

# DIVERSITY OUTREACH & REVERSE TRADE SHOW EVENT

Thursday - August 31, 2023  
7:30AM-3:00PM



Indianapolis Airport Authority

# IAA Board of Directors

**Counties Represented:**  
**Marion**  
**Hendricks**  
**Hamilton**  
**Morgan**  
**Hancock**



Barbara Glass  
*President*



Steven Dillinger  
*Vice President*



Mamon Powers III  
*Secretary*



Brett Voorhies  
*Board Member*



Toby McClamroch  
*Board Member*



Jeff Gaither  
*Board Member*



Kurt Schleiter  
*Board Member*



Tamika Catchings  
*Board Member*



Ryan Goodwin  
*Board Member*



Duane Gibbs  
*Board Member*



Eric Dozier  
*Board Member*



Brian Tuohy  
*Board Counsel*



# IAA Senior Leadership



**Mario Rodriguez**  
*Executive Director*



**Jarod Klaas, P.E.**  
*Sr. Director Planning & Development*



**Holli Harrington**  
*Sr. Director Equity & Opportunity*



**Keith Berlin**  
*Sr. Director of Operations & Public Safety*



**Robert Thomson**  
*Sr. Director of Finance*



**Reid Goldsmith**  
*Sr. Director of Information Technology*



**Maria Wiley**  
*Sr. Director Audit, Risk Management, and Procurement*



**Rachel Stevens**  
*Sr. Director of Human Resources*



**Marsha Stone**  
*Sr. Director, Commercial Enterprise & Air Service Development*



**Jonathan Weinzapfel**  
*General Counsel*



**Bill Stinson**  
*Sr. Director of Public Affairs*



**Alex Kalpakidis**  
*Sr. Executive Assistant & Board Liaison*



Indianapolis Airport Authority

## Planning & Development Leadership

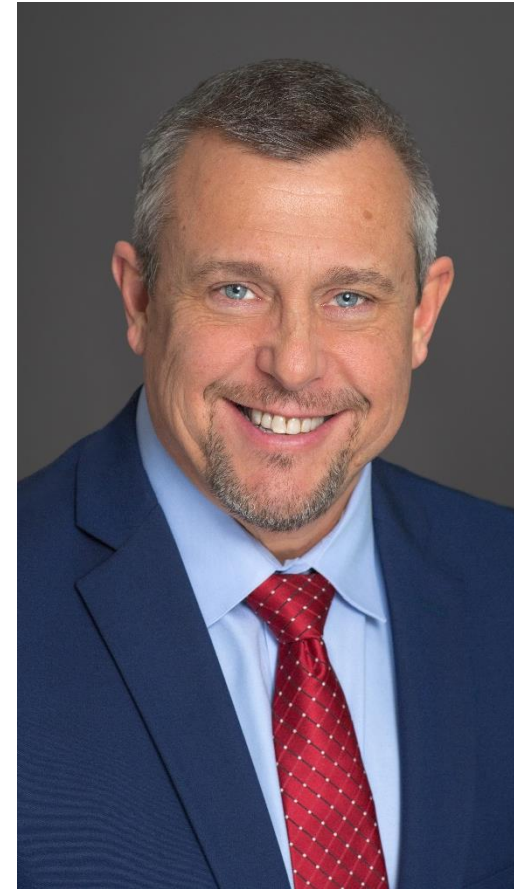
### Jarod Klaas, P.E.

*Sr. Director, Planning & Development*



### Drew Genneken

*Deputy Sr. Director, Planning & Development*



### Todd Cavender

*Director, Environment & Sustainability*





Indianapolis Airport Authority

## Planning & Development Leadership

**Kevin Forbes, P.E.**

*Director, Landside Development*

**Tony McMichael, AAAE**

*Director, Airside Development*





# Planning & Development Staff

**Top Row:**

- Kyle Miller
- Garrett Cooney
- Neal Jenkins
- Keith Johnson
- Bradley Melton
- Pete Sackers
- Emmanuel Maldonado
- Taylor Koutropoulos

**Middle Row:**

- Mike Riedlinger
- Ben Reed
- Jason Clearwaters
- Attiyana Morris
- Megan Laughinghouse
- Rebecca Fiscus
- Jim Cates
- Gerald Mears

