TEN Presents: Getting from A to B

An overview of the Travel Edge Network's Preferred Partner program for Car Rental & Transfer Services.

Wednesday, May 29th, 2024 3:30 PM EDT / 12:30 PM PDT





Agenda

- 1. Car Rentals
- 2. Transfer Providers
- 3. International Drivers License Reminder
- 4. Questions



Hertz North America



Hertz Contract Details

- includes dynamic commissionable rate types.
- of purchase, or at the time of pick-up.

Support Contact

Rachel Schut - North America Account Manager, based in Toronto

rschut@hertz.com / 647-504-8309

We currently have a direct agreement with Hertz North America (Canada and US) through 2024 which

When booking under the Preferred Vendor Agreement use a unique CDP code to receive 10% commission plus discounts. Payment is handled directly with the clients' credit card either at the time

Hertz Preferred Partner Rates - Booking

Visit the <u>Hertz Travel Agent portal</u>, and log in using your individual branch location IATA. Once you Log In, you will be redirected to a Reservation Booking page; you will see 'Welcome, Travel Agent' and the option to Logout in the top right corner.

Prior to searching, make sure to select Add a Discount Code and follow the prompts to enter the appropriate CDP number (coded to TripArc) Hertz CDP# 2221713, Thrifty CDP# 3072346. Dollar CDP# 3072345

	lertz Ren	tal Car. L	.et's Go				
Hertz	Same Drop-off Location Country of Residence Canada	✓ Add a Discount Code i	2	~	Pic	k-up Location	
	Pick-up Date	Pick-up Time 04:00 PM ∽	Drop-off Date	Drop-off Time 04:00 PM	~	Hertz Gold Plus Rewards Number:	Last Name On File:

Very Important

Hertz Preferred Partner Rates: Payment Options

When You Select the Car, You can Select **Pay Now or Pay Later**

Pay Now - receive discounted rate at the time of booking. The client's credit card for the booking <u>must</u> also be presented at the counter at the time of pickup – no exceptions.

Pay Later – by selecting *pay later* there is no discount. However, the benefit is if the client has a credit card in their name at the counter upon checkout, they'll be good to go.

The client <u>must a present personal credit card and drivers'</u> <u>license matching the name on the reservation at the time of</u> <u>pickup</u>. If *pay now* is selected, the card must be the same card at the time of pickup.

Mandatory taxes and surcharges and insurance (if selected) must be settled at the counter directly by the customer.

Compact

(Y) Toyota C-HR or similar (j)

പ്പ 5	Ш́ З	₩ А	🖓 4.0 l/100km
432.4 9	9 USD SD Approx Tot)		Save \$ Pay Now
464.0 (464.06 EU (or 458 .3	6 EUR JR Approx Tot) 5 USD)		Pay Later

Hertz Preferred Partner Rates: Benefits of Using CDP

- Minimum 10% Commission versus 5%!!
- Discounts for Travel Edge Clients and Advisors

Commission Hertz:

- 10% commission on PVA CDP transactions
- 10% commission on Affordable Europe transactions
- 5% commission on HBR transactions

Commission Thrifty & Dollar:

10% commission on leisure PVA CDP transactions

- ✓ Up to 10% in Canada and USA
- Up to 15% Internationally
- Free Hertz Gold Rewards & Thrifty Blue Chip Membership

Hertz, Thrifty & Dollar Agent Discounts:

- ✓ Up to 20% in Canada and USA
- ✓ Up to 30% Internationally (Hertz)
- Free Hertz Gold Rewards & Thrifty Blue Chip Membership

Enterprise / National

Enterprise / National Contract Details

- We currently have a preferred agreement with Enterprise/ National for commissionable rates and client benefits through 2024.
- Use Travel Edge's unique CD number to receive 5% commission (Alamo, Enterprise) OR 10% commission (National) + discounts for clients.

Support Contact

Daryl Stockman - Manager, Travel Agency Sales Canada

416-407-2160 cell / Daryl.J.Stockman@ehi.ca

Enterprise / National Preferred Partner Benefits

REFERENCE GUIDE: TRAVEL EDGE USA & CA

Account Number	Alamo - WVT	Enterprise – XZBZ144	National – XZBZ144
Rate Discounts	Best available rate in US	5% Discount in US	Fixed ceiling or guaranteed 10% off the best rate in US
Eligible Commissions	5% Commission	5% Commission	10% Commission

- Enterprise/National GoBiz[™] Account Number: XZBZ144
- Emerald Club Link: https://www.nationalcar.com/offer/XZBZ144 Alamo Preferred Partner Leisure Account Number: WVT

Enterprise / National Booking Method

BOOKING PORTAL

To quickly and easily search availability and make a booking, use the online advisor booking portal: **Enterprise Booking Portal** National Booking Portal Enter your unique branch IATA (no dash) to gain access.

