protest shall not be made by e-mail or fax and the City will not accept such. A protest must set forth a complete and detailed statement of the grounds for the protest and include all relevant information to support the grounds stated, must refer to the specific portion(s) of the contract documents upon which the protest is based, and shall include a valid e-mail address, street address, and phone number sufficient to ensure the City's response will be received.

Once the protest is received by the Business Service Bureau Manager, the City will not accept additional information on the protest unless the City itself requests it. In that case, the additional information must be submitted within three (3) business days after the request is made and must be received by the Business Service Bureau Manager by the close of the business on the third (3rd) business day.

The Business Service Bureau Manager or designee will respond, by e-mail or regular mail to the addresses provided in the protest, with a decision regarding the protest within ten (10) business days following receipt of the protest or, if applicable, the receipt of requested additional information.

The decision of the Business Service Manager shall be final and conclusive.

The procedure and time limits set forth herein are mandatory and are the bidder's sole and exclusive remedy in the event of bid protest. The bidder's failure to comply with these

CONTRACT – GENERAL CONDITIONS

procedures shall constitute a waiver of any right to further pursue a bid protest, including filing a Government Code Claim or initiation of legal proceedings.

INSURANCE See Requirements on page 9, Section 30 C.

REGISTRATION WITH CALIFORNIA SECRETARY OF STATE WEBSITE

Awarded vendors/contractors must be registered with the California Secretary of State prior to contract execution. For more information, please consult:

<http://www.sos.ca.gov> See Appendix E.

Please include a printout of your business entity from the website.

COMPANY BACKGROUND AND REFERENCES

Bidder must provide a company profile. Information provided shall include:

- Location of the company offices.
- Location of the office servicing any California account(s).
- Number of employees both locally and nationally.
- Location(s) from which employees will be assigned.
- Name, address and telephone number of the vendor's point of contact for a contract resulting from this ITB.
- Company background/history and why vendor is qualified to provide the services described in this ITB.
- Length of time vendor has been providing services described in this ITB to the **public and/or private sector**. Please provide a brief description.
- Resumes for key staff to be responsible for performance of any contract resulting from this ITB.

DELIVERY & SHIPPING

Prices quoted shall include all cost to the City of Long Beach. No other fees or charges will be accepted.

CONTRACT PERIOD:

This contract will be for a period of twelve (12) months with four annual renewal options at the discretion of the City. The contract term will not exceed 60 months.

Extension option:

This contract is subject to extension for four additional one (1) year periods from the date of expiration of this contract, at the option of the City Manager and upon mutual agreement, in accordance with the option granted in your bid.

Price increase shall not exceed ^{approximately} 2 % during first extension period.

Price increase shall not exceed ^{approximately} 2 % during second extension period.

Price increase shall not exceed ^{approximately} 2 % during third extension period.

Price increase shall not exceed ^{approximately} 2 % during fourth extension period.

Payment Terms: NET 30. If other, specify here _____

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

BIDDING QUALIFICATIONS AND FACILITIES

Bidder shall be authorized to provide vehicle leasing services in the State of California.

Leased vehicles shall be Original Equipment Manufacture (OEM).

SUPPLIER LOCATION

The awarded vendor will maintain a vehicle lot within twenty-five (25) miles of the City of Long Beach or will provide vehicle pick-up and delivery to 2600 Temple Ave., Long Beach CA 90806-2209 at no cost to the City.

Address and Contact Information:

State business address, name of a person and phone number of location that will service the City (must have a person's name).

Business Address: Enterprise Fleet Management
17210 S. Main St., 103
Gardena, CA 90248

Contact Name: Gia Madatyan

Contact Direct Phone: (310) 817-7377

Contact Cell: (310) 346-6962

Contact Fax: (310) 817-8377

Contact Email: Gia.Madatyan@efleets.com

GENERAL

It is the intent of the following specifications to describe new current production vehicles.

The body, finish and fittings shall be the latest model, shall not have been used in demonstrator or other service, and shall be factory standard in all respects not in conflict with the following specific requirements. All work and material furnished shall be subject to the approval of the Fleet Services Bureau.

These specifications indicate minimum requirements for the needs of the City of Long Beach as concerns this equipment. However, it shall in all respects meet standards and safety requirements established for equipment of this type by the appropriate State and Federal Agencies.

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

Evidence of compliance with requirements of these specifications shall be based on manufacturer's data sheets applicable to this equipment. Such data sheets shall be included with and made a part of this quotation.

Bids shall be considered on equipment complying substantially with these specifications, provided all deviations are stated and all substitutions are described, including technical data where applicable, in a letter attached to the bid.

The City of Long Beach reserves the right to determine whether such substitutions are within the intent of these specifications and shall reasonably meet the service requirements of the City of Long Beach.

Each unit provided through bid process shall be provided with: all related manuals to include, service, and operators.

BRAND NAMES

Whenever in the specifications any material or process is indicated or specified by patent or proprietary name and/or by name of manufacturer, such specifications shall be used for the purpose of facilitating descriptions of the material and/or process desired and shall be deemed to be followed by the words "or equivalent".

Bidder may offer any material or process which shall be equal in every respect to that so indicated or specified, provided however, that if the material, process or article offered by the bidder is not, in the opinion of the City of Long Beach, equal in every respect to that specified, then the bidder must furnish the material, process or article specified or one that in the opinion of the City of Long Beach is the equal thereof in every respect.

If bidder desires to bid an "approved equal" item, the bidder shall submit a request to do so to the City in writing no later than seven (7) working days before bid opening. The request shall include all data necessary to substantiate that the item is equal. The City will notify the bidder, in writing, of approval or disapproval of the equivalent item no later than three (3) working days before bid opening.

CONDITIONS

The design of the complete unit shall embody the latest approved automotive engineering practices and the workmanship must be of the highest quality in its respective field. The bidder shall be responsible for the integrity of the completed unit. The unit shall be completely equipped as specified and be ready for immediate service upon delivery.

The unit shall comply with the latest editions of the California Vehicle Code, California Code of Regulations, SAE Standards, Federal Motor Vehicle Safety Standards, DOT Standards, provisions of Cal/OSH0A, and ANSI Z245.1 Safety Standards. The omission from the specifications of any standard feature as shown in the manufacturer's brochure shall not alleviate the bidder from their responsibility of furnishing a specified vehicle with all of the manufacturer's latest improvements in current production unless specifically deleted in the specifications.

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

The complete unit(s) and all components shall be standard production items unless otherwise specified.

VEHICLE REGISTRATION

Bidder shall supply all vehicle certification, and registration; necessary for operation in the State of California.

Vehicle weight certificates shall be supplied when vehicle has been constructed from a cab, and chassis.

REVOLVING LEASE

Authorized City employees shall be able to exchange vehicles for like vehicles after giving one (1) business day notice to the awarded vendor. Vehicle exchanges will occur during normal business hours, defined as Monday through Friday, 9:00am to 5:00pm.

The awarded vendor will maintain a vehicle lot within twenty-five (25) miles of the City of Long Beach or will provide vehicle pick-up and delivery to 2600 Temple Ave., Long Beach CA 90806-2209.

Charge per vehicle exchange \$ 0, *the City is responsible for the Reduced Book Value and Enterprise can help facilitate replacement vehicles.*

WARRANTY/MAINTENANCE AND SERVICE

Vendor Responsibility

- All leased vehicles will be provided with the standard manufacturer's warranty.
- Bidder shall guarantee the complete unit furnished under these specifications against defects in material and workmanship for the complete term of the lease.
- Bidder shall repair or replace any such item(s) necessary during the warranty period at its own cost and expense, without cost to the City.

City of Long Beach Responsibility

All leased vehicles will be maintained by the City of Long Beach to standards which meet or exceed manufacturer suggested maintenance schedules.

SPECIFICATIONS **CITYWIDE VEHICLE LEASING**

Vehicle types and quantities listed below are the City's best estimates of future lease numbers. The City does not guarantee any minimum number of vehicle leases. Future leases are based on department needs and/or fund availability. Alternative vehicle makes and models are welcome, particularly imported brands reflective of the Long Beach Community (e.g. Kia, Hyundai).

Please see below for the list of excluded vehicles.

Category (Vehicle Type)	Example (Make/Model or Approved Equal)	Annual Mileage Per Vehicle	Estimated Quantities				
			FY15	FY16	FY17	FY18	FY19
Mid Size SUV 4D	Chevy Equinox Toyota 4Runner Nissan Pathfinder	12,000 24,000	5	5	8	12	14
Full Size SUV 4D	Chevy Tahoe Toyota Sequoia	12,000 24,000	1	1	7	12	14
Mid Size Sedan 4D	Toyota Corolla Nissan Altima Honda Accord	12,000 24,000	3	3	5	6	7
Full Size Sedan 4D	Toyota Camry Nissan Maxima	12,000 24,000	0	1	3	6	8
Sport Coupe 2D	Dodge Challenger	12,000 24,000	0	0	1	1	2
Full Size Pickup 4D	Ford F150 Crew Chevy Silverado 1500 Toyota Tundra SR5 Nissan Titan	12,000 24,000	3	3	4	6	7
Mid Size Pickup 4D	Nissan Frontier Toyota Tacoma Chevy Colorado	12,000 24,000	1	1	3	5	6
Mini Van 4D	Dodge Caravan Toyota Sienna Nissan Quest	12,000 24,000	6	6	9	12	17
Full Size Van Passenger	Ford E350 Ford E250	12,000 24,000	0	0	0	0	4
			19	20	40	60	80

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

Excluded Vehicles Makes and Models:

Chevrolet Malibu
Chevrolet Impala
Ford Escape
Ford Explorer
Ford Fusion
Ford Mustang

Equipment Listing:

<p>Mid-size Sport Utility Vehicle Number to be Leased – 5, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>	<p>Full-size Sport Utility Vehicle Number to be Leased – 1, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V8 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 7 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>
<p>Mid-size Sedan Number to be Leased – 1, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic Front Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>	<p>Full-size Sedan Number to be Leased – 0, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic Front Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

<p>Sport Coupe Number to be Leased – 0, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic Rear Wheel Drive Brakes: Four-wheel ABS brakes Doors: 2 Required Seating: 4 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>	<p>Full-size Pick Up Number to be Leased – 3, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>
<p>Mid-size Pick Up Number to be Leased – 1, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Doors: 4 Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>	<p>Mini Van, Passenger Number to be Leased – 6, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V6 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Required Seating: 5 Power Windows/Door locks Keyless Entry Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors</p>
<p>Full-size Van Passenger ¾ Ton Number to be Leased – 0, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V8 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Required Seating: 5 Power Windows/Door locks Keyless Entry</p>	<p>Full-size Cargo Van ¾ Ton Number to be Leased – 0, first year MINIMUM REQUIRED OPTIONS OF OFFERED VEHICLE California Emissions System Engine: V8 Transmission: Automatic 2 Wheel Drive Brakes: Four-wheel ABS brakes Required Seating: 5 Power Windows/Door locks Keyless Entry</p>