**Bottom Row:**

- Tyler Bedwell
- Brad Bobich
- Andrea Wesson
- Nouh Alshakhl
- Angie Tromp
- Katie Adkins
- Mary Jane Glaspy

**Not Pictured:**

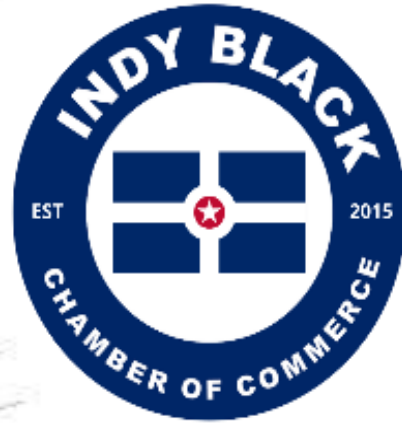
- Lisa Fields
- Robert Jones
- Tony Williams
- Amanda Holmes
- Mary Kerstein
- Naomi Foster





Indianapolis Airport Authority

# IAA Partners



Indianapolis  
Urban League





# Certifications

***ACDBE***

***LGBTBE***

***SBE***

***VBE***

***DBE***

***MBE***

***WBE***







## Good Faith Effort

**What:** The grace provided to a contractor when a bid falls short of meeting the diversity goals established for a project; trust but verify

**Why:** It ensures *inclusivity*; ensures access to meaningful opportunity *for all*

**When:** Only when the diverse participation for a bid falls short of the established goals.

A Contractor's Good Faith Effort to meet diversity goals for a project must occur at time of bid; not after.

It is essential to read & understand **Special Provision 3 (SP-3) of the contract specifications**. It is key to your success.

- It starts with a Plan
- Did you work the plan?
- Was the plan documented?
- Was enough time given for interested businesses to respond?
- Were the subcontracting opportunities identified meaningful?
- Was your search for diverse subs focused and meaningful?
- **“Self-performance is no excuse for not having diverse participation.”**





## GFE Best Practices

- Read the bid in its entirety – **identify & understand important documentation; especially SP-3**
- Provide relevant project information
- Identify services and goods for potential partners
- Allow enough time for response and follow-up
- Seek out ready, willing and able subs and vendors

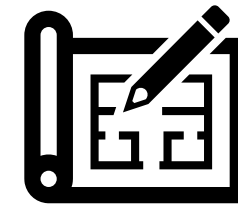
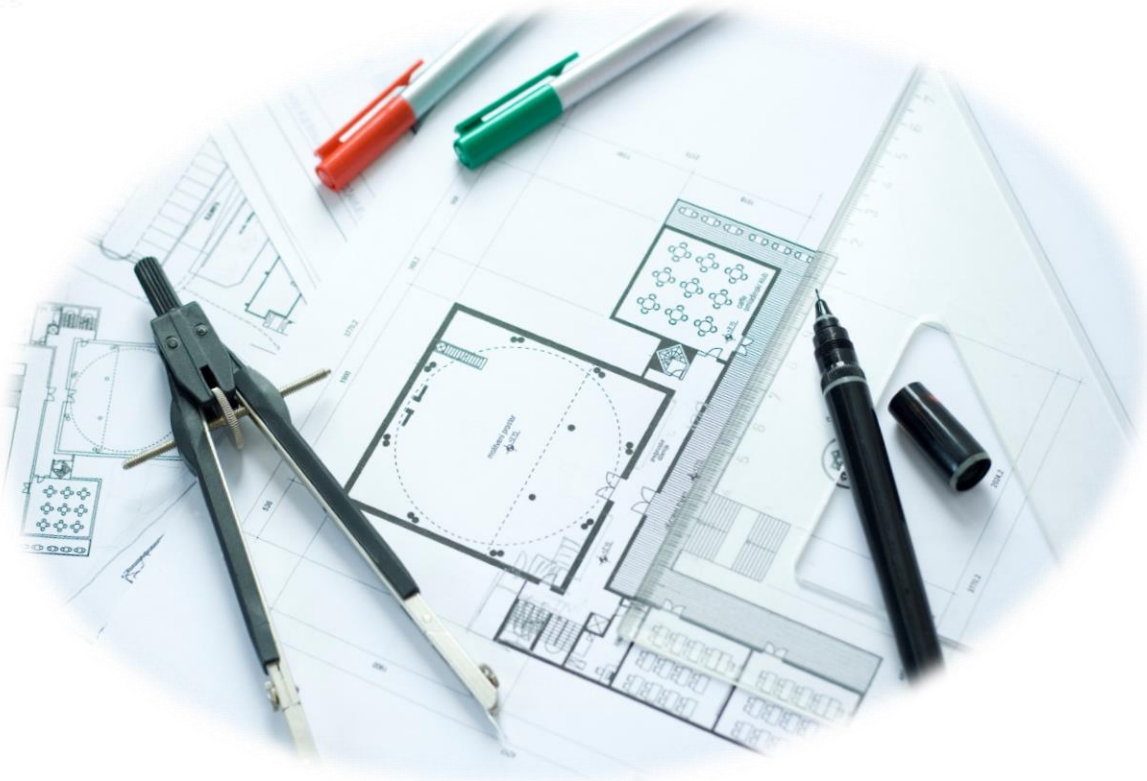
## GFE documentation: Demonstrate you had a viable plan to meet the established goals

