



FLEET MANAGEMENT

WORLD HEADQUARTERS

Enterprise Fleet Management

600 Corporate Park Drive
St. Louis, Missouri 63105
(314) 512-2880
efleets.com

Owned by the Taylor family of St. Louis, Enterprise Fleet Management operates a network of more than 50 fully staffed offices, which manages a fleet of more than 520,000 vehicles in the U.S. and Canada. The business provides full-service management for companies, government agencies and organizations operating medium-sized fleets of 20 or more vehicles, as well as those seeking an alternative to employee reimbursement programs. Enterprise Fleet Management supplies most makes and models of cars, light- and medium-duty trucks and service vehicles across North America.

Enterprise Fleet Management and its affiliate, Enterprise Holdings, together offer a total transportation solution. Combined, these businesses, which include car rental and carsharing services, truck rental, corporate fleet management and retail car sales, accounted for \$24.1 billion in revenue and operated 2 million vehicles throughout the world in fiscal year 2018.

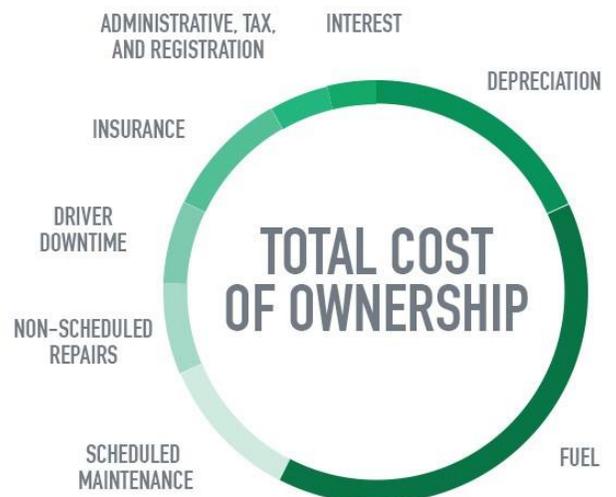
INFORMATION TECHNOLOGY

Enterprise Fleet Management’s recent investments in information technology solutions to better serve its customers include:

- The development of a customer login website, which provides advanced insight into fleet performance and key metrics, enabling customers to lower their total cost of ownership.
- The deployment of new Microsoft Surface Pro 3 devices to its entire North American sales team.
- The development of a Web-based Fleet Planning Toolkit that allows the Enterprise sales team to access multiple data for a customer’s entire fleet on the new Surface Pro 3 devices in real-time.
- A partnership with Auto Integrate, a web-based repair and maintenance authorization tool, which is accessible to Enterprise Fleet Management’s nearly 100,000 auto maintenance and repair shop partners and is currently used by nearly 40,000 preferred vendors.

FAST FACTS

- Founded as Executive Leasing in 1957 with a fleet of seven cars
- More than 50 locations across North America
- Operates one of the nation’s largest service departments (located in St. Louis, the service department comprises more than 100 ASE-certified service technicians)
- Multi-year recipient of American Business Awards (The Stevies) for excellence in marketing, customer service, innovation and environmental responsibility
- Names to the InformationWeek Elite 100 from *InformationWeek* magazine, 2016
- Launched Comprehensive Environmental Platform, 2008
- Two-time LEED™ Certification from U.S. Green Building Council
- Enterprise’s National Service Department was the first to win the Automotive Service Excellence “Blue Seal of Excellence” award and has won for 22 consecutive years, an industry record





FLEET MANAGEMENT

EXECUTIVES

Brice Adamson
SENIOR VICE PRESIDENT

Tom Chelew
SENIOR VICE PRESIDENT

Steve Usselmann
SENIOR VICE PRESIDENT

Tom Giesecking
VICE PRESIDENT OF
FLEET OPERATIONS

PRIMARY ACTIVITIES

- **Acquisition:** Helps customers acquire fleet vehicles in the most cost effective and efficient manner
- **Financing:** Offers flexible terms that can lessen the amount of debt on a customer's balance sheet as compare to traditional loans
- **Registration and Renewal:** Handles the license and registration process across all 50 states in the U.S. and all 10 provinces in Canada
- **Remarketing:** Helps customers sell vehicles across all available channels while ensuring the best market price
- **Online Reporting:** Customer reports allow clients to view their data in a way that best suits their needs
- **Maintenance:** Offers the industry's most extensive full-maintenance program, extending maintenance coverage to virtually all makes of cars, light-duty trucks, and service vehicles, as well as many diesel engine vehicles
- **Fuel Management:** Offers one customized card authorized for use at most fueling stations around the country
- **Additional Programs:** Risk management, driver safety, fleet rental programs and more

FOUNDING VALUES

These values have served as Enterprise's foundation for growth and success for more than six decades. And today, this simple, yet powerful set of beliefs is more critical than ever to Enterprise's continued success:

- Our brands are the most valuable things we own.
- Personal honesty and integrity are the foundation of our success.
- Customer service is our way of life.
- Our company is a fun and friendly place, where teamwork rules.
- We work hard ... and we reward hard work.
- Great things happen when we listen ... to our customers and to each other.
- We strengthen our communities, one neighborhood at a time.
- Our doors are open®.

CORPORATE RESPONSIBILITY

Enterprise Fleet Management takes a sustainable approach to business, while partnering with companies, agencies and organizations to help them meet their respective supply-chain and corporate responsibility goals.

For more information, visit
www.enterpriseholdings.com/efm-cr.