SPECIFICATIONS
CITYWIDE VEHICLE LEASING

Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors	Air Conditioning AM/FM, CD, Aux input Radio Driver and passenger front-impact airbags Front passenger airbag occupancy sensor Back up (proximity) sensors
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BID SECTION
CITYWIDE VEHICLE LEASING

COMPANY NAME: Enterprise Fleet Management

We propose the following listed lease rates for various vehicle types listed below to the City of Long Beach in accordance with the Bid Specifications, for the Citywide Vehicle Leasing Services for the City of Long Beach as follows:

12-month Lease

MF=management fee

Category (Vehicle Type)	Base Mileage	Est. Qty	Base Mileage Price <i>Includes Tax</i>	Total Cost (Qty x Base Price)	Excess Mileage Rate Per Mile	Vendor's Implied Internal Rate of Return (IRR) %	Early Termination Fee
Mid Size SUV 4D	12,000	5	\$ 953.42	\$ 4767.12	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	5	\$ 992.10	\$ 4960.52	\$ NA	4.20 + 0.06% MF	\$ NA
Full Size SUV 4D	12,000	1	\$ 1251.48	\$ 1251.48	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	1	\$ 1302.55	\$ 1302.55	\$ NA	4.20 + 0.06% MF	\$ NA
Mid Size Sedan 4D	12,000	3	\$ 948.68	\$ 2846.04	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	3	\$ 987.16	\$ 2961.49	\$ NA	4.20 + 0.06% MF	\$ NA
Full Size Sedan 4D	12,000	1	\$ 909.74	\$ 909.74	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	1	\$ 946.60	\$ 946.60	\$ NA	4.20 + 0.06% MF	\$ NA
Sport Coupe 2D	12,000	0	\$ 1110.51	\$ 0	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	0	\$ 1155.72	\$ 0	\$ NA	4.20 + 0.06% MF	\$ NA
Full Size Pickup 4D	12,000	3	\$ 910.24	\$ 2730.72	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	3	\$ 947.12	\$ 2841.37	\$ NA	4.20 + 0.06% MF	\$ NA
Mid Size Pickup 4D	12,000	1	\$ 845.96	\$ 845.96	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	1	\$ 880.17	\$ 880.17	\$ NA	4.20 + 0.06% MF	\$ NA
Mini Van 4D	12,000	6	\$ 966.49	\$ 5798.97	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	6	\$ 1005.72	\$ 6034.31	\$ NA	4.20 + 0.06% MF	\$ NA
Full Size Van Passenger	12,000	0	\$ 994.37	\$ 0	\$ NA	4.20 + 0.06% MF	\$ NA
	24,000	0	\$ 1034.76	\$ 0	\$ NA	4.20 + 0.06% MF	\$ NA

City of Long Beach ITB FS 15-005
12 Months Open End Lease

Category (Vehicle Type)	QTY	Vehicle Description	Mileage	Term	Depr %	Base Lease Payment	Use Tax	Monthly Payment (includes Tax)	Total Cost X Quantity	Reduced Book Value (balance at term)	Estimated Market Value at Term
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	12,000	12	3.25	\$628.64	\$56.58	\$685.21	\$3,426.07	\$10,471.26	\$15,907.00
	5	Chevy Equinox 1LT (V6)	12,000	12	3.25	\$874.70	\$78.72	\$953.42	\$4,767.12	\$14,714.42	\$20,735.00
	5	Kia Sorento EX FWD (V6)	12,000	12	3.25	\$983.02	\$88.47	\$1,071.49	\$5,357.44	\$16,582.24	\$20,927.00
	5	Nissan Pathfinder SV FWD (V6)	12,000	12	3.25	\$989.10	\$89.02	\$1,078.12	\$5,390.60	\$16,687.16	\$22,288.00
	5	Toyota Highlander LE FWD (V6)	12,000	12	3.25	\$1,036.36	\$93.27	\$1,129.63	\$5,648.17	\$17,502.12	\$22,955.00
	5	Toyota 4Runner SR5 (V6)	12,000	12	3.25	\$1,092.54	\$98.33	\$1,190.86	\$5,954.32	\$18,470.80	\$25,738.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	12,000	12	3.25	\$1,148.14	\$103.33	\$1,251.48	\$1,251.48	\$19,429.72	\$24,315.00
	1	Chevy Tahoe LS (V8)	12,000	12	3.25	\$1,282.89	\$115.46	\$1,398.35	\$1,398.35	\$21,753.21	\$31,271.00
	1	Toyota Sequoia SR5 (V8)	12,000	12	3.25	\$1,459.58	\$131.36	\$1,590.94	\$1,590.94	\$24,800.16	\$33,721.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	12,000	12	3.25	\$1,072.09	\$96.49	\$1,168.58	\$3,505.73	\$18,118.22	\$22,026.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	12,000	12	3.25	\$641.44	\$57.73	\$699.17	\$2,097.52	\$10,692.08	\$14,268.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	12,000	12	3.25	\$784.96	\$70.65	\$855.60	\$2,566.81	\$13,166.85	\$17,511.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	12,000	12	3.25	\$870.35	\$78.33	\$948.68	\$2,846.04	\$14,639.39	\$15,824.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	12,000	12	3.25	\$767.91	\$69.11	\$837.02	\$837.02	\$12,872.83	\$16,589.00
	1	Hyundai Sonata ECO (4 cyl)	12,000	12	3.25	\$817.61	\$73.58	\$891.19	\$891.19	\$13,729.88	\$17,142.00
	1	Ford Taurus SE FWD (V6)	12,000	12	3.25	\$834.62	\$75.12	\$909.74	\$909.74	\$14,023.29	\$15,858.00
	1	Toyota Camry XSE (V6)	12,000	12	3.25	\$1,034.24	\$93.08	\$1,127.32	\$1,127.32	\$17,465.52	\$22,581.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	12,000	12	3.25	\$835.08	\$75.16	\$910.24	\$2,730.72	\$14,031.22	\$23,121.00
	3	Ram 1500 Crew Tradesman (V8)	12,000	12	3.25	\$977.07	\$87.94	\$1,065.01	\$3,195.03	\$16,479.76	\$23,523.00
	3	Chevy Silverado 1500 Crew LS (V6)	12,000	12	3.25	\$1,007.32	\$90.66	\$1,097.98	\$3,293.93	\$17,001.31	\$25,611.00
	3	Ford F150 Crew XL (V6)	12,000	12	3.25	\$986.13	\$88.75	\$1,074.88	\$3,224.64	\$16,635.92	\$23,919.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	12,000	12	3.25	\$776.11	\$69.85	\$845.96	\$845.96	\$13,014.35	\$18,998.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	12,000	12	3.25	\$902.33	\$81.21	\$983.54	\$983.54	\$15,190.83	\$22,335.00
	1	Chevy Colorado Crew LT (V6)	12,000	12	3.25	\$921.15	\$82.90	\$1,004.05	\$1,004.05	\$15,515.35	\$22,198.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	12,000	12	3.25	\$886.69	\$79.80	\$966.49	\$5,798.97	\$14,921.21	\$21,242.00
	6	Nissan Quest SV Van (V6)	12,000	12	3.25	\$969.54	\$87.26	\$1,056.80	\$6,340.79	\$16,349.83	\$21,352.00
	6	Chrysler Town & Country LX Van (V6)	12,000	12	3.25	\$1,002.69	\$90.24	\$1,092.93	\$6,557.56	\$16,921.40	\$19,325.00
	6	Kia Sedona LX Van (V6)	12,000	12	3.25	\$1,039.83	\$93.58	\$1,133.41	\$6,800.48	\$17,561.90	\$20,665.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	12,000	12	3.25	\$912.27	\$82.10	\$994.37	\$0.00	\$15,362.24	\$22,108.00
	0	Chevy Express 3500 LS Ext Van (V8)	12,000	12	3.25	\$1,035.16	\$93.16	\$1,128.32	\$0.00	\$17,481.38	\$23,795.00
	0	Nissan NV3500 Pass S Van (V8)	12,000	12	3.25	\$1,091.33	\$98.22	\$1,189.55	\$0.00	\$18,450.06	\$22,105.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	12,000	12	3.25	\$1,018.82	\$91.69	\$1,110.51	\$0.00	\$17,199.56	\$19,960.00
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	24,000	12	3.40	\$653.89	\$58.85	\$712.74	\$3,563.70	\$10,162.27	\$15,360.00
	5	Chevy Equinox 1LT (V6)	24,000	12	3.40	\$910.19	\$81.92	\$992.10	\$4,960.52	\$14,280.22	\$20,017.00
	5	Kia Sorento EX FWD (V6)	24,000	12	3.40	\$1,023.01	\$92.07	\$1,115.08	\$5,575.39	\$16,092.93	\$20,149.00
	5	Nissan Pathfinder SV FWD (V6)	24,000	12	3.40	\$1,029.35	\$92.64	\$1,121.99	\$5,609.93	\$16,194.75	\$21,454.00
	5	Toyota Highlander LE FWD (V6)	24,000	12	3.40	\$1,078.57	\$97.07	\$1,175.64	\$5,878.21	\$16,985.66	\$22,165.00
	5	Toyota 4Runner SR5 (V6)	24,000	12	3.40	\$1,137.08	\$102.34	\$1,239.42	\$6,197.10	\$17,925.76	\$24,904.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	24,000	12	3.40	\$1,195.00	\$107.55	\$1,302.55	\$1,302.55	\$18,856.38	\$23,476.00
	1	Chevy Tahoe LS (V8)	24,000	12	3.40	\$1,335.35	\$120.18	\$1,455.53	\$1,455.53	\$21,111.31	\$30,142.00
	1	Toyota Sequoia SR5 (V8)	24,000	12	3.40	\$1,519.39	\$136.75	\$1,656.14	\$1,656.14	\$24,068.35	\$32,589.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	24,000	12	3.40	\$1,115.79	\$100.42	\$1,216.21	\$3,648.62	\$17,583.58	\$21,257.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	24,000	12	3.40	\$667.23	\$60.05	\$727.28	\$2,181.84	\$10,376.58	\$13,792.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	24,000	12	3.40	\$816.71	\$73.50	\$890.21	\$2,670.64	\$12,778.32	\$16,817.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	24,000	12	3.40	\$905.66	\$81.51	\$987.16	\$2,961.49	\$14,207.41	\$15,190.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	24,000	12	3.40	\$798.95	\$71.91	\$870.86	\$870.86	\$12,492.98	\$16,004.00
	1	Hyundai Sonata ECO (4 cyl)	24,000	12	3.40	\$850.72	\$76.56	\$927.28	\$927.28	\$13,324.74	\$16,549.00
	1	Ford Taurus SE FWD (V6)	24,000	12	3.40	\$868.44	\$78.16	\$946.60	\$946.60	\$13,609.49	\$15,179.00
	1	Toyota Camry XSE (V6)	24,000	12	3.40	\$1,076.36	\$96.87	\$1,173.23	\$1,173.23	\$16,950.14	\$21,789.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	24,000	12	3.40	\$868.92	\$78.20	\$947.12	\$2,841.37	\$13,617.18	\$22,246.00
	3	Ram 1500 Crew Tradesman (V8)	24,000	12	3.40	\$1,016.82	\$91.51	\$1,108.33	\$3,324.99	\$15,993.47	\$22,639.00
	3	Chevy Silverado 1500 Crew LS (V6)	24,000	12	3.40	\$1,048.32	\$94.35	\$1,142.67	\$3,428.01	\$16,499.63	\$24,660.00
	3	Ford F150 Crew XL (V6)	24,000	12	3.40	\$1,026.25	\$92.36	\$1,118.61	\$3,355.84	\$16,145.02	\$23,054.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	24,000	12	3.40	\$807.50	\$72.67	\$880.17	\$880.17	\$12,630.32	\$18,371.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	24,000	12	3.40	\$938.96	\$84.51	\$1,023.47	\$1,023.47	\$14,742.58	\$21,646.00
	1	Chevy Colorado Crew LT (V6)	24,000	12	3.40	\$958.57	\$86.27	\$1,044.84	\$1,044.84	\$15,057.52	\$21,442.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	24,000	12	3.40	\$922.68	\$83.04	\$1,005.72	\$6,034.31	\$14,480.91	\$20,516.00
	6	Nissan Quest SV Van (V6)	24,000	12	3.40	\$1,008.97	\$90.81	\$1,099.78	\$6,598.66	\$15,867.38	\$20,577.00
	6	Chrysler Town & Country LX Van (V6)	24,000	12	3.40	\$1,043.49	\$93.91	\$1,137.41	\$6,824.45	\$16,422.08	\$18,558.00
	6	Kia Sedona LX Van (V6)	24,000	12	3.40	\$1,082.18	\$97.40	\$1,179.58	\$7,077.47	\$17,043.68	\$19,952.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	24,000	12	3.40	\$949.32	\$85.44	\$1,034.76	\$0.00	\$14,908.93	\$21,240.00
	0	Chevy Express 3500 LS Ext Van (V8)	24,000	12	3.40	\$1,077.32	\$96.96	\$1,174.28	\$0.00	\$16,965.54	\$22,862.00
	0	Nissan NV3500 Pass S Van (V8)	24,000	12	3.40	\$1,135.83	\$102.22	\$1,238.05	\$0.00	\$17,905.63	\$21,249.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	24,000	12	3.40	\$1,060.30	\$95.43	\$1,155.72	\$0.00	\$16,692.03	\$19,267.00