- Subcontractor and supplier quotes (competitive & non-competitive)
- Copies of advertisements and postings
- Call and email logs; **follow-ups and follow-throughs**
- Proof of bid information being shared
- Proof of adequate time for response
- Attendance at pre-bid meetings/networking at the pre-bid with interested subs
- See SP-3 for additional components



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# Airside Opportunities





## Airside: Construction

- RW 7-25 Reconstruction
- RW 18-36 Rehabilitation
- TW A Rehabilitation
- Fuel Facility Replacement
- Oil Management Facilities
- Maintenance Building Replacements





Indianapolis Airport Authority

## Airside: Inspection

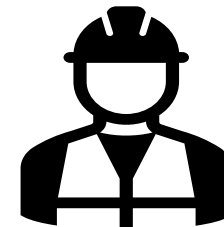
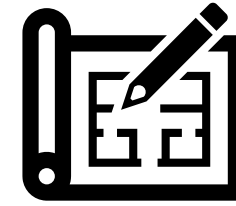
- RW 7-25 Reconstruction
- RW 18-36 Rehabilitation
- TW A Rehabilitation
- Maintenance Building Replacements





Indianapolis Airport Authority

## Landside Opportunities





## Landside: Design and Construction

- Terminal Back-up Heating and Cooling
- Ready Return Parking Lot
- Refurbish Blue Emergency Phones
- Terminal Space Reorganization and Renovation
- GTC Drive Thru Lanes Renovation
- Roof Rehabilitations/Replacements Campus Wide
- Multi-Duct Conduit Utility System Construction
- Parcels 2-4 Infrastructure
- Repair and Replace Terminal Escalators/Elevators





## Landside: Construction

- Terminal and Concourse HVAC System Upgrades
- Baggage Handling System - Vertical and Horz. Sorters
- EV Charging Stations in Garage and Lots
- AOC Data Center Rightsizing
- Bldg. 611-615 QTA Facilities
- CEP - Boiler Replacement
- Restroom Renovations in Terminal and Concourses
- Rehabilitation of Public Parking Lots Pavement







## Landside: Inspection

- EV Charging Stations in Garage and Lots
- CEP - Boiler Replacement
- Rehabilitation of Public Parking Lots Pavement
- Ready Return Parking Lot
- GTC Drive Thru Lanes Renovation
- Parcels 2-4 Infrastructure
- Roof Rehabilitations/Replacements Campus Wide
- Multi-Duct Conduit Utility System Construction





Indianapolis Airport Authority

# Environment & Sustainability





# Procurement Team



**Contract Specialist**

Christina Harrell



**Procurement Manager**

Bill Glant



**Audit, Procurement,  
and ADA Resource  
Coordinator**

Kim Thomas



**Sr. Procurement  
Specialist**

Ocie Johnson



**Procurement  
Specialist**

Wyatt McWhorter

To view business opportunities,  
register for automatic notifications at  
<http://bit.ly/IAAPlanetBids>

**IT'S QUICK AND FREE!**



INDIANAPOLIS INTERNATIONAL AIRPORT



The Indianapolis Airport Authority (IAA) posts solicitations through a web-based solicitation management system called PlanetBids. Registered vendors receive automatic email notifications based on the type of service or supply they provide, or they can opt to receive all notifications by selecting the "All Categories" option.\*

Vendors can also register for emergency operations by providing their 24/7 contact information and the type of supply or service they provide.

