

**Sourcewell (Formerly NJPA)**

Address: 202 12<sup>th</sup> Street NE Staples, MN 56479 PO Box 219 | Phone: 877.585-9706

Website: <https://www.sourcewell-mn.gov/>

Contract #: 060618-EFM | RFP #060618

Effective Dates: July 24, 2018 – July 24, 2022 | 5<sup>th</sup> year extension if accepted expires July 24, 2023

States Served: AL , AK , AZ , AR , CA , CO , CT , DE , DC , FL , GA , HI , ID , IL , IN , IA , KS , KY , LA , ME , MD , MA , MI , MN , MS , MO , MT , NE , NV , NH , NJ , NM , NY , NC , ND , OH , OK , OR , PA , RI , SC , SD , TN , TX , UT , VT , VA , WA , WI , WY

Eligibility: Must be a member of Sourcewell and agree to EFM T&C's

**Pricing:****Factory Orders**

- Acquisition:
  - US: Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising
  - Canada: Dealer Invoice less applicable incentives
- Acquisition Fee: US: \$60 | Canada: 2% of invoice + \$30 Management Fee per vehicle
- Courtesy Delivery Fee: (US & Canada) variable \$150-\$450 depending on location
- Service Charge:
  - US: \$400 fee per vehicle at the end of the lease
  - Canada: \$495 fee per vehicle at the end of the lease
- Management Fee: (US & Canada) 0.10% based on capitalized price of vehicle
- Interest Rate:
  - US: 3 year T-bill + 350 basis points
  - Canada: 3 Year Bond + 300 Basis Points

**Dealer Stock**

- Acquisition: (US & Canada) Dealer Provided Invoice Less Applicable Incentives
- Acquisition Fee: US: \$60 | Canada: 2% of invoice + \$30 Management Fee per vehicle
- Courtesy Delivery Fee: (US & Canada) variable \$150-\$450 depending on location
- Service Charge:
  - US: \$400 fee per vehicle at the end of the lease
  - Canada: \$495 fee per vehicle at the end of the lease
- Management Fee: (US & Canada) 0.15% based on capitalized cost of vehicle
- Interest Rate:
  - US: 3 year T-bill + 350 basis points
  - Canada: 3 Year Bond + 300 Basis Points

**Additional Services (Factory Orders or Dealer Stock)**

- Fuel Program: US: \$2 per month per card | Canada: No charge for WEX Canada
- Physical Damage: US: \$1000 deductible, average quoted \$40 per month per vehicle but is based on underwriting and approval | Canada: Not available at this time
- Accident Management: US: \$100 per occurrence | Canada: \$125 per occurrence
- Maintenance Management: US: \$6 per vehicle per month | Canada: \$8 per vehicle per month
- Full Maintenance: Pricing based on vehicle type and anticipated miles/kilometers driven over term
- GeoTab Telematics:
  - US: \$26 per month for Base Mode or \$29 per month for Pro Mode + tax + \$49 per unit (one time charge)
  - Canada: \$18 per month for Base Mode or \$28 per month for Pro Mode or \$31 per month for Pro Plus + tax + \$69 per unit (one time charge)
- Registration Fees: (US & Canada): All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus \$25 processing fee (US) \$60 admin fee (Canada)
- Resale Fee: (Canada & US) For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of \$395.00 CAD/US ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units