National.

Welcome Travel Professionals

Enterprise's Travel Advisor Partnership Program is dedicated to helping your business grow.

A Better Way to Book

Our program is designed to provide you with unique features to r reserving a vehicle for your clients easier.

For assistance contact our **Travel Advisor Help Desk:** 1-800-424-1282 or travelagent@erac.com

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Current User Login IATA, ARC, CLIA or TRUE Number* Login IATA Not Registered? <u>Sign Up</u>

Booking Method CORPORATE DISCOUNT NUMBER + EMERALD CLUB NUMBER

It's important to remember to add the **Travel Edge CD# XZBZ144** (USA). Enter this number to receive a discounted capped rate as well as Cash in Club Rewards.

Standard commission with Alamo and Enterprise is 5%, and 10% with National.

Make sure to input your client's **Emerald Club Rewards** program number. If your client doesn't have a rewards number, you may enroll them at the time of booking:

	1 0:00		1 • .00	Renter Age*	
5 2022 ~	2.00 V	\rightarrow $16_{2022}^{NOV} \sim$	2.00 PM	✓ 25+	~
Corporate Account Num	ber or Promotion Code	(i)		Vehicle Class (i)	
XZBZ144				All Vehicles	
Member Program		Member Number		Member's Last Nar	ne
National Emeral	d Club 🗸 🗸				

Benefits of the Emerald Club

- Bypass the counter As an Emerald Club member, bypass the rental counter and go directly to the Emerald Club AisleTM at more than 50 major airports in the U.S. and Canada.
- Choose your own car As an Emerald Club member, don't waste time looking for your assigned car - just choose any car from the Emerald Club Aisle and be on your way.
- Speed up returns with an E-Receipt As an Emerald Club member, there's no need to wait around for a piece of paper when you return your car. We'll email you a detailed receipt.

Enroll Now

Enterprise / National Booking & Payment

- Once you've confirmed dates, vehicle selecti and any add-ons, you'll be prompted to confirm t guest's information as well as enter in your ov email address. Your email address and IATA a what tie you to your commission payment.
- The guest's name **must match both the name** their drivers license and credit card when th go to pick-up the car at the counter.
- A copy of the confirmation will be sent to both t guest and the booking advisor.
- Payment may only be settled directly by the clie at the counter.

AVEL EDGE

* Required to complete your reservation

	Renter Details	
firm the our own	First Name* Last Name*	
AIA are	Phone Number*	
	+1	
	Email Address	
ame on	name@domain.com	
en iney		
oth the	Travel Advisor Details	
	Provide the information of the admin who should get an email confirmation. This should be different than the person you are booking on of (the driver).	behalf
	Travel Agency	
e client	TRAVEL EDGE (USA) INC	
	IATA, ARC, CLIA or TRUE Number	
	11858630	
	Your Email Address*	
	name@domain.com	
onal.		

Enterprise / National Cancellations and Modifications

CANCELLATIONS

Cancellations can be made without charge up to 24 hours prior to scheduled pick up.

MODIFICATIONS

The same rule as cancellations applies to modifications, and modifications can be made directly through the Avis/Budget widget online.

Transfer Providers

Preferred Transfer Providers

Preferred Vendor	Rate Ranking	Strengths	Commission
Daytrip	Least Expensive	 Book activities en route Unique destination coverage (e.g. Caribbean) Non-luxury 	10%
Blacklane		 Easy Booking Low Rates Global Coverage 	10%
Sunny's Worldwide Transport		 Top Service Direct Fleet USA Competitive Rates 	12%
Carey	Most Expensive	 Range of Vehicle Types Consistent Service 	12%

Daytrip

Daytrip Services

- Daytrip is a 3rd party transfer platform which relies on locally contracted driver/ guides in worldwide locations
- 9,000+ cities across 120+ countries offered, including unique locations (Caribbean, SE Asia, Africa) for fully customizable transfers
- Luxury-class vehicles reliable in developed destinations: Book transfers only, or transfers with guided activity stops en route
- Activities are a great, cost-effective, way to offer additional value and experience between pick-up and drop-off

Mazatlan

Life's a Beach

Discover more

Daytrip Contract Details

We currently have a preferred agreement with Daytrip for commissionable rates and client benefits through 2024.

Receive 10% commission on Daytrip on both global transfers and activities offered through their platform.

Support Contact

Jan Toloch | Partnership Manager Tel: +42 073 054 4502 Book a call Jantoloch@mydaytrip.com

24/7 Support Contact

With regards to bookings and on-site requirements contact the 24/7 Corporate Care line: Tel. USA +1 628 201 9501 | UK +44 20 3318 1119 Daytrip@mydaytrip.com

Daytrip Registration & Highlights

To register with Daytrip, go to www.daytrip.com/partners/traveledge to enroll. After enrolling it will take approximately 48hrs. For your registration to be approved. If you have any questions, please contact our account manager Jan Toloch Jantoloch@mydaytrip.com. Please reference Travel Edge.