Contact IAA Procurement with questions or for assistance.

[Procurement @IND.com](mailto:Procurement@IND.com)





# PlanetBids

## Vendor Registration

Register for the free online solicitation system to receive automatic e-mail notifications on future solicitations based on the type of service and/or supply in your company's line of business.

[VENDOR REGISTRATION](#)

## Business Opportunities

View all open airport business opportunities through the new online solicitation system. Must be a registered vendor to download documents.

[BUSINESS OPPORTUNITIES](#)



# Procurement Opportunities



PLANETBIDS Indianapolis Airport Authority



## Bid Opportunities

Keyword	Bid Type	Categories	Stage
Department	Due Date From	Due Date To	Clear Search

Found 437 bids

Posted	Project Title	Invitation #	Due Date	Remaining	Stage	Format
08/10/2023	Request for Qualifications: Professional Design Servic...	E-24-031, M-24-033, & C-24-030	09/05/2023 03:00pm	6 days	Bidding	Electronic
08/08/2023	Invitation to Bidders: ARFF Station No. 1 Refurbishment	E-23-012	09/07/2023 02:00pm	8 days	Bidding	Electronic
08/07/2023	Request for Qualifications: Rehabilitate Airport Roads ...	I-24-021	09/08/2023 03:00pm	9 days	Bidding	Electronic
08/17/2023	Snow Blower	23-027	09/13/2023 02:00pm	14 days	Bidding	Electronic
08/18/2023	Invitation to Bidders: Rehabilitate Airport Roads & Lots...	I-23-073	09/18/2023 01:00pm	19 days	Bidding	Electronic
08/18/2023	RFQ for Inspection Services - Bldgs. 611 thru 615 (QT...	I-23-007	09/21/2023 03:00pm	22 days	Bidding	Electronic
08/25/2023	TRASH & RECYCLING RFP	23-016	10/02/2023 11:00am	32 days	Bidding	Electronic
07/19/2023	Hotel Operator Services for Terminal Connected Airpo...	I-21-060	08/16/2023 03:00pm		Closed	Electronic
07/18/2023	Interim Roof Repairs, Phase II (2nd Re-bid)	I-20-042B	08/15/2023 11:00am		Closed	Electronic



Indianapolis Airport Authority

## Equity & Opportunity Team

### Holli Harrington

*Sr. Director, Equity & Opportunity (Equity Officer)*



### Tracy Guerrero

*Program Manager, Equity & Compliance*



### Chelci Hunter

*Program Manager, Business Equity & Opportunity*





**28%**  
**DMWVBE**  
**Participation**  
*With 155 certified  
Businesses in 2022*

Diversity, equity and inclusion are at the core of the Indianapolis Airport Authority. In my time with IAA, I have seen the impact of our continued efforts, and I am inspired to see how this commitment has benefited our relationships with travelers, visitors, employees and vendors. To create public value for our community, we intentionally foster diversity, equity and inclusion in everything we do.

**Mario Rodriguez**  
IAA Executive Director

# Equity & Opportunity

## Continued Commitment to Diversity, Equity & Inclusion

At the Indianapolis Airport Authority (IAA), our goal is to continue to cultivate a self-sustaining culture that fosters equitable inclusion and diversity in all aspects of our business. We acknowledge and celebrate the individuality of our travelers, visitors, employees and vendors by optimizing organization performance and engagement in a way that makes people feel respected and valued.

This goal is not a destination as much as it is an ongoing journey. For years, we have been developing and implementing efforts across three key strategic areas: Workforce Development, Community Engagement, Economic Development.

## IAA Strategic Pillars

While our strategic pillars are fundamental to IAA operation and purpose of providing public value, our diversity, equity and inclusion efforts are intentionally focused within Workforce Development, Economic Development and Community Engagement. These pillars offer unique and complementary opportunities for growth and development that elevate this initiative.



