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WSCA and STMA announces awards in nationwide vehicle rental solicitation

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The Western States Contracting Alliance (WSCA) and State Travel Managers Alliance (STMA) joined forces in a recent solicitation and announces the awarding of two multistate price agreements. This was a ground breaking solicitation that brought two prominent groups together and helped both organizations continue to meet their missions. The selected contractors are Enterprise Rent-a-Car/National Car Rental and Hertz Car Rental.

These price agreements were awarded from a Request for Proposal led by Tim Hay from the State of Oregon. Other members of the sourcing team were Tami Nelson from Utah, Lenora Kingston from Colorado, Jason Soza from Alaska, Lyn Callison from Nevada and Melissa Hernandez from Texas. 14 States have already signed intentions to participate under these agreements, with another 6 states considering joining. It is possible that up to 30 states could end up participating under these agreements because of the very competitive rates and other benefits. The agreements are also available to cities, counties, universities and other political subdivisions that participate under their respective states co-operative purchasing programs.

Both of the agreements feature very competitive rates, ranging from \$27.00 to \$34.00 per days for sedans, depending on the size of the vehicle and the rental company. Both agreements also feature \$1 million liability protection, full loss/damage waiver protection included in the daily rate, roadside assistance; direct billing options, one-way rentals up to 500 miles at no additional cost, short term and long term options and full selection of vehicles, including hybrids.

With these new price agreements in effect, the State of Utah is expecting to save over \$8.00 per day and 17% annually for vehicle rentals. Oregon will save about \$240,000 per year in vehicle rental expenses. States with no existing agreements could even see further savings.

WSCA is a subset of National Association of State Procurement Officials (NASPO), The Western States Contracting Alliance (WSCA) was formed in October 1993 by the state purchasing directors from fifteen NASPO western states. The primary purpose of creating WSCA was to establish the means by which participating states may join together in cooperative multi-State contracting. This approach helps states to achieve cost-effective and efficient acquisition of quality products and services. Cooperative purchases are developed by multi-state sourcing teams comprised of procurement and subject matter professionals.

All governmental entities within WSCA states as well as authorized governmental entities in all other states are welcome to use the approved agreements. Cooperative purchasing benefits states as well as cities, counties, public schools, institutions of higher education and other local governmental entities.

The State Travel Managers Alliance (STMA) was born at the 2004 Society of Government Travel Professionals (SGTP) conference, when a group of state travel managers decided that forces needed to be united. This group has been meeting bi-monthly via teleconferences and annually each September in Washington DC at the SGTP Annual conference. This alliance consists of State government travel managers from the United States. STMA is dedicated being a united voice in finding solutions facing the government travel industry; provide resources to other states in establishing a travel program and joining forces in solicitations to achieve the best value for each state. Its mission: "To provide leadership, education, tools and resources to assist States with creating and maintaining a travel management program that benefits their respective States' Citizens & Employees with responsible business travel"

For more information:

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