

Pricing Grid

	Type	Charged / Percentage	Details
Acquisition			
Interest Rate Index Used	SWAP rate corresponding to term		Merchants is able to lease vehicles for any term from 24-60 months. The index rate will correspond to the term selected by the Member. Short-term leasing options are also available per quote.
Basis Points(ador)		2.50%	
Factory Order Vehicles	Domestic	1% rebate off of invoice	Merchants discounts domestic vehicles from MSRP to Fleet Invoice pricing. This is an additional discount.
Factory Order Vehicles	Foreign	Fleet Invoice plus 2%	
Dealer Stock Vehicles	Domestic	Acquisition cost plus 2%	
Dealer Stock Vehicles	Foreign	Acquisition cost plus 2%	
% Incentives Passed to Customer			
Federal Tax Incentives		See details	We will assign federal tax incentives as permissible by the IRS to the Member, but they cannot be taken as a capitalized cost reduction.
State Tax Incentives		See details	We will assign state tax incentives as permissible by state taxing authorities, but they cannot be taken as a capitalized cost reduction.
Manufacture Incentives		100%	All available government bid assistance or manufacturer incentives will be passed to the Member.
Maintenance			
Fixed Maintenance		5% discount	Please see Full Maintenance quote sheet and pricing catalog attached.
Occurance Maintenance		\$5/\$10/\$25	Light/Med Duty/Heavy Duty per vehicle per month charge
Fees			
Management Fee		0.06%	Of capitalized cost (net of all discounts)

Service Charge		None	
Lease Termination Fee	Yes / No	None	<p>Merchants does not charge a lease termination fee if the asset is at the end of its scheduled lease term. If a vehicle is terminated prior to the end of its scheduled term, an interest equalization adjustment will be assessed in an amount equal to the difference between the actual imputed interest owed and the imputed interest paid through the date of termination, for any vehicle which does not remain in service for the entire Lease Term.</p> <p>How is it calculated?</p> <p>Merchants only charges interim interest when funds have been committed to acquire assets that will have a delayed billing start date (i.e. due to third party upfitting). Interest only is charged from the date funds are committed until the effective in-service date at a rate of Prime plus 1%. These charges are usually rolled into the capitalized cost of the vehicle or billed as a one-time charge whichever the Member prefers.</p>
Interim Interest	Only when delayed billing start date		
Resale Fee		\$225	
Provide fees not listed + rate			
Dealer Courtesy Delivery Fee		At Cost	Usually in the \$300-\$400 range. This is a pass through charge from the delivering dealer.
Registration and Renewals		\$35 plus cost	



Effective Date: March 1, 2022

PRICE CATALOG

Not For Distribution Outside of Sourcewell

Accident Management

Service Description	List Price	Sourcewell Price
Claims Management	\$55 per claim	\$50 per claim
Subrogation	28% of subrogation	25% of subrogation
Police Reports	\$12 plus cost of police report	\$10 plus cost of police report
Out of Network	15% out of network fee, capped at \$350	10% out of network fee, capped at \$350
Independent Appraisal	\$30 plus cost of independent appraisal	\$25 plus cost of independent appraisal
Rental Replacement	Per scheduled rate (subject to change)	Per scheduled rate (subject to change)
Salvage	\$275 per occurrence	\$250 per occurrence
File Arbitration	\$55 per claim	\$50 per claim

Driver History Profile/MVR

Service Description	List Price	Sourcewell Price
DHP One-Time Setup	\$325 account setup fee	\$300 account setup fee
DHP Monthly Service	\$4 per driver per month	\$3 per driver per month
MVR Monitoring	\$5.50 per driver per month	\$3.50 per driver per month
Motor Vehicle Record Check	\$7 per record plus cost	\$6 per record plus cost

Driver Safety Training

Service Description	List Price	Sourcewell Price
DST One-Time Setup	\$275 account setup fee	\$250 account setup fee
DST Per Occurrence	\$8 per driver per module	\$7 per driver per module
Hazardous Perception Evaluation	\$35 plus module fee	\$30 plus module fee
Customized Driver Training	Per quote	Per quote
Fleet Policy Testing One-Time Setup	\$4,000 account setup fee	\$3,800 account setup fee
Fleet Policy Testing Per Occurrence	\$6 per test	\$5 per test

Administered Maintenance

Service Description	Item Price	Sourcewell Price
Maintenance Management	Light Duty- \$6 per vehicle per month	Light Duty- \$5 per vehicle per month
	Medium Duty- \$11 per vehicle per month	Medium Duty- \$10 per vehicle per month
	Heavy Duty- \$26 per vehicle per month	Heavy Duty- \$25 per vehicle per month
Out of Network Fee	15% of invoice	10% of invoice
Glass Administration	\$37 per occurrence plus cost of repair or replacement	\$35 per occurrence plus cost of repair or replacement
Roadside Assistance	\$37 per occurrence plus cost of services	\$35 per occurrence plus cost of services

Full Maintenance

Service Description	List Price	Sourcewell Price (5% discount)
	Compact Sedan - \$43.50 per vehicle per month	Compact Sedan - \$41.33 per vehicle per month
	Intermediate Sedan - \$45.15 per vehicle per month	Intermediate Sedan - \$42.89 per vehicle per month

*Additional volume discounts and bundled pricing are available.

