



Hertz State of Kansas Vehicle Rental Program November 2012

Agenda

- Presenters
- Rates
- Locations
- Billing – Applicant Program & Account Management
- Hertz CDP #'s and P-Cards
- Booking Rentals

Hertz Presenters

- **Kristin Wantland** – Senior Account Manager
 - Overland Park, KS
- **Mark and Ann Hobart** – Topeka Hertz
- **Dave Johns** / Area Manager Eastern KS
- **Tom Leitch** / Area Manager Central KS

Kansas In-State Business Rates

Car Class	Example	Daily Rate	Weekly Rate
Compact	Nissan Versa	\$29.50	\$162.25
Mid-Size	Toyota Corolla	\$31.50	\$173.25
Full-Size	Toyota Camry	\$33.50	\$184.25
Standard SUV	Chevy Traverse	\$44.50	\$244.75
Minivan	Dodge Grand Caravan	\$47.50	\$261.25
Mid-Size SUV	Toyota Rav 4	\$40.50	\$222.75
Large SUV	Chevy Suburban	\$83.50	\$459.25
Hybrid Mid-Size	Toyota Prius	\$39.50	\$217.25
Pickup Truck	Chevy Silverado	\$55.50	\$305.25
Large Passenger Van	Chevy Express	\$85.50	\$470.25

Kansas Out-of-State Business Rates

Car Class	Example	Daily Rate	Weekly Rate
Compact	Nissan Versa	\$35.00	\$192.50
Mid-Size	Toyota Corolla	\$37.00	\$203.50
Full-Size	Toyota Camry	\$39.00	\$214.50
Standard SUV	Chevy Traverse	\$61.00	\$335.50
Minivan	Dodge Grand Caravan	\$61.00	\$335.50
Mid-Size SUV	Toyota Rav 4	\$59.00	\$324.50
Large SUV	Chevy Suburban	\$82.00	\$451.00
Hybrid Mid-Size	Toyota Prius	\$42.00	\$231.00

Kansas Employee Personal Travel

- **Hertz will offer a discount to employees for personal/leisure travel**
 - Discounted rates apply
- **Qualifications**
 - For renters 21-24 years of age, a daily surcharge will apply
 - Employees should use the assigned CDP (directly below)
- **State of Kansas Personal Travel CDP: 65736**
 - Book online www.hertz.com, by phone 800-654-3131 or at the counter

Kansas Rental Locations



The Great Seal of the State of Kansas is a circular emblem. It features a central landscape with a rising sun over mountains, a river, and a plow. The sun is partially obscured by a banner with the word 'LIBERTY'. The outer ring of the seal contains the text 'GREAT SEAL OF THE STATE OF KANSAS' at the top and 'JANUARY 29, 1861' at the bottom.

Augusta	Hays	Newton	Independence
Bonner Springs	Lawrence	Olathe	Shawnee
Concordia	Lenexa	Overland Park	Stilwell
Derby	Louisburg	Salina	Tonganoxie
Emporia	Manhattan	Shawnee	Topeka
Garden City	Marysville	Stilwell	Wichita

Rental Insurance Coverage

- **Coverage applicable through BTA cards:**
 - No change from previous program
 - Loss Damage Waiver (Collision Damage Waiver)
 - Liability \$500/\$500/\$100
 - Included on most vehicle types
- **Vehicles not covered under BTA cards, will have LDW included within the rate.**

One-Way Program

- **One-Way Restrictions and Charges will apply to rentals dropped off at location other than the original renting location, unless at MCI**
- **One-Way Charges:**
 - Mileage fee of \$0.25 per mile
 - One-way surcharge of \$125, where total miles driven exceeds 250
- **Kansas City International Airport (MCI)**
 - No Additional charges between MCI and Topeka
 - No Additional charges between MCI and Lawrence
 - Not offered at any other Kansas Airport

Questions?

What is a Hertz CDP?

- **Corporate Discount Program Number (CDP)**
 - This is the reference number for your respective offices/agencies/departments.
 - The CDP tells the Hertz counter what rates and benefits apply (available through dept/agency contact)
- **For P-Card accounts, CDPs will be used in place of Applicant numbers**
 - The unique CDP will be assigned by Hertz
 - Your CDP # will be available through your department contact
 - Requests for new CDPs can be sent to Hertz Account Management

Hertz Billing Program - Applicant

- **What is an Applicant #?**
 - The Applicant Billing Program has been approved by the State to allow billing and invoicing to be set up for each office/agency/department
 - Your Agency Contact will have the applicant numbers
- **Why use this program?**
 - Renters can complete bookings without being required to present a physical form of payment at the counter
- **How do we get started?**
 - Hertz will assign individual Applicant Numbers for each Agency and these will be sent to Agency contacts.

Hertz Billing Program – Applicant

- **Manage and Modify Applicant Billing Information**
 - To Request New Applicant Numbers
 - To Confirm Assigned Applicant Numbers
- **Methods of Contact:**
 - Contact the Sr. Account Rep: Kristin Wantland at kwantland@hertz.com or 913-652-3362
 - Contact the Project Specialist: Sarah Engel at sengel@hertz.com or 703-683-9236
 - Include agency account name and # and if available, the applicant number
 - Call 888-300-8035 Special Services Dept for State of KS

****Hertz will notify agency contact via email 90 days prior to exp date when a new exp date is needed.****

Questions?