Customer Service



Economic Development



Stability & Sustainability



Workforce Development



Community Engagement

## Diversity, Equity & Inclusion Mission Statement

IAA believes in creating a high-performing culture that fosters world-class service to enhance our community. That high-performing culture includes a diverse and competent workforce, with diverse leadership dedicated to putting our passengers first. IAA—through its continued support for the growth and development of opportunities for small and diverse businesses—strives to foster and maintain an environment reflective of its commitment to diversity and diversity initiatives.

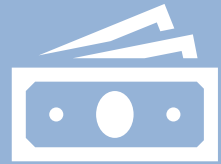
The IAA is committed to cultivating a self-sustaining culture that fosters equitable inclusion and diversity in all aspects of the business and optimizes organizational performance and engagement by ensuring people feel respected and valued.

## Our Objectives

- Enhance/advance IAA culture where employees, passengers, stakeholders and vendors feel included, valued and respected
- Promote cultural awareness and understanding as the cornerstone of creating a safe environment where all individuals feel respected and valued
- Develop and cultivate a pipeline to increase diversity in leadership positions throughout the IAA
- Increase engagement of diversity and inclusion within the community to advance and foster world-class service to Hoosiers and state visitors, economic impact and customer service experience
- Increase diverse business participation and provide meaningful opportunities for certified disadvantaged, LGBTQ+, minority, women and small businesses



## Equity & Opportunity Cont.



**DOLLARS \$ Spent**

**PERCENTAGE % of Spend**



**NUMBER # of**



**Businesses**

Goals  
Commitment  
Attainment



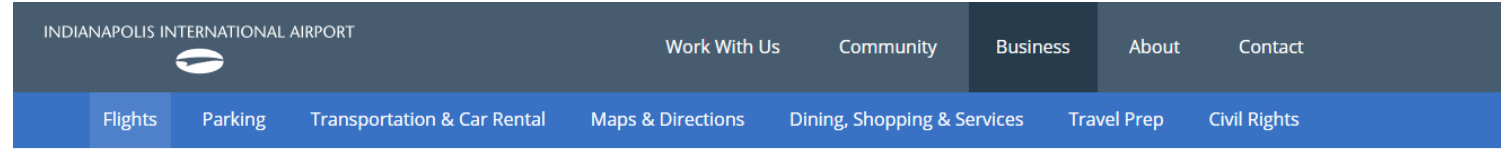
**PUBLIC  
VALUE**

Access  
Participation  
Utilization





# Website & Contact Info



## Business

- Do Business at the Airport
- General Aviation Airports
- Concessions Refresh Program
- Real Estate Development
- Cargo Air Service
- Supplier Diversity Program**
- Advertising

## Supplier Diversity Program

The Indianapolis Airport Authority (IAA) is committed to valuing differences and nurturing a community of diversity. We strive to create opportunities for disadvantaged, minority, women, veteran-owned business enterprises (D/M/W/VBE) and Airport Concession Disadvantaged Business Enterprise (ACDBE) in all airport-related services.

IAA does not exclude or deny any person from participation or benefits of the Supplier Diversity Program. The IAA does not discriminate against anyone in connection with the award or performance of any contract covered by 49 CFR Part 26 or Part 23 on the basis of race, color, sex or national origin.

The variety of products and services needed at Indianapolis International Airport (IND) and IAA's general aviation airports is vast. Examples include goods, services and supplies related to retail and concessions, airport operations and maintenance and construction. We encourage companies of all types and sizes to compete for our business.

Learn how the IAA builds **public value through diversity, equity, and inclusion.**

## Locate Certified Diverse Vendors

The State of Indiana, City of Indianapolis and Mid-States Minority Supplier Development Council have administrative programs and departments offering information and resources in the form of training and networking events to those who wish to pursue certification. To begin the process, businesses must formally apply for certification. To learn more about certification laws, policies, procedures

Website: [supplierdiversity.ind.com](http://supplierdiversity.ind.com)  
 Contact: [diversesuppliers@ind.com](mailto:diversesuppliers@ind.com)



Indianapolis Airport Authority

# Questions?

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# IND Concessions and Rental Car Program Overview & Opportunities



Indianapolis Airport Authority



# Concessions Program



## IND Concessions Program

- Embarked on Concessions Refresh Program in 2019
- 80% of program underwent construction
- 2023 – on-pace for a record sales year



# Program Objectives

## Optimize Customer Experience

Enhance the customer experience with relevant and dynamic food options while remaining dynamic in an ever-evolving environment.

