



Physical Damage Management Proposal

Prepared Exclusively for: City of North Port
4970 City Hall Boulevard
North Port, FL 34286

Customer Number: 470927
Effective Dates: 2/27/2018 - 2/27/2019

Important Program Information

Benefits

CASH FLOW

- No down payment
- Consolidated monthly billing on lease statement
- No finance charges
- No annual premium audit
- Lessee responsibility/deductible not billed until after repairs/subrogation are complete

DRIVER PRODUCTIVITY

- Multiple repair estimates not needed
- 24/7 towing assistance when involved in an accident
- Drivers never pay out of pocket for repairs or handle any part of repair transaction
- Access to Enterprise rental vehicles as short-term replacement

EFFICIENT CLAIM & REPAIR HANDLING

- One-call claim reporting. Enterprise Fleet Management manages entire claims process
- Mobile App claim reporting
- Repairs completed safely, timely and with minimal driver involvement
- Lowest industry average cost of repairs- typically saving 15-25%
- Guaranteed repairs
- No GAP coverage needed for vehicles leased from Enterprise Fleet Management, losses are settled at higher dollar amount between reduced book value and market value
- Above-average recovery on not-at-fault incidents
- Free glass repair on chips and stars under \$75
- Diminished value pursued against at-fault parties
- Repair vs. Replacement consideration at time of loss

We are committed to, and take great pride in, providing each client the individualized attention and service you deserve.

Physical Damage Management

Enrollment Term: Annual (monthly payments)
Effective Dates: 2/27/2018 - 2/27/2019
Customer: City of North Port (470927)

Physical Damage Management

	<u>Lessee Responsibility</u>	<u>Monthly Fee</u>
Comprehensive Option	\$1,000	\$9
Collision Option	\$1,000	\$23
Loaner Car	N/A	\$0
Hired Auto Physical Damage Option	N/A	\$0
Total monthly fee per vehicle:		\$32

Risk Retained by Lessor for vehicles leased from Enterprise FM Trust.

- No enrollment available for vehicles over 26,000 GVW.
- No physical damage provided for trailers.
- Vehicles equipped with dump bodies, booms or cranes are ineligible for coverage under program.
- Aftermarket equipment is settled at actual cash value.

PHYSICAL DAMAGE WAIVER PROTECTION TERMS AND CONDITIONS

This document outlines the physical damage management option offered by Enterprise FM Trust ("LESSOR"), to the "Company" (Lessee).

- 1. VEHICLE REPAIRS AND SERVICE:** If the Master Lease Agreement includes a charge for physical damage waiver, LESSOR agrees that it will waive Lessee's responsibility for damage to or loss of to the Leased Vehicle, or its equipment (provided the equipment is included on vehicle at time of delivery by LESSOR), under the comprehensive or collision option, subject to the Lessee's financial responsibility. Aftermarket equipment added to the leased vehicle is not covered and shall remain the responsibility of the Lessee unless the physical damage waiver proposal includes coverage for such equipment. When included, repairs when required are handled at actual cash value and only apply to the damaged area. When comprehensive or collision option is selected, LESSOR will pay for damages above the Lessee Responsibility for any of the following. This responsibility amount is applied per vehicle per loss. **Comprehensive** Includes: Losses to leased vehicle caused by: 1) Fire, lightning, or explosion; 2) Theft; 3) Windstorm, hail, or earthquake; 4) Flood; 5) Mischief or vandalism; 6) Striking an animal or a bird or falling object or airborne debris. **Collision** includes: Losses to leased vehicle caused by: 1) Collision with another object; or 2) Overturn of vehicle. Whenever it is necessary to have a Covered Vehicle repaired, the Company (Lessee) agrees to have the work performed by an authorized repair facility in the network of repair facilities or by a repair facility acceptable to LESSOR. Lessee must notify LESSOR and obtain LESSOR's authorization for such repair and LESSOR's instructions as to where such repair shall be made and the extent of repair to be obtained. LESSOR will not be obligated to pay for any unauthorized charges on any leased vehicles unless the Lessee has complied with these requirements. Invoices including reasonable towing within a 100 mile radius from the vehicle location and storage fees up to 3 days resulting from an accident will be paid or reimbursed if paid directly by the Lessee. In the event the vehicle is stolen and recovered within a timeframe of 30 days, the stolen property will be returned to the Lessee at the expense of LESSOR within a 100 mile radius and any damage to the vehicle as a result of the theft will be waived by LESSOR unless deemed unreparable.
- 2. RENTAL VEHICLES:** Lessee must notify LESSOR and obtain LESSOR's authorization for a rental needed during the repair process if the loaner car option is being used. LESSOR will pay up to maximum amount shown on the physical damage proposal during the downtime of the vehicle as a result of a covered loss. If the vehicle is deemed a total loss, 5 days of transportation expense will be afforded after deeming the vehicle unreparable. If a theft loss, the maximum of 30 days transportation will be provided. If **Hired Auto Physical Damage Protection** is included on the proposal, LESSOR will waive losses as described above, less the applicable lessee responsibility shown on the proposal for which the (Lessee) is responsible for damage to the rental vehicle provided the vehicle is rented for business use. The maximum amount payable by LESSOR for Hired Auto Physical Damage will be limited to the amount stated on the proposal.
- 3. NOTICES:** LESSOR will not have any responsibility to pay for any services when notification was not given before work was completed or if loss notification was not reported within a 120 day period. Lessee must notify LESSOR the current location of vehicle involved in the loss as well as loss date, time, when, where and to the extent possible, the names and addresses of all parties involved in the loss including known witnesses and statement of loss cause.
- 4. NO WARRANTIES:** LESSOR does not perform repair services on the Covered Vehicle but rather LESSOR arranges for repair services on the Covered Vehicles to be performed by third parties. LESSOR will pay directly to the approved repair facility for all work performed for the covered repair as outlined in the terms and conditions. The workmanship and payment will not relieve the Lessee of its obligation to pay the outlined Lessee Responsibility deductible.
- 5. MISCELLANEOUS:** LESSOR will not waive damage to the leased vehicle resulting from or to: 1) Wear & Tear of Vehicle; 2) Maintenance Items; 3) War or Military Action; 4) Damages as a result of professional or organized racing or demolition contest, stunting activities or preparing for same; 5) Intentional Acts caused by Lessee, Lessees' employees or their permitted drivers; 6) Wear and tear, freezing, mechanical or electrical breakdown; 7) Blowouts, punctures, or other road damage to tires; 8) Loss involving drivers deemed to be excluded by liability carrier; or 9) Damage to or loss of personal or business property.

By its signature below, Lessee acknowledges and accepts the physical damage waiver protection terms and conditions in addition to those terms as set forth in the Master Lease Agreement.

Client: City of North Port
Client ID: 470927
Group: 2R88

Monthly per Vehicle: \$32 with Physical Damage Management \$1000/\$1000 Lessee Responsibility

_____ Coverage effective date requested

LESSEE: City of North Port

Signature: _____

By: Peter D. Lear, CPA, CGMA

Title: City Manager

Address: 4970 City Hall Blvd
North Port, FL 34286

Date: _____