

**Group 72002– Award 23168
FLEET MAINTENANCE SERVICES**

**Contractor and Pricing Information
Updated - August 6, 2020**

Contract #	Contractor & Address	Centralized Contract Contact	Federal ID NYS Vendor ID
PS69147	Automotive Rentals Inc. 4001 Leadenhall Road Mount Laurel, NJ 08054	Jeff Ruspantine 4001 Leadenhall Road Mount Laurel, NJ 08054 (609) 941-5281 jruspantine@arifleet.com	Federal ID 21-0622527 NYS Vendor ID 1000008693
Questions for NYS contract users: 1-866-274-2065 Emergency Services (24/7/365): 1-800-CAR-CARE (1-800-227-2273) Email: ImplementNY@arifleet.com			

ADDITIONAL CONTACTS (Expedited Ordering)

Name: ARI Peak Team Title: Small team environment of three ARI Client Administrators Phone: (866) 274-2065 Fax: (856) 533-9084 Email: ARIPeak@arifleet.com	Name: Jerry Pensabene Title: Account Executive Phone: (856) 787-6566 Email: jpensabene@arifleet.com
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Payment/Ordering Information

Does Contractor offer Prompt Payment Discounts?	No. ARI currently offers the State a pricing structure that reflects 15 day pricing while still providing 30 day payment terms.
Does Contractor offer Electronic Access Ordering (EDI)?	Yes

Contract Pricing

Fleet Maintenance Service (Monthly Enrollment Plans)*	Administrative Fee
Monthly Enrollment Plan (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.2 <i>Monthly Enrollment Plans</i>]	\$5.35 (per vehicle, per month)
Monthly Enrollment Plan (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.2 <i>Monthly Enrollment Plans</i>]	\$22.00 (per vehicle, per month)

Fleet Maintenance Service (Per Occurrence)	Administrative Fee
Maintenance and Repair Service (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph A <i>Maintenance and Repair Programs</i>]	\$20.70 (per vehicle, per incident)
Maintenance and Repair Service (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph A <i>Maintenance and Repair Programs</i>]	\$28.60 (per vehicle, per incident)
Accident Management (All-In) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 1 <i>All-In</i>]	\$225.00 (per vehicle, per incident)
Accident Management (Documentation Only) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 2 <i>Documentation Only</i>]	\$100.00 (per vehicle, per incident)
Accident Management (Repair Estimates Only) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 3 <i>Repair Estimates Only</i>]	\$125.00 (per vehicle, per incident)
Accident Management (Appraisal Only) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 4 <i>Appraisal Only</i>]	\$125.00 (per vehicle, per incident)
Accident Management (Subrogation Only) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 5 <i>Subrogation Only</i>]	\$105.00 (per vehicle, per incident)
Accident Management (Subrogation Only) [See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 5 <i>Subrogation Only</i>]	20% of the dollar amount recovered
Roadside Assistance (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph C <i>Roadside Assistance</i>]	\$35.00 (per vehicle, per incident)
Roadside Assistance (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph C <i>Roadside Assistance</i>]	\$40.00 (per vehicle, per incident)
Towing (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plan</i> , Paragraph D <i>Towing</i>]	\$35.00 (per vehicle, per incident)
Towing (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section 3.3 <i>Per Occurrence Plans</i> , Paragraph D <i>Towing</i>]	\$40.00 (per vehicle, per incident)