Booking Rentals

- **Using the Applicant Program**

- Book on-line at www.hertz.com through the Applicant Pathway (see next slide)
- Book using Hertz Reservation Line 888-300-8035.
- Must Use Assigned Applicant # when booking rental

- **Using P-Cards at Pickup (presenting P-card)**

- Book on-line at www.hertz.com
- Book using Hertz Reservation Line 888-300-8035
- Book at the Counter as a walk-up
- Must Use Assigned CDP # when booking rental

Booking Applicant On-Line

The screenshot shows the Hertz website homepage. At the top, there's a navigation bar with the Hertz logo and a search bar. Below the navigation bar, there's a large banner image showing a family (a woman and two children) sitting in a field, with a picnic basket. To the right of the banner, there's a smaller image showing a person's hands on a car's steering wheel, with the text "Hertz Gold Choice™ Pick The" below it. Below the banner, there's a section with a "Rental Car Type:" dropdown menu, a "Show Me All" button, and a checkbox for "Enter a Discount or Promo Code". Below this, there are two buttons: "Book as a Member" and "Book as a Guest".

Below the banner, there's a grid of links organized into five columns:

- Hertz.com**
 - [Reservations](#)
 - [Car Rental Special Offers](#)
 - [Locations](#)
 - [Vehicles](#)
 - [#1 Club Overview](#)
 - [Products & Services](#)
 - [Site Map](#)
- About Hertz**
 - [Investor Relations](#)
 - [Careers](#)
 - [Hertz Corporate Profile](#)
 - [Press Room](#)
 - [Other Hertz Companies](#)
 - [Terms of Use](#)
 - [Living Journey - Sustainability](#)
- Customer Support**
 - [Contact Us](#)
 - [Find a Receipt](#)
 - [Lost and Found](#)
 - [Frequent Traveler Credit](#)
 - [Accident Report](#)
 - [Vehicle Recall Procedure](#)
- Business to Business**
 - [Small & Mid-Sized Business](#)
 - [Meetings & Conventions](#)
 - [Assoc/Group Programs](#)
 - [Diversity Programs](#)
 - [Agent/Franchise Opportunities](#)
 - [Government and Military Travelers](#)
- Partners**
 - [Air Partners](#)
 - [Rail Partners](#)
 - [Hotel Partners](#)
 - [Travel Partners](#)
 - [Auto Collision Rental Partner](#)
 - [Service Partners](#)

Below the grid, there's a section for "Online Check-in" with links to "Online Check-in" and "Online Check-in FAQs". To the right of this, there's a section for "Products and Services" with links to "Products and Services", "Car Rentals", and "Car Rental Locations".

Below the "Products and Services" section, there's a section for "Hertz Businesses" with links to "Hertz Car Sales - Used Cars for Sale", "Hertz Equipment Rental", and "Hertz Entertainment Services". To the right of this, there's a section for "Featured Products" with links to "Hertz On Demand", "Prepay & Save", "Car in the Shop?", "Monthly Car Rentals", "Hertz Gold Plus Rewards Now Global", and "Airport Car Rentals".

Below the "Featured Products" section, there's a section for "Travel Agents" with links to "Login", "GDS Tools", "Agent Gold Rewards", and "Applicant Program". A blue arrow points to the "Applicant Program" link.

At the bottom of the page, there are three logos: "LISTEN TO Hertz radio", "ZAGAT 2012/13 #1 Rated Overall U.S. Car Rental Survey", and "Hertz living journey Sustainability".

1. www.hertz.com
2. Scroll to the bottom of the Screen.
3. Click "Applicant Program"

Booking Applicant On-Line

[Discounts & Coupons](#)

[Locations/Vehicle Guide](#)

[Hertz Car Sales](#)

[Hourly Car Rentals](#)

[Hertz G](#)

LOGIN

Welcome Applicant Program Member!

The Hertz Applicant Program provides our accounts with a secure and confidential method of booking rentals for your travelers online. All reservations made to your account will be automatically billed directly to the designated preferred payment method specified by the program.

To enter our Applicant Program site, log in below with your Applicant Program number.

Applicant Program Number:*

Login



1. Enter Applicant #
2. Follow Reservation Options
3. Confirm Booking



Hertz Rent-a-Car - Rental Car Discounts, Coupons an...

Hertz.com Car Rental & Car Sales

[Reservations](#) [Discounts & Coupons](#) [Locations/V](#)

[Book a Car](#) [View/Modify/Cancel a Reservation](#)

1 **Pickup Location** (City, State, Airport Code or US Zip code)
[My Previous Rentals](#)

[Help me find a location](#)
☐ Return car to a different Hertz location ?

2 **Pickup Date & Time:**
 10:00 AM
Return Date & Time:
 10:00 AM

3 **Please Select an Age** ?
 Please Select an Age

Rental Car Type: ?
 Show Me All

SUBMIT

Booking Scenarios

- **Booking on-line at www.hertz.com or calling reservation line at 888-300-8035 with the Applicant Number:**
 - Confirm Applicant number with dept/agency contact
 - Confirm reservation using on-line applicant pathway or by calling the res line at 888-300-8035
 - Arrive at time of pickup
 - Present ID at the counter (no billing information required at this time)
- **Booking on-line at www.hertz.com or calling reservation line at 888-300-8035 with the CDP Number:**
 - Confirm CDP number with dept/agency contact
 - Confirm reservation using on-line or by calling the res line at 888-300-8035
 - Arrive at time of pickup
 - Present ID at the counter along with P-Card for payment details

Booking Scenarios

- **Walk-up rental with the Applicant Number:**
 - Contact your dept/agency contact for your Applicant # (if you don't know it)
 - Call the reservation line at 888-300-8035
 - Continue to counter for rental pickup
 - Present ID at the counter (no billing information required at this time)
- **Walk-up rental with a P-Card and the CDP Number:**
 - Contact your dept/agency contact for your CDP # (if you don't know it)
 - Give CDP # to counter service rep
 - Present ID at the counter along with P-Card for payment details

Questions?

**Thank you very much for renting
with Hertz!**