**BID SECTION
CITYWIDE VEHICLE LEASING**

COMPANY NAME: Enterprise Fleet Management

We propose the following listed lease rates for various vehicle types listed below to the City of Long Beach in accordance with the Bid Specifications, for the City-Wide Vehicle Leasing Services for the City of Long Beach as follows:

24-month Lease

MF = management fee

Category (Vehicle Type)	Base Mileage	Est. Qty	Base Mileage Price <i>Includes Tax</i>	Total Cost (Qty x Base Price)	Excess Mileage Rate Per Mile	Vendor's Implied Internal Rate of Return (IRR) %	Early Termination Fee
Mid Size SUV 4D	12,000	5	\$ 645.28	\$ 3226.40	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	5	\$ 708.37	\$ 3541.83	\$ NA	4.20 +0.06% MF	\$ NA
Full Size SUV 4D	12,000	1	\$ 844.59	\$ 844.59	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 927.89	\$ 927.89	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Sedan 4D	12,000	3	\$ 642.11	\$ 1926.33	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 704.87	\$ 2114.62	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Sedan 4D	12,000	1	\$ 616.07	\$ 616.07	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 676.19	\$ 676.19	\$ NA	4.20 +0.06% MF	\$ NA
Sport Coupe 2D	12,000	0	\$ 750.32	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 824.06	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Pickup 4D	12,000	3	\$ 616.40	\$ 1849.21	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 676.56	\$ 2029.68	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Pickup 4D	12,000	1	\$ 573.42	\$ 573.42	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 629.22	\$ 629.22	\$ NA	4.20 +0.06% MF	\$ NA
Mini Van 4D	12,000	6	\$ 654.02	\$ 3924.12	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	6	\$ 717.99	\$ 4307.96	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Van Passenger	12,000	0	\$ 672.66	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 738.53	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA

City of Long Beach ITB FS 15-005
24 Months Open End Lease

Category (Vehicle Type)	QTY	Vehicle Description	Mileage	Term	Depr %	Depr \$	Base Lease Payment	Use Tax	Monthly Payment (includes tax)	Total Cost X Quantity	Reduced Book Value (balance at term)	Estimated Market Value at Term
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	12,000	24	2.10	\$360.49	\$427.46	\$38.47	\$465.93	\$2,329.64	\$8,514.34	\$13,789.00
	5	Chevy Equinox 1LT (V6)	12,000	24	2.10	\$506.56	\$592.00	\$53.28	\$645.28	\$3,226.40	\$11,964.51	\$17,245.00
	5	Kia Sorento EX FWD (V6)	12,000	24	2.10	\$570.86	\$664.43	\$59.80	\$724.23	\$3,621.15	\$13,483.26	\$17,928.00
	5	Nissan Pathfinder SV FWD (V6)	12,000	24	2.10	\$574.48	\$668.50	\$60.16	\$728.66	\$3,643.32	\$13,568.58	\$18,351.00
	5	Toyota Highlander LE FWD (V6)	12,000	24	2.10	\$602.53	\$700.10	\$63.01	\$763.11	\$3,815.56	\$14,231.23	\$21,608.00
	5	Toyota 4Runner SR5 (V6)	12,000	24	2.10	\$635.88	\$737.67	\$66.39	\$804.06	\$4,020.28	\$15,018.88	\$23,601.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	12,000	24	2.10	\$668.89	\$774.85	\$69.74	\$844.59	\$844.59	\$15,798.59	\$20,028.00
	1	Chevy Tahoe LS (V8)	12,000	24	2.10	\$748.88	\$864.95	\$77.85	\$942.80	\$942.80	\$17,687.86	\$27,941.00
	1	Toyota Sequoia SR5 (V8)	12,000	24	2.10	\$853.78	\$983.11	\$88.48	\$1,071.59	\$1,071.59	\$20,165.38	\$28,317.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	12,000	24	2.10	\$623.74	\$723.99	\$65.16	\$789.15	\$2,367.46	\$14,732.19	\$19,076.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	12,000	24	2.10	\$368.09	\$436.02	\$39.24	\$475.26	\$1,425.79	\$8,693.89	\$12,636.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	12,000	24	2.10	\$453.29	\$531.99	\$47.88	\$579.87	\$1,739.60	\$10,706.16	\$15,421.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	12,000	24	2.10	\$503.98	\$589.09	\$53.02	\$642.11	\$1,926.33	\$11,903.50	\$13,922.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	12,000	24	2.10	\$443.16	\$520.59	\$46.85	\$567.44	\$567.44	\$10,467.09	\$14,554.00
	1	Hyundai Sonata ECO (4 cyl)	12,000	24	2.10	\$472.67	\$553.82	\$49.84	\$603.67	\$603.67	\$11,163.97	\$15,107.00
	1	Ford Taurus SE FWD (V6)	12,000	24	2.10	\$482.77	\$565.20	\$50.87	\$616.07	\$616.07	\$11,402.54	\$14,215.00
	1	Toyota Camry XSE (V6)	12,000	24	2.10	\$601.27	\$698.68	\$62.88	\$761.56	\$761.56	\$14,201.47	\$19,685.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	12,000	24	2.10	\$483.04	\$565.51	\$50.90	\$616.40	\$1,849.21	\$11,408.99	\$18,167.00
	3	Ram 1500 Crew Tradesman (V8)	12,000	24	2.10	\$567.34	\$660.46	\$59.44	\$719.90	\$2,159.69	\$13,399.94	\$20,895.00
	3	Chevy Silverado 1500 Crew LS (V6)	12,000	24	2.10	\$585.29	\$680.68	\$61.26	\$741.94	\$2,225.83	\$13,824.02	\$21,321.00
	3	Ford F150 Crew XL (V6)	12,000	24	2.10	\$572.71	\$666.51	\$59.99	\$726.50	\$2,179.50	\$13,526.91	\$21,088.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	12,000	24	2.10	\$448.04	\$526.07	\$47.35	\$573.42	\$573.42	\$10,582.16	\$16,546.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	12,000	24	2.10	\$522.96	\$610.47	\$54.94	\$665.42	\$665.42	\$12,351.89	\$20,395.00
	1	Chevy Colorado Crew LT (V6)	12,000	24	2.10	\$534.14	\$623.06	\$56.08	\$679.13	\$679.13	\$12,615.76	\$19,470.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	12,000	24	2.10	\$513.68	\$600.02	\$54.00	\$654.02	\$3,924.12	\$12,132.66	\$18,583.00
	6	Nissan Quest SV Van (V6)	12,000	24	2.10	\$562.86	\$655.42	\$58.99	\$714.41	\$4,286.44	\$13,294.29	\$17,753.00
	6	Chrysler Town & Country LX Van (V6)	12,000	24	2.10	\$582.54	\$677.58	\$60.98	\$738.57	\$4,431.39	\$13,759.04	\$17,075.00
	6	Kia Sedona LX Van (V6)	12,000	24	2.10	\$604.59	\$702.42	\$63.22	\$765.64	\$4,593.83	\$14,279.84	\$17,704.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	12,000	24	2.10	\$528.86	\$617.12	\$55.54	\$672.66	\$0.00	\$12,491.26	\$17,166.00
	0	Chevy Express 3500 LS Ext Van (V8)	12,000	24	2.10	\$601.82	\$699.30	\$62.94	\$762.23	\$0.00	\$14,214.37	\$18,838.00
	0	Nissan NV3500 Pass S Van (V8)	12,000	24	2.10	\$635.17	\$736.86	\$66.32	\$803.18	\$0.00	\$15,002.02	\$15,946.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	12,000	24	2.10	\$592.12	\$688.37	\$61.95	\$750.32	\$0.00	\$13,985.22	\$18,221.00
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	24,000	24	2.35	\$403.40	\$468.65	\$42.18	\$510.82	\$2,554.12	\$7,484.38	\$12,696.00
	5	Chevy Equinox 1LT (V6)	24,000	24	2.35	\$566.87	\$649.88	\$58.49	\$708.37	\$3,541.83	\$10,517.19	\$15,810.00
	5	Kia Sorento EX FWD (V6)	24,000	24	2.35	\$638.82	\$729.66	\$65.67	\$795.32	\$3,976.62	\$11,852.22	\$16,374.00
	5	Nissan Pathfinder SV FWD (V6)	24,000	24	2.35	\$642.87	\$734.14	\$66.07	\$800.21	\$4,001.04	\$11,927.22	\$16,682.00
	5	Toyota Highlander LE FWD (V6)	24,000	24	2.35	\$674.26	\$768.94	\$69.21	\$838.15	\$4,190.75	\$12,509.71	\$20,029.00
	5	Toyota 4Runner SR5 (V6)	24,000	24	2.35	\$711.58	\$810.32	\$72.93	\$883.25	\$4,416.24	\$13,202.08	\$21,934.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	24,000	24	2.35	\$748.52	\$851.28	\$76.61	\$927.89	\$927.89	\$13,887.47	\$18,351.00
	1	Chevy Tahoe LS (V8)	24,000	24	2.35	\$838.03	\$950.52	\$85.55	\$1,036.06	\$1,036.06	\$15,548.20	\$25,683.00
	1	Toyota Sequoia SR5 (V8)	24,000	24	2.35	\$955.42	\$1,080.66	\$97.26	\$1,177.92	\$1,177.92	\$17,726.02	\$26,054.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	24,000	24	2.35	\$698.00	\$795.26	\$71.57	\$866.83	\$2,600.50	\$12,950.07	\$17,537.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	24,000	24	2.35	\$411.91	\$478.08	\$43.03	\$521.10	\$1,563.31	\$7,642.21	\$11,685.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	24,000	24	2.35	\$507.25	\$583.78	\$52.54	\$636.32	\$1,908.96	\$9,411.06	\$14,034.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	24,000	24	2.35	\$563.98	\$646.67	\$58.20	\$704.87	\$2,114.62	\$10,463.56	\$12,654.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	24,000	24	2.35	\$495.92	\$571.22	\$51.41	\$622.63	\$622.63	\$9,200.91	\$13,383.00
	1	Hyundai Sonata ECO (4 cyl)	24,000	24	2.35	\$528.94	\$607.83	\$54.70	\$662.53	\$662.53	\$9,813.49	\$13,922.00
	1	Ford Taurus SE FWD (V6)	24,000	24	2.35	\$540.24	\$620.36	\$55.83	\$676.19	\$676.19	\$10,023.20	\$12,856.00
	1	Toyota Camry XSE (V6)	24,000	24	2.35	\$672.85	\$767.38	\$69.06	\$836.45	\$836.45	\$12,483.55	\$18,101.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	24,000	24	2.35	\$540.55	\$620.70	\$55.86	\$676.56	\$2,029.68	\$10,028.87	\$16,418.00
	3	Ram 1500 Crew Tradesman (V8)	24,000	24	2.35	\$634.88	\$725.28	\$65.28	\$790.55	\$2,371.66	\$11,778.98	\$19,126.00
	3	Chevy Silverado 1500 Crew LS (V6)	24,000	24	2.35	\$654.97	\$747.55	\$67.28	\$814.83	\$2,444.50	\$12,151.76	\$19,418.00
	3	Ford F150 Crew XL (V6)	24,000	24	2.35	\$640.89	\$731.95	\$65.88	\$797.82	\$2,393.47	\$11,890.59	\$19,358.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	24,000	24	2.35	\$501.37	\$577.26	\$51.95	\$629.22	\$629.22	\$9,302.06	\$15,292.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	24,000	24	2.35	\$585.22	\$670.23	\$60.32	\$730.55	\$730.55	\$10,857.71	\$19,016.00
	1	Chevy Colorado Crew LT (V6)	24,000	24	2.35	\$597.72	\$684.09	\$61.57	\$745.65	\$745.65	\$11,089.66	\$17,960.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	24,000	24	2.35	\$574.83	\$658.71	\$59.28	\$717.99	\$4,307.96	\$10,665.00	\$17,133.00
	6	Nissan Quest SV Van (V6)	24,000	24	2.35	\$629.87	\$719.73	\$64.78	\$784.50	\$4,707.03	\$11,686.11	\$16,203.00
	6	Chrysler Town & Country LX Van (V6)	24,000	24	2.35	\$651.89	\$744.14	\$66.97	\$811.11	\$4,866.68	\$12,094.64	\$15,540.00
	6	Kia Sedona LX Van (V6)	24,000	24	2.35	\$676.57	\$771.50	\$69.43	\$840.93	\$5,045.60	\$12,552.44	\$16,277.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	24,000	24	2.35	\$591.82	\$677.55	\$60.88	\$738.53	\$0.00	\$10,980.22	\$15,429.00
	0	Chevy Express 3500 LS Ext Van (V8)	24,000	24	2.35	\$673.46	\$768.06	\$69.13	\$837.18	\$0.00	\$12,494.89	\$16,972.00
	0	Nissan NV3500 Pass S Van (V8)	24,000	24	2.35	\$710.78	\$809.43	\$72.85	\$882.28	\$0.00	\$13,187.26	\$14,236.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	24,000	24	2.35	\$662.61	\$756.02	\$68.04	\$824.06	\$0.00	\$12,293.46	\$16,834.00