Fleet Maintenance Service (Other Products/Services)	Pricing
<p>Automotive Repair Shop Pricing and Discounts [For additional information, see Contract Section 3.1 <i>Automotive Repair Shops</i>, Paragraph F4, and 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph A]. The Contractor has agreements with National Account Vendors for discounts for Contract Users. Current National Account Vendors located in New York State include AAMCO, Bridgestone/Firestone, Continental General, Gerber Collision, Goodyear, Jiffy Lube, Maaco, Meineke, Michelin, Midas, Monroe, Pep Boys, Sears, and Valvoline.</p> <p>At the written request of Procurement Services or an Authorized User, the Contractor shall provide, for no additional fee, a list of pricing that National Account Vendors would ordinarily charge the public at large (e.g., “posted prices” to any customer walking in off the street), and pricing they charge for the same products and services if provided as part of the State Contract.</p>	Discounts with National Account Vendors
<p>Integration of Other New York State Contract Pricing [For additional information, see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph B]. The Contractor shall have the ability for Authorized Users to receive contract pricing and benefits for Vehicle parts and services from other contracts held by OGS or Authorized Users, without the need for separate transactions, Purchase Orders, invoices, etc. The Contractor Must honor the specific pricing from other NYS contracts and list the pricing/discount on the Fleet Maintenance Services Contract invoices. This service Shall be provided for no additional fee. This applies to the following contracts for Vehicle parts and services:</p> <ol style="list-style-type: none"> 1. OGS Group 30600, Award PGB-23149, Tires, Tubes, and Services (Statewide) (The Goodyear Tire and Rubber Company), https://online.ogs.ny.gov/purchase/spg/awards/3060023149CAN.HTM; 2. OGS Group 30310, Award 23123, Vehicle and Equipment Parts and Related Product (Statewide), https://online.ogs.ny.gov/purchase/spg/awards/3031023123CAN.HTM; 3. Towing/roadside assistance on limited access highways and bridges (e.g., NYS Thruway, and bridges and tunnels operated by the Metropolitan Transportation Authority); 4. OGS 30601, Award PGB-23193, Tires, Retreads (Statewide) (The Goodyear Tire and Rubber Company) (upon execution), https://online.ogs.ny.gov/purchase/spg/awards/3060023193CAN.HTM; 	\$0.00
<p>Fuel Card Services Integration (OGS Contract) [For additional information, see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph C <i>Fuel Card Services Integration</i>, Subparagraph 1 <i>OGS Contract</i>] Integration with the OGS Statewide fuel card services program (Group 79008, Award 23062, Fuel Card Services (WEX), https://online.ogs.ny.gov/purchase/snt/awardnotes/7900823062can.htm). The cost of this service is an additional dollar amount added to the standard Monthly Enrollment Plans fee.</p>	\$0.50 (per vehicle, per month)
<p>Fuel Card Services Integration (Authorized User Contracts) [For additional information, see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph C <i>Fuel Card Services Integration</i>, Subparagraph 2 <i>Authorized User Contracts</i>]</p>	Fee to be negotiated with Authorized User
<p>AssetWorks System Integration The ARI insights system is currently being integrated to allow for a monthly file to upload into the AssetWorks FTP system, and this service will be available to Contract users when completed.</p>	\$0.00

<p>Telematics System (ARI/Geotab Solution) [For additional information,see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph D <i>Telematics</i>]. This all-in-one package includes data integration into ARI insights for alerts and reporting, consolidated contracts and billing, the expertise of the Technology Advisory Team, and first-level support and installation of Geotab telematics devices. See http://www.geotab.com/ for information about Geotab. The Contractor Shall offer the Vehicle tracking system devices and related services at a price no greater than the price set by the manufacturer, and at the time of purchase proof of manufacturer price shall be provided to the Authorized User. <i>*Note: Average installation typically ranges from \$35 to \$85 per vehicle. A consolidation of vehicles to a designated installation location typically results in lower installation and travel costs per vehicle. Authorized User is required to enter into an End User Agreement with Geotab prior to initiation of services (https://my.geotab.com/eula.html) OGS has not reviewed or approved this End User Agreement with Geotab. An Authorized User seeking to acquire this offering must review the End User Agreement terms and conditions. An Authorized User is further responsible for having its counsel review and approve the End User Agreement prior to ordering. If any terms and/or conditions of the End User Agreement are not acceptable to Authorized User's counsel, it is the responsibility of such counsel to negotiate any needed amendments.</i></p>	<p>Vehicle tracking system devices and related services at a price no greater than the price set by the manufacturer</p> <p>\$25 per vehicle, per month for service</p> <p>Additional cost* for hardware installation</p>
<p>Telematics/GPS Data Capture [For additional information,see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph E <i>Telematics/GPS Data Capture</i>] The Contractor, at the written request of an Authorized User, May provide integration of telematics/GPS data for individual Authorized User accounts. Integration May be provided for individual Authorized User contracts. Authorized User telematics/GPS data May be provided to the Contractor via either the Authorized User or directly from the telematics/GPS provider. Required services to be provided in relation to such integration, and pricing, Shall be mutually agreed upon between the Authorized User and the Contractor before implementation of the integration.</p>	<p>Fee to be negotiated with Authorized User</p>
<p>Internal Shop Data Storage [For additional information,see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph F <i>Internal Shop Data Storage</i>] At the written request of an Authorized User, the Contractor shall designate the Authorized User-owned maintenance and repair facility(ies) as an Automotive Repair Shop for use with the Contract, so that Authorized Users may utilize data storage services for these facilities in conjunction with the Contract. Contractor shall provide Authorized Users who utilize this service with data capture or record keeping of Vehicle maintenance and repairs provided at these Authorized User-owned maintenance and repair facilities, with data entered by the Authorized User. There may be a monthly rate per Vehicle enrolled for this service, or the Contractor may allow an Authorized User to enter repair/service history and other Vehicle data for no additional fee for this data tracking. Participation in this program by Authorized Users shall be voluntary, and these Vehicles shall not participate in the Preventive Maintenance program offered by the Contractor. This service shall be identified on the Authorized User's monthly invoice as "Data Storage Service." Participating Authorized Users with Authorized User-owned maintenance and repair facilities will manage their own parts inventory, mechanic productivity, overhead, etc.</p>	<p>Fee to be negotiated with Authorized User</p>
<p>Internal Shop Management System (ARI Garage Management System) [For additional information,see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph G <i>Internal Shop Management System</i>]. All-inclusive management solution for fleets that utilize outside vendors and operate internal maintenance facilities. ARI's Garage Management System (GMS) helps manage technicians, vehicle preventive maintenance (PM) schedules, and unscheduled repairs and parts inventories – while simultaneously consolidating all vendor-in/vendor-out data.</p>	<p>\$500 (per garage, per month enrolled. \$3.00 per vehicle per month. Installation (one-time, per garage fee of \$1,650.)</p>

