

# Michigan State University

Travel Arrangers Open House

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## Agenda

- Summary of Michigan State University Program
- Potential Opportunities
- Environmental Initiatives
- Enterprise Plus for Business

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## **Michigan State University Program**

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## **Michigan State University Corporate ID Numbers**

XZ59002 –Business Use

XZ59003 – Personal Use

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## Rental Rates

<i>Vehicle Class</i>		<i>Non-Airport</i>	<i>Airport</i>
Compact Car		\$35.99	\$40.99
Intermediate Car		\$37.99	\$42.99
Mid-Size Car		\$40.99	\$45.99
Full-Size Car		\$44.99	\$49.99
Minivan		\$66.99	\$71.99
Mid-Size SUV		\$66.99	\$71.99
Cargo Van		\$63.99	\$71.99
Pick-up Truck		\$51.99	\$56.99



## Program Details

- **Rental Rates include Collision Damage Waiver and Supplemental Liability Protection**
- **No fee for drivers 21 to 24 years of age.**
- **Only the State of New York is included in City Surcharges**
- **Delivery is available to office, Free Pick-up from home**
- **Weekly Rates are 5.5 times the daily rate**
- **Monthly Rates are 22 times the daily rate**



# Potential Opportunities



## Potential Opportunities

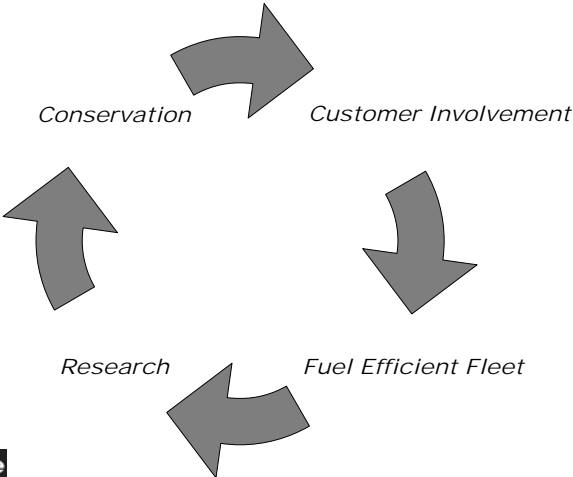
- Virtual Car® Concept
  - Used as an alternative to Mileage Reimbursement.
  - Use a vehicle only for the time needed.
  - Reduce costs to University departments.
  
- “Month or More” Rental Program
  - Discounts the longer a vehicle is kept.
  - Ideal for special projects or longer term needs
  - Available on all classes of vehicles
  
- Group Events
  - Special vehicle needs (Minivan, Pick-up truck)



# Environmental Initiatives



# Environmental Platform



## Environmental Initiatives

- **Conservation** – In conjunction with our 50 year anniversary, the Taylor Family has committed to planting 50 Million trees over the next 50 years
- **Customer Involvement** – Alamo, Enterprise and National offer the opportunity for travelers to participate in a Carbon Offset Program. Allows for travelers to elect to add \$1.25 per rental to be invested in Carbon Dioxide Removal Programs
- **Fuel Efficient Fleet** – Largest fleet of FlexFuel vehicles in the rental industry. Over 50% of our combined fleet meet the EPA “SmartWay” Certification.
- **Research** – The Taylor family has donated \$25 Million to the Danforth Center for Renewable Energy.
- **More information at [www.keystogreen.com](http://www.keystogreen.com)**



## Enterprise Plus™ for business



## Enterprise Plus™ for business

- Free membership
- Faster reservation process
- Faster rental transactions
- Special members' line at major airports
- Company rate plan applied when booking
- Member discounts

