

CAR RENTAL CASE STUDY

LEARN HOW PLEXUS, AN ELECTRONIC MANUFACTURING SERVICES COMPANY, WAS ABLE TO DRIVE SIGNIFICANT SAVINGS WHILE VASTLY IMPROVING THE TRAVELER EXPERIENCE AND AVOIDING A TEDIOUS RFP PROCESS BY WORKING WITH CORPORATE UNITED AND ENTERPRISE HOLDINGS INC.

CHALLENGES & PROCESS

Plexus was facing a number of issues when considering its strategy for car rental:

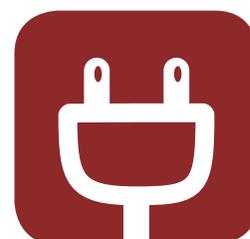
1. Critical to balance cost savings with the traveler experience, convenience and perception
2. Needed to maintain local deliveries and a toll pass program
3. Consider change management due to a long relationship with the current provider

Plexus decided to conduct an assessment with OMNIA Partners that would provide a like-for-like quantitative comparison while addressing the many key considerations from both procurement and travel. For the company's annual domestic spend, OMNIA Partners assessment presented a 15% savings on rates with further savings long-term due to a group volume discount and the potential for decreases in fees and taxes.

Plexus worked with Enterprise Holdings to review the local service, conduct a walk-through of the rental locations, test the delivery service and evaluate fleet size, age and technology.



SPEND
\$200,000



ELECTRONIC
MANUFACTURING
SERVICES



\$2 BILLION
IN REVENUE



MEMBER EMPLOYEES
14,000

ENTER THE GROUP PURCHASING MODEL

OMNIA Partners leverages the buying power of over 430 member companies to secure market-leading pricing, terms and conditions. We approach all of our programs with an additional level of expertise – Category Lifecycle Management (CLM). CLM extends for the duration of the program, including ongoing program management.

MEMBERSHIP ENGAGEMENT

OMNIA Partners members enhance our team by providing valuable program feedback and demand for new offerings.

MARKET INTELLIGENCE

We complete over 70 benchmarks a year in car rental, making sure you have access to the most competitive pricing, terms, and industry trends.

STRATEGIC SOURCING

Market intelligence & leverage leads to an unparalleled agreement with our supplier partner and continued portfolio growth.

SUPPLIER PARTNERSHIP MANAGEMENT

Executive relationships with the supplier represent the needs of the OMNIA Partners member and lead to accelerated issue resolution and maximum program performance.