Highlights:

- Flexible Cancellations Change or cancel anytime
- Smartly dressed English-speaking drivers
- Free 60 min. wait time (from flight arrival)
- Meet & greet pick-up
- Trip tracking in app

daytrip

Blacklane

Blacklane's Contract Details

We currently have a preferred agreement Blacklane GMBH for commissionable rates and client benefits through 2024.

Receive 10% commission on Blacklane's fleet of global transfer providers.

Support Contact

Amber Grafton | Senior Key Account Manager Tel: +1 765 702 0147 Book a call amber.grafton@blacklane.com

BLACKLANE

24/7 Support Contact

With regards to bookings and on-site requirements contact the 24/7 Corporate Care line: Tel. USA +1 206 629 6013 | UK +44 203 514 7400 corporate@blacklane.com

Blacklane's Booking Method

BOOKING PORTAL

Follow the link of your agency IATA.

Fill in your personal information.

You'll receive an activation email and can then sign in to the **Blacklane for Business** Portal.

Link for the Blacklane Booking Site: <u>BOOK HERE</u>

To register yourself for a Blacklane log-in, please click the link for your IATA number below: 11858630 Atlanta, GA 33808493 New York 67682543 Toronto 05875004 Rolling Hills Estates, CA BLACKLANE 05769260 Orange County, CA 05711355 La Jolla, CA 05899843 Northern California, CA 58900203 Bermuda 05852545 Palm Desert, CA

Travel Edge / IATA 11858630

Create your Business login

Title	
First name	
First name	
Last name	
Last name	
Mobile Mobile number	
Mobile Mobile number Email	
Mobile Mobile number Email Email	
Mobile Mobile Mobile number Email Password	

Our Terms & Conditions apply.

Blacklane Booking & Payment

- The booking screen is very simple an straightforward. Click 'Book a Ride' and make su you tick-off Book for someone else.
- Then enter your client's details and follow the prompts to select dates, times, locations and client's credit card details.
- At the end of the screen, once you hit *Next*, you'll be brought to a final screen to review and confirm the reservation.

BLACKLANE

r	nd	
	re	

Book a ride

Business travel

O Book for employee	Book for someone else
Title	
Mr.	
First name	
Last name	
Email address	
Ensure guests stay updated on im chauffeur contact details and cha	nportant ride notifications, including auffeur arrival.

Phone number

+ + 1

Enter the number of a working mobile phone guests will have with them when traveling.

Ride type

One way

T

Blacklane Cancellations and Modifications

Once a booking has been made, it's very simple to select the *Rides* tab at the top of your home screen. This allows you to see all upcoming bookings.

Click into an individual booking to modify details (e.g., enter flight information, modify pickup times or enter client's revised contact details) or cancel if need be.

To cancel, look for the CANCEL button on the righthand side of the screen. Cancellations are permitted up until 24 hours prior to service at no cost.

Booked by Travel Edge retail@traveledge.com +18338303343

BLACKLANE

Cancel ride

Blacklane Communication

- Advisor: receives instant email confirmation at time of booking, chauffeur details 60-90 minutes prior to arranged pick up time, "chauffeur arrived" information on arrival and invoice after the ride took place, via Email. Same goes for any amendments or cancellation notifications.
- **Guest/Passenger**: will only receive the chauffeur details via text/SMS and Email 60-90 minutes prior to arranged pick up time at day of travel, and the "chauffeur arrived" notification once the chauffeur arrived at the pick-up location.
- In case of last-minute questions or disruptions, Blacklane will always try to contact guest via phone first and if not successful, try to reach the advisor via phone.

BLACKLANE

Sunny's Worldwide Transport

Sunny's Contract Details

Worldwide Transfer is a privately-owned, Sunny's personalized, high-service transfer provider which both owns and contracts professionally trained level drivers worldwide.

Receive 12% commission on directly owned or managed private car transfers throughout the world.

Support Contact

Bob Donson

Director of Sales & Customer Relations

Bob@sunnysworldwide.com

Direct: (703) 929-2242 / Reservations: 1-800-949-0949

sunny's

Sunny's Booking Method

ACCOUNT ACTIVATION

To set up an account, you must directly email Account Manager Bob Donson. Please share your Travel Edge IATA number, our Travel Edge Agency Reference Number (#61227) and preferred email address. Bob and his team will respond with portal log-in credentials, including personalized password, within 24 hrs.

GENERAL BOOKING INSTRUCTIONS: TripArc/TravelEdge #61227

Online Access: Booking online is quick and easy. Please go to www.sunnylimo.com and select "account login". Your username is your email address, personal passwords will be assigned once you've activated your account.