**BID SECTION
CITYWIDE VEHICLE LEASING**

COMPANY NAME: Enterprise Fleet Management

We propose the following listed lease rates for various vehicle types listed below to the City of Long Beach in accordance with the Bid Specifications, for the City-Wide Vehicle Leasing Services for the City of Long Beach as follows:

36-month Lease

MF = management fee

Category (Vehicle Type)	Base Mileage	Est. Qty	Base Mileage Price <i>Includes Tax</i>	Total Cost (Qty x Base Price)	Excess Mileage Rate Per Mile	Vendor's Implied Internal Rate of Return (IRR) %	Early Termination Fee
Mid Size SUV 4D	12,000	5	\$ 547.30	\$ 2736.48	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	5	\$ 596.66	\$ 2983.30	\$ NA	4.20 +0.06% MF	\$ NA
Full Size SUV 4D	12,000	1	\$ 715.20	\$ 715.20	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 780.39	\$ 780.39	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Sedan 4D	12,000	3	\$ 544.62	\$ 1633.87	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 593.74	\$ 1781.21	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Sedan 4D	12,000	1	\$ 522.69	\$ 522.69	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 569.73	\$ 569.73	\$ NA	4.20 +0.06% MF	\$ NA
Sport Coupe 2D	12,000	0	\$ 635.79	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 693.49	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Pickup 4D	12,000	3	\$ 522.97	\$ 1568.90	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 570.04	\$ 1710.12	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Pickup 4D	12,000	1	\$ 486.76	\$ 486.76	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 530.42	\$ 530.42	\$ NA	4.20 +0.06% MF	\$ NA
Mini Van 4D	12,000	6	\$ 554.66	\$ 3327.96	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	6	\$ 604.72	\$ 3628.31	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Van Passenger	12,000	0	\$ 570.36	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 621.90	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA

City of Long Beach ITB FS 15-005
36 Months Open End Lease

Category (Vehicle Type)	QTY	Vehicle Description	Mileage	Term	Depr %	Depr \$	Base Lease Payment	Use Tax	Monthly Payment (includes tax)	Total Cost X Quantity	Reduced Book Value (balance at term)	Estimated Market Value at Term
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	12,000	36	1.75	\$300.41	\$363.49	\$32.71	\$396.20	\$1,981.00	\$6,351.42	\$11,271.00
	5	Chevy Equinox 1LT (V6)	12,000	36	1.75	\$422.14	\$502.11	\$45.19	\$547.30	\$2,736.48	\$8,925.14	\$14,480.00
	5	Kia Sorento EX FWD (V6)	12,000	36	1.75	\$475.72	\$563.13	\$50.68	\$613.81	\$3,069.04	\$10,058.08	\$15,730.00
	5	Nissan Pathfinder SV FWD (V6)	12,000	36	1.75	\$478.73	\$566.55	\$50.99	\$617.54	\$3,087.72	\$10,121.72	\$15,289.00
	5	Toyota Highlander LE FWD (V6)	12,000	36	1.75	\$502.11	\$593.18	\$53.39	\$646.56	\$3,232.82	\$10,616.04	\$20,088.00
	5	Toyota 4Runner SR5 (V6)	12,000	36	1.75	\$529.90	\$624.82	\$56.23	\$681.06	\$3,405.29	\$11,203.60	\$21,663.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	12,000	36	1.75	\$557.41	\$656.15	\$59.05	\$715.20	\$715.20	\$11,785.24	\$16,567.00
	1	Chevy Tahoe LS (V8)	12,000	36	1.75	\$624.07	\$732.06	\$65.89	\$797.94	\$797.94	\$13,194.57	\$26,236.00
	1	Toyota Sequoia SR5 (V8)	12,000	36	1.75	\$711.48	\$831.60	\$74.84	\$906.44	\$906.44	\$15,042.72	\$23,838.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	12,000	36	1.75	\$519.79	\$613.31	\$55.20	\$668.50	\$2,005.51	\$10,989.74	\$16,726.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	12,000	36	1.75	\$306.74	\$370.70	\$33.36	\$404.06	\$1,212.19	\$6,485.36	\$11,204.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	12,000	36	1.75	\$377.74	\$451.55	\$40.64	\$492.19	\$1,476.56	\$7,986.45	\$13,782.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	12,000	36	1.75	\$419.98	\$499.66	\$44.97	\$544.62	\$1,633.87	\$8,879.63	\$12,294.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	12,000	36	1.75	\$369.30	\$441.94	\$39.77	\$481.72	\$481.72	\$7,808.11	\$12,818.00
	1	Hyundai Sonata ECO (4 cyl)	12,000	36	1.75	\$393.89	\$469.94	\$42.29	\$512.24	\$512.24	\$8,327.96	\$13,398.00
	1	Ford Taurus SE FWD (V6)	12,000	36	1.75	\$402.31	\$479.53	\$43.16	\$522.69	\$522.69	\$8,505.93	\$12,848.00
	1	Toyota Camry XSE (V6)	12,000	36	1.75	\$501.06	\$591.98	\$53.28	\$645.26	\$645.26	\$10,593.84	\$17,215.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	12,000	36	1.75	\$402.54	\$479.79	\$43.18	\$522.97	\$1,568.90	\$8,510.74	\$14,213.00
	3	Ram 1500 Crew Tradesman (V8)	12,000	36	1.75	\$472.78	\$559.78	\$50.38	\$610.16	\$1,830.47	\$9,995.92	\$17,218.00
	3	Chevy Silverado 1500 Crew LS (V6)	12,000	36	1.75	\$487.74	\$576.82	\$51.91	\$628.73	\$1,886.19	\$10,312.27	\$16,983.00
	3	Ford F150 Crew XL (V6)	12,000	36	1.75	\$477.26	\$564.88	\$50.84	\$615.72	\$1,847.16	\$10,090.64	\$19,606.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	12,000	36	1.75	\$373.36	\$446.57	\$40.19	\$486.76	\$486.76	\$7,893.95	\$14,892.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	12,000	36	1.75	\$435.80	\$517.67	\$46.59	\$564.26	\$564.26	\$9,214.11	\$18,654.00
	1	Chevy Colorado Crew LT (V6)	12,000	36	1.75	\$445.11	\$528.27	\$47.54	\$575.82	\$575.82	\$9,410.95	\$17,093.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	12,000	36	1.75	\$428.07	\$508.86	\$45.80	\$554.66	\$3,327.96	\$9,050.57	\$16,300.00
	6	Nissan Quest SV Van (V6)	12,000	36	1.75	\$469.05	\$555.53	\$50.00	\$605.53	\$3,633.19	\$9,917.11	\$14,679.00
	6	Chrysler Town & Country LX Van (V6)	12,000	36	1.75	\$485.45	\$574.21	\$51.68	\$625.88	\$3,755.31	\$10,263.80	\$13,874.00
	6	Kia Sedona LX Van (V6)	12,000	36	1.75	\$503.83	\$595.13	\$53.56	\$648.69	\$3,892.15	\$10,652.30	\$15,518.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	12,000	36	1.75	\$440.72	\$523.27	\$47.09	\$570.36	\$0.00	\$9,318.08	\$13,498.00
	0	Chevy Express 3500 LS Ext Van (V8)	12,000	36	1.75	\$501.52	\$592.50	\$53.33	\$645.83	\$0.00	\$10,603.46	\$15,057.00
	0	Nissan NV3500 Pass S Van (V8)	12,000	36	1.75	\$529.31	\$624.15	\$56.17	\$680.32	\$0.00	\$11,191.02	\$13,713.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	12,000	36	1.75	\$493.43	\$583.29	\$52.50	\$635.79	\$0.00	\$10,432.52	\$16,556.00
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	24,000	36	1.95	\$334.74	\$395.72	\$35.61	\$431.33	\$2,156.65	\$5,115.47	\$9,631.00
	5	Chevy Equinox 1LT (V6)	24,000	36	1.95	\$470.38	\$547.40	\$49.27	\$596.66	\$2,983.30	\$7,188.36	\$12,327.00
	5	Kia Sorento EX FWD (V6)	24,000	36	1.95	\$530.09	\$614.16	\$55.27	\$669.44	\$3,347.19	\$8,100.83	\$13,398.00
	5	Nissan Pathfinder SV FWD (V6)	24,000	36	1.95	\$533.44	\$617.91	\$55.61	\$673.53	\$3,367.63	\$8,152.09	\$12,787.00
	5	Toyota Highlander LE FWD (V6)	24,000	36	1.95	\$559.49	\$647.05	\$58.23	\$705.28	\$3,526.41	\$8,550.22	\$17,720.00
	5	Toyota 4Runner SR5 (V6)	24,000	36	1.95	\$590.46	\$681.67	\$61.35	\$743.03	\$3,715.13	\$9,023.44	\$19,162.00
Full Size 4D SUV	1	Dodge Durango SS (V8)	24,000	36	1.95	\$621.11	\$715.95	\$64.44	\$780.39	\$780.39	\$9,491.90	\$14,051.00
	1	Chevy Tahoe LS (V8)	24,000	36	1.95	\$695.39	\$799.01	\$71.91	\$870.92	\$870.92	\$10,626.98	\$22,849.00
	1	Toyota Sequoia SR5 (V8)	24,000	36	1.95	\$792.79	\$907.93	\$81.71	\$989.64	\$989.64	\$12,115.49	\$20,442.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	24,000	36	1.95	\$579.19	\$669.07	\$60.22	\$729.29	\$2,187.86	\$8,851.20	\$14,418.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	24,000	36	1.95	\$341.80	\$403.61	\$36.32	\$439.93	\$1,319.80	\$5,223.34	\$9,777.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	24,000	36	1.95	\$420.91	\$492.07	\$44.29	\$536.36	\$1,609.08	\$6,432.33	\$11,701.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	24,000	36	1.95	\$467.98	\$544.71	\$49.02	\$593.74	\$1,781.21	\$7,151.70	\$10,393.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	24,000	36	1.95	\$411.51	\$481.56	\$43.34	\$524.90	\$524.90	\$6,288.69	\$11,062.00
	1	Hyundai Sonata ECO (4 cyl)	24,000	36	1.95	\$438.91	\$512.20	\$46.10	\$558.30	\$558.30	\$6,707.38	\$11,620.00
	1	Ford Taurus SE FWD (V6)	24,000	36	1.95	\$448.29	\$522.69	\$47.04	\$569.73	\$569.73	\$6,850.72	\$10,810.00
	1	Toyota Camry XSE (V6)	24,000	36	1.95	\$558.32	\$645.74	\$58.12	\$703.86	\$703.86	\$8,532.34	\$14,839.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	24,000	36	1.95	\$448.54	\$522.97	\$47.07	\$570.04	\$1,710.12	\$6,854.60	\$11,589.00
	3	Ram 1500 Crew Tradesman (V8)	24,000	36	1.95	\$526.81	\$610.50	\$54.95	\$665.45	\$1,996.34	\$8,050.77	\$14,565.00
	3	Chevy Silverado 1500 Crew LS (V6)	24,000	36	1.95	\$543.48	\$629.14	\$56.62	\$685.77	\$2,057.30	\$8,305.56	\$14,128.00
	3	Ford F150 Crew XL (V6)	24,000	36	1.95	\$531.80	\$616.08	\$55.45	\$671.53	\$2,014.59	\$8,127.06	\$17,012.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	24,000	36	1.95	\$416.03	\$486.62	\$43.80	\$530.42	\$530.42	\$6,357.83	\$13,011.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	24,000	36	1.95	\$485.61	\$564.43	\$50.80	\$615.22	\$615.22	\$7,421.09	\$16,586.00
	1	Chevy Colorado Crew LT (V6)	24,000	36	1.95	\$495.98	\$576.03	\$51.84	\$627.87	\$627.87	\$7,579.63	\$14,827.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	24,000	36	1.95	\$476.99	\$554.79	\$49.93	\$604.72	\$3,628.31	\$7,289.38	\$14,124.00
	6	Nissan Quest SV Van (V6)	24,000	36	1.95	\$522.66	\$605.86	\$54.53	\$660.38	\$3,962.30	\$7,987.29	\$12,354.00
	6	Chrysler Town & Country LX Van (V6)	24,000	36	1.95	\$540.93	\$626.29	\$56.37	\$682.65	\$4,095.92	\$8,266.52	\$11,572.00
	6	Kia Sedona LX Van (V6)	24,000	36	1.95	\$561.41	\$649.18	\$58.43	\$707.61	\$4,245.66	\$8,579.42	\$13,378.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	24,000	36	1.95	\$491.09	\$570.55	\$51.35	\$621.90	\$0.00	\$7,504.83	\$10,893.00
	0	Chevy Express 3500 LS Ext Van (V8)	24,000	36	1.95	\$558.83	\$646.31	\$58.17	\$704.47	\$0.00	\$8,540.08	\$12,258.00
	0	Nissan NV3500 Pass S Van (V8)	24,000	36	1.95	\$589.80	\$680.93	\$61.28	\$742.22	\$0.00	\$9,013.31	\$11,148.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	24,000	36	1.95	\$549.82	\$636.23	\$57.26	\$693.49	\$0.00	\$8,402.41	\$14,476.00

**BID SECTION
CITYWIDE VEHICLE LEASING**

COMPANY NAME: Enterprise Fleet Management

We propose the following listed lease rates for various vehicle types listed below to the City of Long Beach in accordance with the Bid Specifications, for the City-Wide Vehicle Leasing Services for the City of Long Beach as follows:

48-month Lease

MF = management fee

Category (Vehicle Type)	Base Mileage	Est. Qty	Base Mileage Price <i>Includes Tax</i>	Total Cost (Qty x Base Price)	Excess Mileage Rate Per Mile	Vendor's Implied Internal Rate of Return (IRR) %	Early Termination Fee
Mid Size SUV 4D	12,000	5	\$ 477.31	\$ 2386.54	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	5	\$ 513.50	\$ 2567.51	\$ NA	4.20 +0.06% MF	\$ NA
Full Size SUV 4D	12,000	1	\$ 622.79	\$ 622.79	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 670.58	\$ 670.58	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Sedan 4D	12,000	3	\$ 474.99	\$ 1424.98	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 511.00	\$ 1533.01	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Sedan 4D	12,000	1	\$ 455.98	\$ 455.98	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 490.48	\$ 490.48	\$ NA	4.20 +0.06% MF	\$ NA
Sport Coupe 2D	12,000	0	\$ 553.98	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 596.29	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Pickup 4D	12,000	3	\$ 456.23	\$ 1368.69	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	3	\$ 490.74	\$ 1472.23	\$ NA	4.20 +0.06% MF	\$ NA
Mid Size Pickup 4D	12,000	1	\$ 424.86	\$ 424.86	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	1	\$ 456.87	\$ 456.87	\$ NA	4.20 +0.06% MF	\$ NA
Mini Van 4D	12,000	6	\$ 483.69	\$ 2902.12	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	6	\$ 520.39	\$ 3122.35	\$ NA	4.20 +0.06% MF	\$ NA
Full Size Van Passenger	12,000	0	\$ 497.29	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA
	24,000	0	\$ 535.08	\$ 0	\$ NA	4.20 +0.06% MF	\$ NA