OVER 430
member companies



\$225 BILLION
of buying power

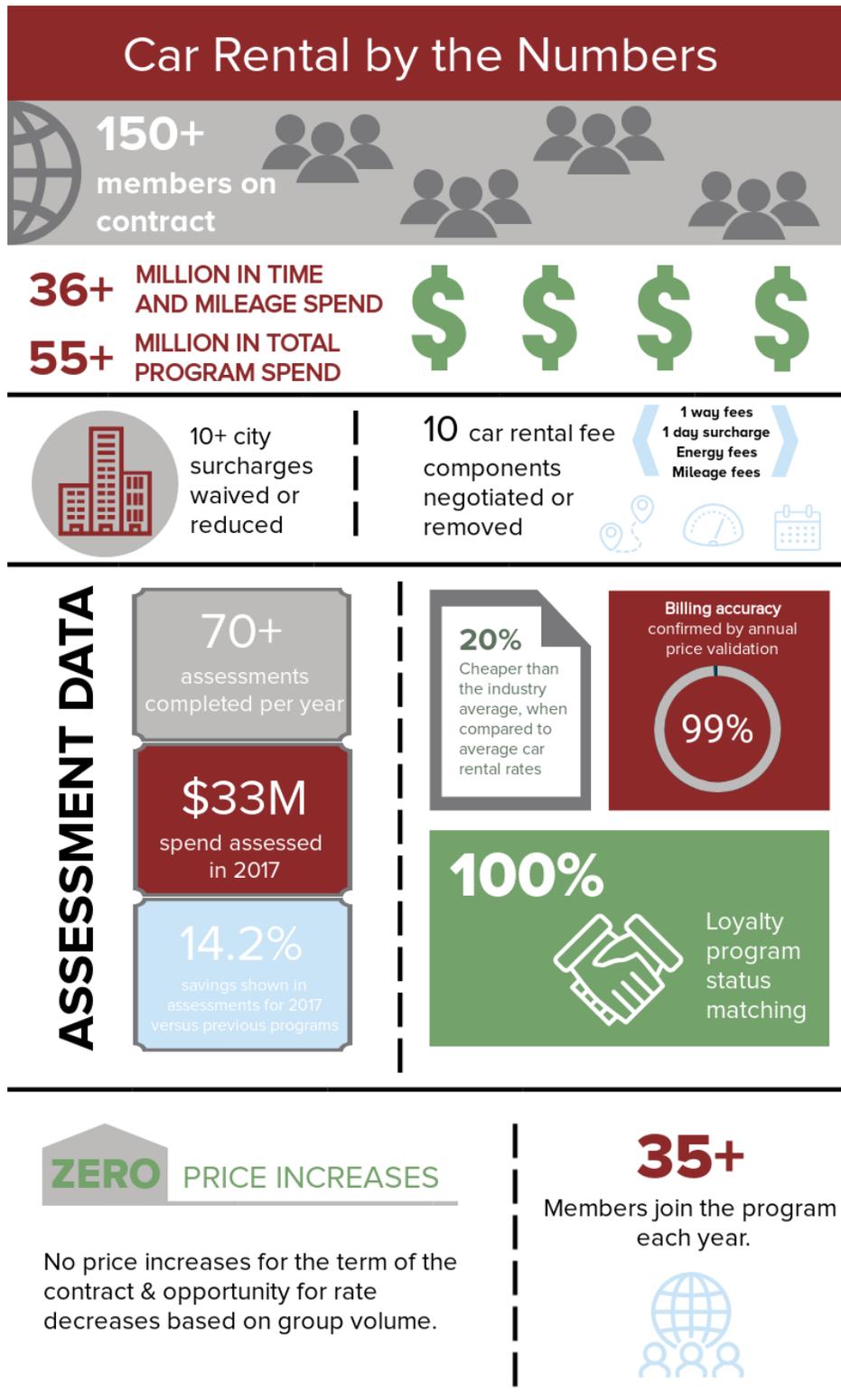


OVER \$28 MILLION
in car rental spend



LONG-TERM SOLUTIONS
focused on strategic initiatives

OMNIA PARTNERS CAR RENTAL PROGRAM THROUGH ENTERPRISE HOLDINGS INC.



To learn more about the Car Rental program, contact your OMNIA Partners representative.

ACHIEVING SUCCESS

Plexus was pleased with the savings calculation, scope of service and the implementation plan and therefore decided to move forward with the OMNIA Partners Car Rental program through Enterprise Holdings.

Enterprise Holdings helped Plexus with a quick and smooth transition utilizing the dedicated implementation team and rolling out in just 30 days. All traveler statuses were matched with detailed communication provided on how to book with Enterprise Holdings. Travelers were excited to have both the National and Enterprise brands to choose from and many more locations for convenient rentals. After the first year, Plexus saw the following results:

- **Over 20% dollar for dollar savings**
- **Car rental compliance increased from 85% to 96%**
- **Over 500 Plexus travelers registered with Emerald Club to receive rewards, by-pass the counter and quickly rent cars with a completed profile.**
- **Additional savings by implementing a mileage reimbursement policy taking advantage of Enterprise's many 'home' locations**

“We are in an extremely competitive industry and Procurement has stringent Year over Year cost reduction goals. Working with OMNIA Partners to implement the National and Enterprise program exceeded our expectations. Employees give up family time to travel for the company, we want to ensure that our programs are well received by them. We saw no interruptions in service for our local renters in Neenah and our frequent renters embraced Emerald Club.”

Paul Morris, Global Commodity Mgr.

Plexus



OMNIA Partners is a shared services organization composed of four subsidiaries: National IPA, Prime Advantage, Corporate United, and US Communities. OMNIA Partners is shaping the future of group purchasing, both in the public and private sectors, delivering unparalleled scale, experience, and expertise. Through further organic growth and strategic acquisitions, OMNIA Partners will continue to drive economies of scale to execute more contracts, in more verticals, with transparent, value-driven pricing.

We are dedicated to helping our members and suppliers soar past every growth goal and marker of success. Together we are going well beyond what procurement previously knew to be possible.