## ACDBE Opportunity

Create opportunities for disadvantaged business enterprises.

## Create a "Sense of Place"

An authentic expression of the culture and, people, and community of Indianapolis.

## Provide Public Value

Offer a wide range of freshly prepared products without sacrificing quality, speed, and value.



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## IND Rental Car Partners

**Hertz**

**SIXT**  
rent a car

**Alamo**

**Budget**

**National**  
Car Rental

**AVIS**

**dollar**  
CAR RENTAL

**Thrifty**  
CAR RENTAL

**Payless**  
CAR RENTAL

**enterprise**



# Garage Expansion Impact

- Greater Operational Footprint
- Enhanced Storage Solutions
- Promotes Superior Customer Service
- Reallocation Project in 2024



# Airport Rental Car Supplier Diversity Outreach

2023

**Meghan Mulry**

Facilities Coordinator

ENTERPRISE HOLDINGS™

**Alamo**

**enterprise**

**National**



# Enterprise Holdings- Summary

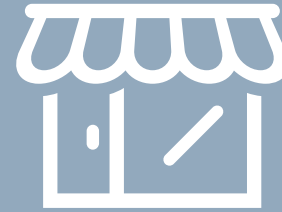
- **Founded in 1957 by Jack Taylor**
- **Leadership**
  - Chrissy Taylor, President & CEO



# WHERE WE ARE TODAY



**\$30 BILLION**  
IN ANNUAL REVENUE



**10,000**  
FULLY STAFFED  
NEIGHBORHOOD AND  
AIRPORT LOCATIONS



**100,000**  
EMPLOYEES



**100**  
COUNTRIES  
& TERRITORIES



ONLY U.S.  
**INVESTMENT-  
GRADE** CAR  
RENTAL COMPANY



**>2 MILLION**  
VEHICLES



**AMERICA'S 9<sup>th</sup> LARGEST  
PRIVATE COMPANY**  
ACCORDING TO FORBES

# EHI Business



← ENTERPRISE HOLDINGS™



# Local Commitment

- Management
- Purchasing decisions
- Outreach Events
- Measurement and evaluation



# Opportunities

- Automobile maintenance
- Automobile repair
- Construction
- Facilities maintenance
- Fuel
- Janitorial
- Architects
- Engineers
- Trades

# Program to Promote ACDBE Participation

- **ACDBE Certification Assistance Program**
  - Created through interactions at AMAC
  - Letters and conversations encouraging ACDBE participation
  - Reimbursement of most expenses with 3<sup>rd</sup> party attorney to help with certification

# At Your Service...

Meghan Mulry  
Facilities Coordinator

7111 West Washington St.  
Indianapolis, In 46241

(317) 757-7141 office  
Meghan.E.Mulry@ehi.com





# Supplier Diversity

In our network there is a place for everyone





# **Indianapolis Airport Rental Car Supplier Diversity Outreach Program August 2023**

# Tom Wood Automotive Group



## Tom Wood Automotive Group

Sixt Rent a Car is the newest entity added into the family of Tom Wood Companies. The Tom Wood Group has been a fixture in Indianapolis since 1967. Still a family owned business, we've grown to seventeen automotive franchises, a full-scale leasing company, a finance company, a collision center, outdoor equipment, motorcycles, power sports, car rental operations, property management, an insurance company and an FBO aviation company. Our primary operations are in Indianapolis, Indiana but we also have businesses that operate throughout Indiana, Kentucky and Minnesota. Our current automotive franchises include: Sixt Rent a Car, Lexus, Toyota, Nissan, Volkswagen, Subaru, Jaguar, Volvo, Land Rover, Porsche, Audi, Ford, Acura and Honda.