City of Long Beach ITB FS 15-005
48 Months Open End Lease

Category (Vehicle Type)	QTY	Vehicle Description	Mileage	Term	Depr %	Depr \$	Base Lease Payment	Use Tax	Monthly Payment (includes tax)	Total Cost X Quantity	Reduced Book Value (balance at term)	Estimated Market Value at Term
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	12,000	48	1.50	\$257.49	\$317.79	\$28.60	\$346.39	\$1,731.97	\$4,806.48	\$9,752.00
	5	Chevy Equinox 1LT (V6)	12,000	48	1.50	\$361.83	\$437.90	\$39.41	\$477.31	\$2,386.54	\$6,754.16	\$12,440.00
	5	Kia Sorento EX FWD (V6)	12,000	48	1.50	\$407.76	\$490.77	\$44.17	\$534.93	\$2,674.67	\$7,611.52	\$13,332.00
	5	Nissan Pathfinder SV FWD (V6)	12,000	48	1.50	\$410.34	\$493.74	\$44.44	\$538.17	\$2,690.86	\$7,659.68	\$13,176.00
	5	Toyota Highlander LE FWD (V6)	12,000	48	1.50	\$430.38	\$516.80	\$46.51	\$563.32	\$2,816.58	\$8,033.76	\$17,066.00
Full Size 4D SUV	5	Toyota 4Runner SR5 (V6)	12,000	48	1.50	\$454.20	\$544.22	\$48.98	\$593.20	\$2,966.01	\$8,478.40	\$18,901.00
	1	Dodge Durango S5 (V8)	12,000	48	1.50	\$477.78	\$571.36	\$51.42	\$622.79	\$622.79	\$8,918.56	\$13,855.00
	1	Chevy Tahoe LS (V8)	12,000	48	1.50	\$534.92	\$637.13	\$57.34	\$694.47	\$694.47	\$9,985.08	\$22,182.00
Mid Size 4D Sedan	1	Toyota Sequoia SR5 (V8)	12,000	48	1.50	\$429.84	\$723.38	\$65.10	\$788.48	\$788.48	\$11,383.68	\$20,584.00
	3	Honda Accord EX-L (V6)	12,000	48	1.50	\$445.53	\$534.24	\$48.08	\$582.32	\$1,746.97	\$8,316.56	\$14,602.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	12,000	48	1.50	\$262.92	\$324.04	\$29.16	\$353.21	\$1,059.62	\$4,907.84	\$9,771.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	12,000	48	1.50	\$323.78	\$394.09	\$35.47	\$429.56	\$1,288.68	\$6,043.80	\$12,592.00
Full Size 4D Sedan	3	Chrysler 200 S FWD 4 dr Sedan (V6)	12,000	48	1.50	\$359.99	\$435.77	\$39.22	\$474.99	\$1,424.98	\$6,719.72	\$10,367.00
	1	Toyota Camry LE (4 cyl)	12,000	48	1.50	\$316.55	\$385.77	\$34.72	\$420.49	\$420.49	\$5,908.84	\$11,232.00
	1	Hyundai Sonata ECO (4 cyl)	12,000	48	1.50	\$337.62	\$410.03	\$36.90	\$446.93	\$446.93	\$6,302.24	\$11,688.00
	1	Ford Taurus SE FWD (V6)	12,000	48	1.50	\$344.84	\$418.33	\$37.65	\$455.98	\$455.98	\$6,436.92	\$11,555.00
Full Size 4D Pickup	1	Toyota Camry XSE (V6)	12,000	48	1.50	\$429.48	\$515.77	\$46.42	\$562.19	\$562.19	\$8,016.96	\$15,044.00
	3	Nissan Titan Crew S (V8)	12,000	48	1.50	\$345.03	\$418.56	\$37.67	\$456.23	\$1,368.69	\$6,440.56	\$12,933.00
	3	Ram 1500 Crew Tradesman (V8)	12,000	48	1.50	\$405.24	\$487.87	\$43.91	\$531.77	\$1,595.32	\$7,564.48	\$15,515.00
	3	Chevy Silverado 1500 Crew LS (V6)	12,000	48	1.50	\$418.07	\$502.63	\$45.24	\$547.86	\$1,643.59	\$7,803.88	\$15,493.00
Mid Size 4D Pickup	3	Ford F150 Crew XL (V6)	12,000	48	1.50	\$409.08	\$492.29	\$44.31	\$536.59	\$1,609.77	\$7,636.16	\$17,100.00
	1	Nissan Frontier Crew SV (V6)	12,000	48	1.50	\$320.03	\$389.78	\$35.08	\$424.86	\$424.86	\$5,973.80	\$13,590.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	12,000	48	1.50	\$373.55	\$451.38	\$40.62	\$492.01	\$492.01	\$6,972.84	\$16,714.00
	1	Chevy Colorado Crew LT (V6)	12,000	48	1.50	\$381.53	\$460.57	\$41.45	\$502.02	\$502.02	\$7,121.80	\$14,890.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	12,000	48	1.50	\$366.92	\$443.75	\$39.94	\$483.69	\$2,902.12	\$6,849.08	\$13,967.00
	6	Nissan Quest SV Van (V6)	12,000	48	1.50	\$402.05	\$484.19	\$43.58	\$527.76	\$3,166.58	\$7,504.84	\$12,455.00
	6	Chrysler Town & Country LX Van (V6)	12,000	48	1.50	\$416.10	\$500.37	\$45.03	\$545.40	\$3,272.39	\$7,767.20	\$11,700.00
	6	Kia Sedona LX Van (V6)	12,000	48	1.50	\$431.85	\$518.50	\$46.66	\$565.16	\$3,390.96	\$8,061.20	\$13,108.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	12,000	48	1.50	\$377.76	\$456.23	\$41.06	\$497.29	\$0.00	\$7,051.52	\$11,431.00
	0	Chevy Express 3500 LS Ext Van (V8)	12,000	48	1.50	\$429.87	\$516.22	\$46.46	\$562.68	\$0.00	\$8,024.24	\$12,777.00
	0	Nissan NV3500 Pass S Van (V8)	12,000	48	1.50	\$453.69	\$543.63	\$48.93	\$592.56	\$0.00	\$8,468.88	\$11,505.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	12,000	48	1.50	\$422.94	\$508.24	\$45.74	\$553.98	\$0.00	\$7,894.88	\$14,916.00
Mid Size 4D SUV	5	Nissan Rogue Select S (4 cyl)	24,000	48	1.65	\$283.24	\$341.42	\$30.73	\$372.15	\$1,860.76	\$3,570.53	\$7,565.00
	5	Chevy Equinox 1LT (V6)	24,000	48	1.65	\$398.01	\$471.10	\$42.40	\$513.50	\$2,567.51	\$5,017.38	\$9,570.00
	5	Kia Sorento EX FWD (V6)	24,000	48	1.65	\$448.54	\$528.19	\$47.54	\$575.72	\$2,878.62	\$5,654.27	\$10,223.00
	5	Nissan Pathfinder SV FWD (V6)	24,000	48	1.65	\$451.37	\$531.39	\$47.83	\$579.22	\$2,896.10	\$5,690.05	\$9,840.00
	5	Toyota Highlander LE FWD (V6)	24,000	48	1.65	\$473.42	\$556.30	\$50.07	\$606.37	\$3,031.84	\$5,967.94	\$13,909.00
	5	Toyota 4Runner SR5 (V6)	24,000	48	1.65	\$499.62	\$585.91	\$52.73	\$638.64	\$3,193.19	\$6,298.24	\$15,566.00
Full Size 4D SUV	1	Dodge Durango S5 (V8)	24,000	48	1.65	\$525.56	\$615.21	\$55.37	\$670.58	\$670.58	\$6,625.22	\$10,501.00
	1	Chevy Tahoe LS (V8)	24,000	48	1.65	\$588.41	\$686.22	\$61.76	\$747.98	\$747.98	\$7,417.49	\$17,667.00
	1	Toyota Sequoia SR5 (V8)	24,000	48	1.65	\$670.82	\$779.34	\$70.14	\$849.49	\$849.49	\$8,456.45	\$16,056.00
Mid Size 4D Sedan	3	Honda Accord EX-L (V6)	24,000	48	1.65	\$490.08	\$575.13	\$51.76	\$626.89	\$1,880.68	\$6,178.02	\$11,523.00
	3	Toyota Corolla LE (CVT) 4dr Sedan (4 cyl)	24,000	48	1.65	\$289.21	\$348.17	\$31.34	\$379.51	\$1,138.52	\$3,645.82	\$7,868.00
	3	Kia Optima EX 4dr Sedan (4 cyl)	24,000	48	1.65	\$356.15	\$423.81	\$38.14	\$461.95	\$1,385.85	\$4,489.68	\$9,818.00
	3	Chrysler 200 S FWD 4 dr Sedan (V6)	24,000	48	1.65	\$395.98	\$468.81	\$42.19	\$511.00	\$1,533.01	\$4,991.79	\$7,832.00
Full Size 4D Sedan	1	Toyota Camry LE (4 cyl)	24,000	48	1.65	\$348.20	\$414.82	\$37.33	\$452.15	\$452.15	\$4,389.42	\$8,891.00
	1	Hyundai Sonata ECO (4 cyl)	24,000	48	1.65	\$371.38	\$441.01	\$39.69	\$480.71	\$480.71	\$4,681.66	\$9,318.00
	1	Ford Taurus SE FWD (V6)	24,000	48	1.65	\$379.32	\$449.98	\$40.50	\$490.48	\$490.48	\$4,781.71	\$8,838.00
	1	Toyota Camry XSE (V6)	24,000	48	1.65	\$472.43	\$555.18	\$49.97	\$605.15	\$605.15	\$5,955.46	\$11,876.00
Full Size 4D Pickup	3	Nissan Titan Crew S (V8)	24,000	48	1.65	\$379.53	\$450.22	\$40.52	\$490.74	\$1,472.23	\$4,784.42	\$9,436.00
	3	Ram 1500 Crew Tradesman (V8)	24,000	48	1.65	\$445.76	\$525.06	\$47.26	\$572.31	\$1,716.93	\$5,619.33	\$11,978.00
	3	Chevy Silverado 1500 Crew LS (V6)	24,000	48	1.65	\$459.87	\$541.00	\$48.69	\$589.69	\$1,769.06	\$5,797.17	\$11,687.00
	3	Ford F150 Crew XL (V6)	24,000	48	1.65	\$449.99	\$529.83	\$47.68	\$577.51	\$1,732.54	\$5,672.58	\$13,641.00
Mid Size 4D Pickup	1	Nissan Frontier Crew SV (V6)	24,000	48	1.65	\$352.03	\$419.15	\$37.72	\$456.87	\$456.87	\$4,437.68	\$11,082.00
	1	Toyota Tacoma Double Cab PreRunner (V6)	24,000	48	1.65	\$410.90	\$485.66	\$43.71	\$529.37	\$529.37	\$5,179.82	\$13,956.00
	1	Chevy Colorado Crew LT (V6)	24,000	48	1.65	\$419.68	\$495.58	\$44.60	\$540.18	\$540.18	\$5,290.48	\$11,870.00
Minivan 4D	6	Toyota Sienna Pass Van (V6)	24,000	48	1.65	\$403.61	\$477.42	\$42.97	\$520.39	\$3,122.35	\$5,087.89	\$11,066.00
	6	Nissan Quest SV Van (V6)	24,000	48	1.65	\$442.25	\$521.08	\$46.90	\$567.98	\$3,407.90	\$5,575.02	\$9,355.00
	6	Chrysler Town & Country LX Van (V6)	24,000	48	1.65	\$457.71	\$538.55	\$48.47	\$587.02	\$3,522.14	\$5,769.92	\$8,631.00
	6	Kia Sedona LX Van (V6)	24,000	48	1.65	\$475.04	\$558.13	\$50.23	\$608.36	\$3,650.16	\$5,988.32	\$10,255.00
Full Size Pass Van	0	Chevy Express 2500 Pass LS Van (V8)	24,000	48	1.65	\$415.54	\$490.90	\$44.18	\$535.08	\$0.00	\$5,238.27	\$7,957.00
	0	Chevy Express 3500 LS Ext Van (V8)	24,000	48	1.65	\$472.86	\$555.67	\$50.01	\$605.68	\$0.00	\$5,960.86	\$9,045.00
	0	Nissan NV3500 Pass S Van (V8)	24,000	48	1.65	\$499.06	\$585.27	\$52.67	\$637.95	\$0.00	\$6,291.17	\$8,084.00
Sport 2D Coupe	0	Dodge Challenger SXT 2dr Coupe (V8)	24,000	48	1.65	\$465.23	\$547.05	\$49.23	\$596.29	\$0.00	\$5,864.77	\$12,143.00

ATTACHMENT A
REFERENCE LIST



City of Long Beach
Purchasing Division
333 W Ocean Blvd/7th Floor
Long Beach CA 90802

Reference Information Form

Client/Contractor Name San Diego Metropolitan Transit System
Project Manager/Contact Name Eric Cheng E-mail Eric.Cheng@sdmts.com Ph. No. (619) 557-4582
Address 1255 Imperial Ave., Ste. 1000, San Diego, CA 92101
Project Description Leasing and Full Maintenance and Remarketing
Project Dates (Start and End) 2009, ongoing Contract Term(s) 60 months Contract Amount \$ 5 Million +

Client/Contractor Name Los Angeles County Community Development Commission
Project Manager/Contact Name Karen Ramirez-Smith E-mail Karen.Ramirez-Smith@laccdc.org Ph. No. (626) 586-1860
Address 700 W. Main Street, Alhambra, CA 91801
Project Description Leasing and Full Maintenance and Remarketing
Project Dates (Start and End) 2007, ongoing Contract Term(s) 60 months Contract Amount \$ 1 Million +

