

## **Automotive Rentals (ARI) #030122-ARI**

Pricing for contract #030122-ARI offers Sourcewell participating agencies the following discounts:

- ARI's services are priced in several ways, but the most common is a "per vehicle, per month" fee. For some services, such as the roadside assistance and accident management programs, the service is priced as a per-occurrence fee.
- ARI's Garage Management System is priced on a per-garage basis.
- Some repairs incur a markup as detailed in the pricing matrix.
- Charges such as fuel purchases and repairs are billed as a pass-through to the Sourcewell participating agency.
- Pricing is comparable to that of a large government entity. As we work with each new Sourcewell member's individual contract, we will consider a volume rebate, should the enrolled fleet size be greater than ARI's comparable client base.