Full Maintenance Management (based upon 60 months and 15,000 miles per year) - Term and mileage can be tailored to any desired interval	Minivans - \$63.60 per vehicle per month	Minivans - \$60.42 per vehicle per month
	Small SUV/Crossover - \$41.40 per vehicle per month	Small SUV/Crossover - \$39.33 per vehicle per month
	Mid/Full Size SUV - \$57.45 per vehicle per month	Mid/Full Size SUV - \$54.57 per vehicle per month
	Full Size Van - \$58.65 per vehicle per month	Full Size Van - \$55.71 per vehicle per month
	Light Duty Trucks - \$57.45 per vehicle per month Medium Duty Truck – per quote Heavy Duty Truck – per quote	Light Duty Trucks - \$54.57 per vehicle per month Medium Duty Truck – per quote Heavy Duty Truck – per quote
Glass Administration	\$37 per occurrence plus cost of repair or replacement	\$35 per occurrence plus cost of repair or replacement
Roadside Assistance	\$37 per occurrence plus cost of services	\$35 per occurrence plus cost of services

Toll Management

Service Description	List Price	Sourcewell Price
Toll Spend	20% of toll spend	15% of toll spend
Transponder	\$0.60 per device per month	\$0.50 per device per month
Pass through of toll costs	Based on our discounted rates	Based on our discounted rates
Video activation one-time setup	\$2 per vehicle	\$1 per vehicle
Transponder activation one-time setup	\$4.50 per vehicle	\$3.50 per vehicle
Lost Transponder	\$35 per device	\$30 per device
Personal Tolling	15% of personal toll spend	10% of personal toll spend

Violations Management

Service Description	List Price	Sourcewell Price
Violation	\$35 per violation	\$30 per violation
Transfer of Liability	20% of fine	15% of fine

TotalConnect

Service Description	List Price	Sourcewell Price
TotalConnect - OEM Data	\$25.00 pvpm	\$22.50 pvpm
TotalConnect - Geotab API Data	\$25.00 pvpm	\$22.50 pvpm

Geotab Telematics

BUNDLED OPTION *			
Description	Package Plan	List Price per vehicle per month	Sourcewell Price per vehicle per month
Go Device Plug and Play	Pro	\$28.00	List price minus 5% - \$26.50
Go Device Plug and Play	ProPlus (live, active tracking)	\$31.00	List price minus 5% - \$29.45
Transfer/Swap Fee	Pro, ProPlus	\$55 per occurrence plus cost of install (Professional Install)	\$50 per occurrence plus cost of install (Professional Install)
		\$55 per occurrence (Plug and Play)	\$50 per occurrence (Plug and Play)
Lost/Stolen Device	Pro, ProPlus	\$110 per occurrence plus cost of new device and installation (if applicable)	\$100 per occurrence plus cost of new device and installation (if applicable)
Installation No-Show	Pro, ProPlus	\$55 per occurrence plus cost of installation	\$50 per occurrence plus cost of installation
One-off Harness Fee (Plug and Play)	Pro, ProPlus	\$40 per occurrence	\$35 per occurrence
One-off Harness Fee (Professional Installation)	Pro, ProPlus	\$185 per occurrence	\$175 per occurrence
On-site Troubleshoot	Pro, ProPlus	\$55 per occurrence plus costs	\$50 per occurrence plus costs

Fuel Management

Service Description	List Price	Sourcewell Price
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*Additional volume discounts and bundled pricing are available.

Fuel Card	\$3 per card (less than 50 units) No cost (50+)	\$2 per card (less than 50 units) No cost (50+)
Online Platform	No cost	No cost
Duplicate Cards	No cost	No cost

Compliance Services

Service Description	List Price	Sourcewell Price
DOT Compliance	Per quote	Per quote
Licensing and Permitting	Per quote	Per quote
Tax Reporting	Per quote	Per quote

Mobility Leasing

Service Description	List Price	Sourcewell Price
2-12 month lease	Per quote	Per quote (to include 5% discount)

FleetShare

Service Description	List Price	Sourcewell Price
Hardware (One-Time Charge)	\$395 per vehicle	\$375.25 per vehicle
Monthly Access Fee	\$59 per vehicle	\$56.05 per vehicle