Our car rental management group has over 20 years of rental car experience, successfully owning and/or operating multiple brands in several locations including: Oakland, San Jose, Ontario, Montgomery, Mobile, Indianapolis, Fort Wayne, Flint, Little Rock and Bentonville. Since 2012 we have operated the second largest US Sixt Franchise and most recently we have been awarded a concession agreement with the Cincinnati Kentucky Airport in Ohio, opening in 2021.



The logo for Sixt, featuring the word 'SIXT' in a bold, black, sans-serif font with a white outline, set against a dark blue background.

feel the motion.

# OPPORTUNITIES AVAILABLE WITH SIXT



## FACILITIES/JANITORIAL

General Contractor Services, Office Cleaning, Uniform Cleaning, Snow Removal, Painting.

## FLEET SERVICES

Oil Changes, Preventive Maintenance, Tire Rotations, Body Shop, Damage Repairs, Parts, Glass, Tires, New Car Prep, Fleet Disposal Services.

## SERVICE SUPPLIES

Oil, Washer Fluid, Filters, Cleaning Supplies, Shop Supplies

## TRANSPORTATION

Trucking, Fleet Movement. Auction Services,

## MANAGED STAFFING SOLUTIONS

Staffing Service's, Out Source Labor Solutions.



feel the motion.



# ABG Supplier Diversity Program

Supplier Diversity Team



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**P**ROUREMENT  
DRIVEN - TOGETHER

# Supplier Diversity Participation Steps

## 1. Register for Avis Budget Group’s Supplier Diversity Portal below

[URL:https://abg-supplier.divtrak.com](https://abg-supplier.divtrak.com)

## 2. Contact Supplier Diversity Team below

Matt Flaherty: [Mattew.Flaherty@avisbudget.com](mailto:Mattew.Flaherty@avisbudget.com)

Head of Supplier Diversity & Procurement

Yvonne Lee: [Yvonne.lee@avisbudget.com](mailto:Yvonne.lee@avisbudget.com)

Supplier Diversity Leader & Sr. Manager, Procurement

Sydney Peruzzato: [Sydney.Peruzzato@avisbudget.com](mailto:Sydney.Peruzzato@avisbudget.com)

Supplier Diversity & Procurement Analyst

## 3. What We Buy\*

Some of the products and services we manage locally	Some of the products and services managed by ABG's Procurement and Supply Chain manager
Auto Body Repair, Auto Detailing, Landscaping, Locksmith for Cars, Locksmith for Buildings, Pest Control	Fuel, Motor Oil, Windshield Washer Fluid, Vehicle Cleaning & Sanitizing Products.

\*For full NAICS information, please refer to our NAICS Codes in next slide

# ABG Rental Car NAICS Codes

Codes	NAICS Code Description
236220	Door Maintenance
236220	Commercial and Institutional Building Construction
236220	Door Maintenance/Repair
238110	Concrete Maintenance
238210	Electrical
238220	Plumbing, Heating, and Air-Conditioning Contractors
238220	Backflow Testing
238220	HVAC Maintenance
238220	Backflow Testing
238220	HVAC Maintenance
238220	Plumbing
238290	Elevator Maintenance
323111	Signs
323111	Printing
323111	Signage (Install only)
325992	Copier/Printer Toner Cartridges
333911	Fuel Maintenance
334220	GPS
334290	Alarm System Central Monitoring
337125	Car seats, infant (except metal), manufacturing
339113	Surgical Appliance & Supplies Manufacturing (PPE)
423110	Automobile Parts and Repairs
423120	Auto Parts
423130	Tire and Tube Merchant Wholesalers
423140	Motor Vehicle Parts (Used) Merchant Wholesalers
423840	Chemical Cleaners
423850	Car Wash Maintenance and Equipment
423850	Car Wash Supplies
423850	Janitorial Equipment & Supplies
423850	Car Wash Maintenance
423850	Cleaning Supplies (Auto related)
423990	Fire Safety (Extinguishers)
424120	Office Supplies
424210	First Aid
424720	Fuel/Oil/Energy - Motor Oil