Client/Contractor Name West Valley Water District
Project Manager/Contact Name Tom Crowley E-mail TCrowley@wvwd.org Ph. No. (909) 820-3702
Address 855 W. Baseline Rd, Rialto, CA 92377
Project Description Leasing and Full Maintenance and Remarketing
Project Dates (Start and End) 2009, ongoing Contract Term(s) 60 months Contract Amount \$ 500,000 +

Client/Contractor Name City of Gardena
Project Manager/Contact Name Steve Prendergast E-mail SPrendergast@gardena.gov Ph. No. (310) 217-9647
Address 1718 W. 162nd St., Gardena, CA 90247
Project Description Leasing, Full Maintenance, Physical Damage, Remarketing
Project Dates (Start and End) 2010, ongoing Contract Term(s) 60 months Contract Amount \$ 750,000 +

Client/Contractor Name City of Westminster
Project Manager/Contact Name Kevin Beach E-mail KBeach@westminster-ca.gov Ph. No. (714) 548-3688
Address 8200 Westminster Blvd., Westminster, CA 92683
Project Description Leasing and Remarketing
Project Dates (Start and End) 2010, ongoing Contract Term(s) 36 months Contract Amount \$ 650,000 +

ATTACHMENT B

W-9 FORM

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type See Specific instructions on page 2.	Name (as shown on your income tax return) Enterprise FM Trust	
	Business name/disregarded entity name, if different from above	
	Check appropriate box for federal tax classification: <input type="checkbox"/> Individual/sole proprietor <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ <input type="checkbox"/> Other (see instructions) ▶	Exemptions (see instructions): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____
	Address (number, street, and apt. or suite no.) P.O. Box 800089 City, state, and ZIP code Kansas City, Mo 64180-0089 List account number(s) here (optional)	Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number	

Employer identification number

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below), and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here	Signature of U.S. person ▶ <i>Jana Wayt</i>	Date ▶ <i>10-20-14</i>
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. The IRS has created a page on IRS.gov for information about Form W-9, at www.irs.gov/w9. Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party network transactions, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the

withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.

Note. If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

ATTACHMENT C

EQUAL BENEFITS ORDINANCE (EBO) COMPLIANCE

EQUAL BENEFITS ORDINANCE DISCLOSURE FORM

As a condition of being awarded a contract with the City of Long Beach ("City"), the selected Contractor/Vendor ("Contractor") may be required during the performance of the Contract, to comply with the City's nondiscrimination provisions of the Equal Benefits Ordinance ("EBO") set forth in the Long Beach Municipal Code section 2.73 et seq. The EBO requires that during the performance of the contract, the Contractor shall provide equal benefits to its employees with spouses and employees with domestic partners. Benefits include but are not limited to, health benefits, bereavement leave, family medical leave, membership and membership discounts, moving expenses, retirement benefits and travel benefits. A cash equivalent payment is permitted if an employer has made all reasonable efforts to provide domestic partners with access to benefits but is unable to do so. A situation in which a cash equivalent payment might be used is where the employer has difficulty finding an insurance provider that is willing to provide domestic partner benefits.

The EBO is applicable to the following employers:

- For-profit employers that have a contract with the City for the purchase of goods, services, public works or improvements and other construction projects in the amount of \$100,000 or more
- For-profit entities that generate \$350,000 or more in annual gross receipts leasing City property pursuant to a written agreement for a term exceeding 29 days in any calendar year

Contractors who are subject to the EBO must certify to the City before execution of the contract that they are in compliance with the EBO by completing the EBO Certification Form, attached, or that they have been issued a waiver by the City. Contractors must also allow authorized City representatives access to records so the City can verify compliance with the EBO.

The EBO includes provisions that address difficulties associated with implementing procedures to comply with the EBO. Contractors can delay implementation of procedures to comply with the EBO in the following circumstances:

- 1) By the first effective date after the first open enrollment process following the contract start date, not to exceed two years, if the Contractor/vendor submits evidence of taking reasonable measures to comply with the EBO; or
- 2) At such time that the administrative steps can be taken to incorporate nondiscrimination in benefits in the Contractor/vendor's infrastructure, not to exceed three months; or
- 3) Upon expiration of the contractor's current collective bargaining agreement(s).

Compliance with the EBO

If a contractor has not received a waiver from complying with the EBO and the timeframe within which it can delay implementation has expired but it has failed to comply with the EBO,

the Contractor may be deemed to be in material breach of the Contract. In the event of a material breach, the City may cancel, terminate or suspend the City agreement, in whole or in part. The City also may deem the Contractor an irresponsible bidder and disqualify the Contractor from contracting with the City for a period of three years. In addition, the City may assess liquidated damages against the Contractor which may be deducted from money otherwise due the Contractor. The City may also pursue any other remedies available at law or in equity.

By my signature below, I acknowledge that the Contractor understands that to the extent it is subject to the provisions of the Long Beach Municipal Code section 2.73, the Contractor shall comply with this provision.

Printed Name: JONKIL WOOD Title: HR GENERALIST MANAGER

Signature: [Signature] Date: 10/21/14

Business Entity Name: Enterprise Fleet Management

**CERTIFICATION OF COMPLIANCE WITH THE
EQUAL BENEFITS ORDINANCE**

Section 1. CONTRACTOR/VENDOR INFORMATION

Name: Jonni Wood Federal Tax ID No. [REDACTED]
Address: 333 City Blvd West, Suite 1117
City: ORANGE State: CA ZIP: 92868
Contact Person: Jonni Wood Telephone: 657-221-4525
Email: Jonni.D.Wood@ehi.com Fax: 657-220-9063

Section 2. COMPLIANCE QUESTIONS

- A. The EBO is inapplicable to this Contract because the Contractor/Vendor has no employees. Yes ✓ No
- B. Does your company provide (or make available at the employees' expense) any employee benefits? ✓ Yes No
(If "yes," proceed to Question C. If "no," proceed to section 5, as the EBO does not apply to you.)
- C. Does your company provide (or make available at the employees' expense) any benefits to the spouse of an employee?
✓ Yes No
- D. Does your company provide (or make available at the employees' expense) any benefits to the domestic partner of an employee?
✓ Yes No (If you answered "no" to both questions C and D, proceed to section 5, as the EBO is not applicable to this contract. If you answered "yes" to both Questions C and D, please continue to Question E. If you answered "yes" to Question C and "no" to Question D, please continue to section 3.)
- E. Are the benefits that are available to the spouse of an employee identical to the benefits that are available to the domestic partner of an employee? ✓ Yes No
(If "yes," proceed to section 4, as you are in compliance with the EBO. If "no," continue to section 3.)

Section 3. PROVISIONAL COMPLIANCE

- A. Contractor/vendor is not in compliance with the EBO now but will comply by the following date:
- By the first effective date after the first open enrollment process following the contract start date, not to exceed two years, if the Contractor/vendor submits evidence of taking reasonable measures to comply with the EBO; or
- At such time that the administrative steps can be taken to incorporate nondiscrimination in benefits in the Contractor/vendor's infrastructure, not to exceed three months; or

____ Upon expiration of the contractor's current collective bargaining agreement(s).

- B. If you have taken all reasonable measures to comply with the EBO but are unable to do so, do you agree to provide employees with a cash equivalent? (The cash equivalent is the amount of money your company pays for spousal benefits that are unavailable for domestic partners.)

 Yes No

Section 4. REQUIRED DOCUMENTATION

At time of issuance of purchase order or contract award, you may be required by the City to provide documentation (copy of employee handbook, eligibility statement from your plans, insurance provider statement, etc.) to verify that you do not discriminate in the provision of benefits.

Section 5. CERTIFICATION

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that I am authorized to bind this entity contractually. By signing this certification, I further agree to comply with all additional obligations of the Equal Benefits Ordinance that are set forth in the Long Beach Municipal Code and in the terms of the contract of purchase order with the City.

Executed this 21 day of October, 2014, at ORANGE, CA

Name Jenni Wood Signature Jenni Wood

Title HR Generalist Manager Federal Tax ID No. 

ATTACHMENT D

INSURANCE REQUIREMENT



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
11/04/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh USA Inc. 701 Market Street Suite 1100 St. Louis, MO 63101	CONTACT NAME: PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL: ADDRESS:
ENTER -STND-GAW-14-15 2F28 EHI	INSURER(S) AFFORDING COVERAGE INSURER A: The Travelers Indemnity Company of Connecticut NAIC # 25682 INSURER B: Travelers Property Casualty Co. of America 25674 INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES **CERTIFICATE NUMBER:** CHI-005046226-02 **REVISION NUMBER:** 12

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Fire Damage (Any One Fire) GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC		HC2E-GLSA-474M7351-TCT-14	09/01/2014	09/01/2015	EACH OCCURRENCE \$ 3,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 3,000,000 GENERAL AGGREGATE \$ 15,000,000 PRODUCTS - COMP/OP AGG \$ 3,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> SIR 2,000,000 <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		HE-EAP-474M7302-TCT-14	09/01/2014	09/01/2015	COMBINED SINGLE LIMIT (Ea accident) \$ 3,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	HC2J-UB-474M7050-14 (AOS) HRJ-UB-474M7062-14 (WI) HWXJ-UB-474M7074-14 (OH XS WC) SEE ATTACHED	09/01/2014 09/01/2014 09/01/2014	09/01/2015 09/01/2015 09/01/2015	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Re: GPBR: 2F28; ADDRESS: 17210 S. Main St. Suite 103, Gardena, CA 90248

Auto coverage insures any Auto owned or leased by the named insured while operated by employees of the named insured. No coverage provided to renters under this policy.

CERTIFICATE HOLDER

CANCELLATION

City of Long Beach 333 West Ocean Blvd. Long Beach, CA 90802	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE of Marsh USA Inc. Manashi Mukherjee <i>Manashi Mukherjee</i>
--	--

AGENCY CUSTOMER ID: ENTER

LOC #: St. Louis

**ADDITIONAL REMARKS SCHEDULE**

Page 2 of 2

AGENCY Marsh USA Inc.		NAMED INSURED Enterprise Holdings, Inc. and its subsidiaries 600 Corporate Park Drive St. Louis, MO 63105
POLICY NUMBER		
CARRIER	NAIC CODE	
EFFECTIVE DATE:		

ADDITIONAL REMARKS**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,****FORM NUMBER:** 25 **FORM TITLE:** Certificate of Liability Insurance

Workers Compensation coverage for employees in the States of North Dakota, Washington and Wyoming is provided through the Monopolistic State programs. Workers Compensation coverage for employees in Ohio is self insured. The Workers Compensation policies shown on this Certificate of Insurance provides Employers Liability for all states. Employers Liability limits on the Ohio Excess Workers Compensation policy are \$3,000,000 XS of a \$2,000,000 S.I.R.