<p>Driver Training Services [For additional information, see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph H <i>Driver Training Services</i>]</p>	<p>\$6 (per module; see “Driver Training Services” section below)</p>
<p>Driver Safety Programs [For additional information, see Contract Section 3.11 <i>Additional Fleet Maintenance Services</i>, Paragraph I <i>Driver Safety Programs</i> ARI offers a full menu of safety services designed to help the State improve driver performance, lower accident rates, and streamline administrative efforts and costs. These services are available separately, or they can be combined to offer a more comprehensive program. Safety services include:</p> <ul style="list-style-type: none"> • Motor Vehicle Records (MVRs) <ul style="list-style-type: none"> ○ With ARI’s Motor Vehicle Record (MVR) assessments, you can verify each driver’s licensure and driving history upon hire, and use follow-up MVR checks to identify high-risk drivers within your fleet. Violation points are normalized across states in ARI’s systems, providing a simplified and efficient view for multi-state fleets. With prompt access to results in ARI’s online portal, advanced alerts, and rich reporting—as well as seamless integration with telematics data—you’ll be able to improve driver safety, reduce exposure, and favorably impact insurance premiums. ○ Annual Motor Vehicle Record (MVR) checks leave potential driver infractions or convictions undetected for the majority of the year, exposing your company to considerable risk. With our MVR Monitoring (Driver Monitoring), you’ll reduce your reliance on driver self-reporting and eliminate visibility gaps that occur in between annual MVR checks. With monitoring available in all 50 states for fleet and car allowance drivers, real-time alerts, and the ability to automatically assign targeted online safety training modules, you’ll be able to quickly spot high-risk driving behavior and mitigate its adverse impact on your business. • Skills Assessment <ul style="list-style-type: none"> ○ You can use our driver skills assessment to identify which drivers need additional coaching. Using this program, you’ll be able to simulate real-world driving situations, assess how drivers handle each scenario, identify skills in need of improvement, and prescribe targeted training based on each driver’s specific needs and deficiencies. • Online Training Catalog Policy Testing <ul style="list-style-type: none"> ○ With our online safety training modules, you can use engaging, interactive exercises to help drivers understand how to address a variety of situations, test their comprehension, and certify those that pass, helping you feel confident in the capabilities of every individual you put out on the road. • Driver Risk Assessment <ul style="list-style-type: none"> ○ You can use our driver skills assessment to identify which drivers need additional coaching. Using this program, you’ll be able to simulate real-world driving situations, assess how drivers handle each scenario, identify skills in need of improvement, and prescribe targeted training based on each driver’s specific needs and deficiencies. • Custom Policy Module <ul style="list-style-type: none"> ○ Our training solution allows your organization to eliminate a portion of your fleet risk by ensuring compliance with your vehicle policy. ARI confirms drivers actually understand the fleet policy by assigning the driver a customized online version of 	<p>\$7* MVR Checks (per occurrence) \$3 Driver Monitoring (per driver, per month) \$15 Skills Assessment (per driver, per occurrence) \$6 Online Training Catalog Modules (per occurrence) \$15 Driver Skills Assessment (per driver, per occurrence) \$6 Custom Policy Module (per assignment) plus \$2,000 (one-time set up fee)</p>

the policy, then test the driver to certify comprehension. Managers can view real time status of their drivers' scores and progress. In addition, drivers electronically acknowledge that they read the policy and can print a certificate of completion. Lastly, the vehicle policy can begin with a video message or letter from senior management demonstrating the importance of the organization's vehicle safety policy.

*Note: Additional vendor administration and NYS pass-through fees apply to MVRs.

Driver Training Services

The following online driver training modules are offered under the contract:

Aggressive Driving	Intersections and Right-of-Way
Alcohol, Drugs and Driving	Limited Visibility Conditions
Avoiding Animals and Debris	Parking Lot Safety
Avoiding Auto Theft	Proactive Driving
Avoiding Crashes	Sharing the Road with Others
Cell Phone & Texting Distractions	Speed Management
Changing Lanes	Towing and Trailers
Driving and Adverse Weather	Understanding Distracted Driving
Drowsy Driving Causes & Countermeasures	Understanding Drowsy Driving
Eco Driving Techniques	Understanding Eco Driving
Emotions and Driving	Vehicle Backing Safety
Highway Driving	Vehicle Maintenance
Safety Devices	Cargo Van Safety
Low Speed Vehicle Safety	Passenger/Shuttle Van Safety

Once a training module is completed by a driver, the driver will receive a certificate of completion.