Codes	NAICS Code Description
425120	Uniforms
441110	New Car Dealers
441310	Automotive Parts and Accessories Stores
441320	Tire Dealers
454310	Fuel Dealers
454390	Coffee-break service providers, direct selling
484230	Auto Transport
488410	Motor Vehicle Towing
492210	Local Messengers and Local Delivery
524210	Insurance
531390	Management Company
532210	Equipment Rental (GPS)
541110	Legal Services
541890	Sign Repair
561320	Temporary Help Services
561491	Asset Recovery
561510	Travel Services
561612	Security
561621	Security Systems Services (except Locksmiths)
561622	Locksmith Services
561622	Keys/Locks (Auto keys)
561710	Pest Control
561720	Janitorial Services
561730	Grounds Maintenance - Snowplow
562111	Trash Removal and Recycling
621999	Drug Testing
811121	Auto Body Repair
811122	Auto Glass Replacement Shops / Windshield - Rock Chip Repair
811191	Automotive Oil Change and Lubrication Shops
811192	Automotive Detailing
811192	Car Seat Cleaning
811192	Car Washes
812331	Uniforms / Uniform Cleaning
812332	Industrial Launderers (Uniform Rental)



Supplier Diversity Day  
Outreach Networking Event

August 2023

# Agenda

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- Our Commitment
- What we buy and how
- Doing business with Hertz -Procurement process
- Spend Data
- Hertz Contacts





# Our Commitment

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The Hertz Corporation (representing Hertz, Dollar and Thrifty brands) is committed to the growth of minority/women-owned/disadvantaged business enterprises. Hertz is both proud of and encouraged by the continued contribution we receive from our DBE and ACDBE suppliers.

We will continue our long standing commitment to Supplier Diversity by continuously engaging in the following:

- **Creating Opportunity** - Including **DBE and ACDBE** suppliers in bid events for goods and services
- Maintaining a **formal procedure** - Mandating Hertz's M/W/DBE participation on a company-wide basis, governed by policy.
- **Corporate wide Training** - Required Supplier Diversity training via our learning management system for all employees that purchase goods and/or services.
- **Reporting** - Provide second-tier reporting to numerous national accounts on a quarterly basis.
- **Staying Engaged** - active member of the Airport Minority Advisory Council (AMAC), the Women Business Enterprise National Council (WBENC), and the National Minority Supplier Diversity Council (NMSSDC).
- **Outreach events** - Participate to increase awareness in our program and make connections with new DBE/ACDBEs around the country.

# What and How We Buy

Hertz's approach to procuring goods & services are done on a global, national, regional or sometimes local scale to allow us to meet demand, delivery, quality and pricing to ensure business continuity. Most of our agreements cover larger volumes and geographies to leverage the buy to secure competitive pricing, maintain consistency with the quality of the goods we buy, and achieve the greatest service levels.

Regional and Local purchasing: Hertz is committed to providing opportunities to DBEs and ACDBEs to increase partnerships. Below are just some of the goods and services we buy at a national / local level (a full list of NAICS codes has been provided to the airports):

- Bulk Fuel
- Car Wash
- Body shops
- Janitorial services and supplies
- Adjusters & Appraisers
- Automobile parts
- Automobile repairs/collision/paint shops
- Automobile Detailing
- Towing/Transporting



# Procurement Process

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To participate in future bid events, please visit our supplier diversity page: [Hertz Supplier Diversity](#)

If awarded a bid, and depending on the scope and scale of the goods and/or services being purchased, the procurement process generally consists of the following steps:

- Providing a signed W9
- Completing a Supplier Setup Form with information about your company
- Providing a copy of your ACDBE certification
- Signing a Master Goods/Services Agreement and applicable statement of work or price sheet
- Utilizing a purchase order for invoicing
- Meeting certain insurance requirements  
*(insurance requirements vary depending on the scope and scale of the goods/services)*

# Hertz Supplier Diversity Contacts

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Joshua Blum  
Vice President Real Estate & Concessions  
[jblum@hertz.com](mailto:jblum@hertz.com)

Tanya M. Pelli  
Business Operations Manager  
(239) 301-7312  
[tanya.pelli@hertz.com](mailto:tanya.pelli@hertz.com)

Maria Brooks  
Regional Procurement Director  
703-683-9133  
[mbrooks@hertz.com](mailto:mbrooks@hertz.com)

Leisa (Michelle) Evans  
General Manager, Hertz, Dollar, Thrifty - IND  
[levans@hertz.com](mailto:levans@hertz.com)