City of Long Beach
Purchasing Division
333 W Ocean Blvd/7th Floor
Long Beach CA 90802

INSURANCE REQUIREMENTS

- Contractor shall submit proof of insurability from an insurance company with an: 8 rating {as specified in City AR 8-27} from AM Best Company with bid. Failure to submit this proof will disqualify the bid.
- Successful bidder shall obtain and maintain at its expense until completion of performance and acceptance by the City, from an insurer:
 - Admitted (Licensed) in the State of California with a current financial responsibility rating of an Excellent or better and a current financial size category (FSC) of V (Capital Surplus and Conditional Surplus Funds of greater than \$10 million) or greater rating as reported by AM Best Company or equivalent, unless waived in writing by the City's Risk Manager, or
 - Non-admitted in the State of California with a current financial responsibility rating of an Excellent or better and a current financial size category (FSC) of VIII (Capital Surplus Funds or greater than \$100 million) or greater rating as reported by AM Best Company or equivalent, unless waived in writing by City's Risk Manager.
 - Comprehensive General Liability naming City, its Officials, Employees, and Agents as additional insureds for injury to or death of persons or damage to or loss of property arising from or connected to vendor's performance here-under \$1,000,000 combined single limit for each occurrence and \$2,000,000 General Aggregate.
 - Automobile Liability: \$500,000 combined single limit per accident for bodily injury and property damage covering owned, non-owned and hired vehicles.
 - Worker's Compensation: As required by California Labor Code.
- Self-insurance of self-insured retention must be approved in writing by City and protect City in same manner and extent as if policies had not contained retention. Each policy must be endorsed to state that coverage shall not be cancelled by either party or reduced in coverage except after 30 days prior written notice to City. Vendor must furnish to City before performance certificates of insurance and original endorsements, with the original signature of one authorized by the insurer to bind coverage on its behalf, for approval as to sufficiency and form. This insurance shall not be deemed to limit vendor's liability hereunder.
- Contractor shall maintain at its expense, until completion of performance and acceptance by City, from an insurer:
 - Admitted (licensed) in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of V (capital surplus and conditional surplus funds of greater than \$10 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager, or



City of Long Beach
Purchasing Division
333 W Ocean Blvd/7th Floor
Long Beach CA 90802

- Non-admitted in the State of California with a current financial responsibility rating of A (Excellent) or better and a current financial size category (FSC) of VIII (capital surplus and conditional surplus funds of greater than \$100 million) or greater rating as reported by A.M. Best Company or equivalent, unless waived in writing by City's Risk Manager.
- All coverages for Subcontractors shall be subject to the requirements stated herein and shall be maintained at no expense to the City.
- Contractor shall furnish the City with certificates of insurance and original endorsements providing coverage as required above. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf.
- Before any of Contractor's or Subcontractor's employees shall do any work on the City's property, Contractor shall furnish the City with the required certificates evidencing that such insurance is being maintained. Such certificates shall specify the date when such insurance expires. Such insurance shall be maintained until after the Work under the Contract has been completed and accepted.
- Such insurance as required herein or in any other documents to be considered a part hereof shall not be deemed to limit Contractor's liability under this Contract.
- Contractor shall defend, indemnify and hold harmless the City, its officials and employees from and against any and all liability for claims for bodily injury and property damage arising out of negligent acts, omissions or errors of any employee of Contractor at the Site.
- Contractor shall list the name and location of the place of business of each Subcontractor who will perform work, labor or services for Contractor, or who specially fabricates and installs a portion of the Work or improvement in an amount in excess of one-half of one percent of Contractor's total contract cost. The Subcontractor list shall be submitted with Contractor's Bid.

By submitting a signature below, Bidder promises that insurance requirements can be provided as requested.

Printed Name: Jena Wayt Title: Customer Service Manager

Signature: Jena Wayt Date: 10-22-14

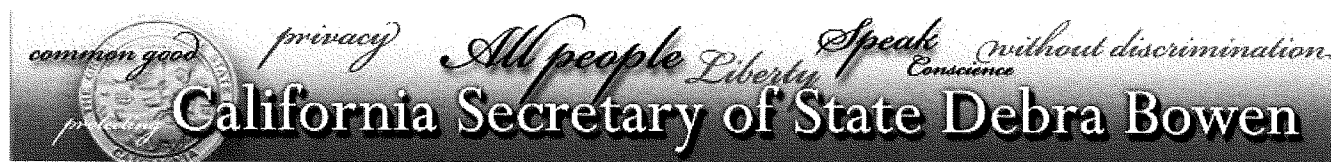
ATTACHMENT E

Please provide print out showing your business is registered with the California Secretary of State.

Awarded vendors/contractors must be registered with the California Secretary of State prior to contract execution. For more information, please consult:

www.sos.ca.gov/

See website location attached

[Secretary of State](#)[Administration](#)[Elections](#)[Business Programs](#)[Political Reform](#)[Archives](#)[Registries](#)**Business Entities (BE)****Online Services**

- [E-File Statements of Information for Corporations](#)
- [Business Search](#)
- [Processing Times](#)
- [Disclosure Search](#)

Main Page**Service Options****Name Availability****Forms, Samples & Fees****Statements of Information**
(annual/biennial reports)**Filing Tips****Information Requests**
(certificates, copies & status reports)**Service of Process****FAQs****Contact Information****Resources**

- [Business Resources](#)
- [Tax Information](#)
- [Starting A Business](#)

Customer Alerts

- [Business Identity Theft](#)
- [Misleading Business Solicitations](#)

Business Entity Detail

Data is updated to the California Business Search on Wednesday and Saturday mornings. Results reflect work processed through Friday, October 31, 2014. Please refer to **Processing Times** for the received dates of filings currently being processed. The data provided is not a complete or certified record of an entity.

Entity Name:	ENTERPRISE FLEET MANAGEMENT, INC.
Entity Number:	C3012061
Date Filed:	08/14/2007
Status:	ACTIVE
Jurisdiction:	MISSOURI
Entity Address:	600 CORPORATE PARK DR
Entity City, State, Zip:	ST LOUIS MO 63105
Agent for Service of Process:	C T CORPORATION SYSTEM
Agent Address:	818 WEST SEVENTH ST 2ND FL
Agent City, State, Zip:	LOS ANGELES CA 90017

* Indicates the information is not contained in the California Secretary of State's database.

- If the status of the corporation is "Surrender," the agent for service of process is automatically revoked. Please refer to California Corporations Code [section 2114](#) for information relating to service upon corporations that have surrendered.
- For information on checking or reserving a name, refer to [Name Availability](#).
- For information on ordering certificates, copies of documents and/or status reports or to request a more extensive search, refer to [Information Requests](#).
- For help with searching an entity name, refer to [Search Tips](#).
- For descriptions of the various fields and status types, refer to [Field Descriptions and Status Definitions](#).

[Modify Search](#) [New Search](#) [Printer Friendly](#) [Back to Search Results](#)

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City of Long Beach

Department of Financial Management
Purchasing Division
333 W Ocean Blvd. 7th floor, Long Beach, California 90802
p 562.570.6123

October 21, 2014

ADDENDUM #1

ITB FS 15-005
Citywide Vehicle Leasing

The deadlines for the answers from the City and for submission of bids have been changed and the new dates are as follows:

BID TIMELINE

Answers from the City:

October 31, 2014 by 11:00 AM

Bid due date:

November 6, 2014 by 11:00 AM

Prepared By: Sokunthea Kol Date: October 21, 2014
Buyer

Acknowledged By: Enterprise Fleet Management
Company Name

Daniel Simonetti Regional Sales Manager
Print Name Title

[Signature] 10/21/14
Signature Date

You are required to submit this document with your proposal. Failure to do so may disqualify your proposal.



City of Long Beach

Department of Financial Management
Division of Procurement
333 W Ocean Blvd. 7th floor, Long Beach, California 90802
p 562.570.6123
Sokunthea.Kol@Longbeach.gov

October 29, 2014

NOTICE TO BIDDERS

ADDENDUM NO. 2

ITB FS15-005
Citywide Vehicle Leasing

The following changes and/or additions shall be made to the original ITB FS15-005 Citywide Vehicle Leasing

Please acknowledge receipt of this addendum by signing and returning with your bid.

You are required to submit this Addendum with your bid. Any bidder who fails to submit this Addendum may be disqualified.

BID SPECIFICATION - ADDENDUM

REPLACE PAGE 17 WITH THE REVISED PAGE 17 (ATTACHED).

BID SECTION – ADDENDUM

REPLACE PAGE 21 WITH THE REVISED PAGE 21 (ATTACHED).
ADD PAGES 22, 23, AND 24 (ATTACHED).

THE FOLLOWING QUESTIONS AND ANSWERS ARE AS FOLLOWS:

1. The City of Long Beach will be providing their own vehicle insurance or do you want a quote for insurance coverage? The City will provide insurance.
2. Will the vehicles be delivered to a City of Long Beach location or will the vehicles be picked up at a local vehicle dealership (usually within 20 miles of Long Beach)? Per Supplier Location information on Page 14 – “awarded vendor shall maintain a vehicle lot within twenty-five (25) miles of the City of Long Beach or will provide vehicle pick-up and delivery to 2600 Temple Ave.
3. Contract Period - the bid states that the contract period is for twelve (12) months with four annual renewal options at the discretion of the City. Does that mean that the City wants the vehicles for at least twelve (12) months and MAY want to keep them for another four (4) years? Yes.
- 3A. Is there any way to guarantee a fixed term for each vehicle? The City may elect fixed terms, depending on the pricing.

4. Extension Option: The "Price increase shall not exceed _____% during first extension period." is left blank on my bid sheet. Am I supposed to fill in what our percent (%) of increase would be at the first through fourth extension periods? Yes

5. Revolving Lease: I am not familiar with that term. From what I read in the bid it states that City employees can exchange their vehicle at any time throughout the year - is that correct? Yes.

5A. That's for all lease vehicles throughout the year? Yes.

6. The vehicles being requested in this bid, are they additional or replacement city vehicles? Replacement of existing vehicles.

7. If they are replacement vehicles, how did you acquire them in the past? Purchase and leasing.

7A. Are they leased vehicles? Some are currently leased.

7B. If they are leased, are they on Open-Ended leases or Closed-Ended Leases? Closed.

7C. Who bears the residual risk for the vehicle, the City (Lessee) or the Lessor (Leasing Company)? City

8. Does the City have a Fleet Identification Number (FIN or FAN) from any of the vehicle manufacturers? Yes

8A. If not, would the City like assistance in applying for them

9. Is the City looking to lease for 12 months or 60 months? Monthly payments are higher for 12 months vs 60 month leases. City is looking to enter into multiple leases with terms of 12 to 60 months. It will vary by operational need.

10. Which lease structure does the City want to use—Open-ended (Equity) Lease or Closed-ended (Walkaway, Net) Lease? Open-end Lease

11. Should tax be included in the Monthly Payment of the vehicles? Yes

Any additional questions must be submitted in writing to Purchasingbids@longbeach.gov

Prepared By: Sokunthea Kol
Buyer

Date: October 29, 2014

Acknowledged By: Enterprise Fleet Management
Company Name

Daniel Simonetti
Print Name

Regional Sales Manager
Title


Signature

10/29/14
Date