Once the ride has been booked, you will immediately receive an automatically generated reservation confirmation detailing your itinerary. Please take a moment to review the information to ensure its accuracy. Should you need to modify or cancel a reservation, please call the 800-949-0949 (option 1) and provide your confirmation number (located on the right side of reservation confirmation sheet). This can also be done online or via email by responding to the confirmation (reservations@sunnysworldwide.com).

SUMMULTICAL STATION

Sunny's Service Standards - Fleet

Sunny's is one of the largest executive transportation providers globally, serving numerous Fortune 500 corporations, including the nation's top law firms, media and consulting groups. They have been in business for over twenty years, and their satisfied client base is constantly expanding, due to reasonable rates and reliable service. They are always on time, and if their driver is even one minute late, the entire ride is free!

Carey Car

Carey Contract Details

We currently have a preferred agreement with Carey International for commissionable rates and client benefits through 2024.

Receive 12% commission on chauffeured services in more than 1000 cities worldwide.

Support Contact

Tim Gregory

Director of Travel Industry Sales

Email: tim.gregory@carey.com

Tel: 630-740-2371

Carey Service Standards

The following service standard applies to all reservations:

- Blank airport signage with passengers' last name
- No show fees are \$75
- Notification of pick-up location and reservation will be made at:
 - Time of booking
 - Confirmation within 24 hours prior
 - Notification of direct contact information for driver 2 hours prior to reservation pick-up time

Reservation changes up to 2 hours prior to for Sedan at no cost, and 4 hours for vans with no cost

Carey Service Standards - Fleet

Carey Log In

Use the Carey Connect Portal to register for a Travel Arranger profile and log in to create bookings:

https://www1.careyconnect.com/C orpWeb_v2/

Registration

Login ID (Email)

Password *

First name *

Last name *

USA, Canada, Caribbean (+1)

Mobile phone *

* indicates required field

Register

Back to Login

 ∇

Carey Quick Quoting

- To provide a quote, go directly to the <u>Carey</u> website but do not log in, instead click the Quick Quote tool.
- This tool will allow you to provide a quote for transfer services (usually to/from an Airport) without the flight details.
- Add our WA Account **# 835915**, which will add any applicable discounts, and perform your search as usual.

Get Quick Quotes

O Transfer	O As Directed
Pick-up Date	Pick-up Time
Private Aviation	
Pick-up Location	
Add Stop	
Private Aviation	
Orop-off Location	
# of Passengers	# of Bags
0	0
Account #	Promo Code
WA Account#	
RESET	GET QUOTE

Carey Make a Booking (1)

- Once logged in, use the left Menu bar to click the '+New Reservation' bottom at the top to make a new booking.
- A pop-up will open; click 'Add a New Passenger' and add details for the traveler, along with their mobile number. Client's direct mobile number is required to make the booking. This ensures the driver can successfully locate the traveler if an issue occurs. Do not add passenger email address.
- Click 'Continue' to proceed and enter your transfer details.

Carey Make a Booking (2)

Proceed to enter transfer details, including:

- # of Passengers and estimated # of Bags \checkmark
- Date \checkmark
- Select Transfer or As Directed for transfers \checkmark multiple stops/waiting time is required.
- Pick-up location* and timing \checkmark
- **Drop-off location*** \checkmark

Special instructions i.e. mobility issues \checkmark

Our Account number should be added automaticall 'View Quotes' to proceed.

*When entering pick-up/drop-off location for an Airport, use the Airport Code. This will trigger a pop-up for flight details so Carey can track delayed, rerouted or cancelled flights.

	Future Trip
	Amy Elizabeth Flanigan Lead Passenger 🕃 +
	# of Passengers 1 \$ # of Bags 1 \$
	T
	Transfer As Directed
	Enter Pickup Location
where	at 7:00 AM PM Add Stops Image: Control of the stop o
	Special Instructions
REY	Please apply an Account or Promotion code:
	Account # Promo Code
	Travelify Sales VWA835697-TripArc V + Add
	View Quotes
y. CIICK	

Carey Make a Booking (3)

- The right pane will then show Vehicle Options a their associated approximate cost based on t transfer distance and duration, inclusive of tax and fees.
- Proceed by clicking on the Price of the vehicle y wish to book. The transfer summary will then provided on the next page.
- Click 'Enter Payment Info' to proceed. A popstating rate details and cancellation policy v appear, click 'Accept & Continue'.

	Vehicle Quotes	Rate Dis	Sclaimer Hover ov	<i>4 Quote Optio</i> ver rate for det	on: ails
nd he kes	CAREY		Sort by	Price(Asc)	`
		Executive Sedan 3 Passengers 💼 4 Bags	\$ 125	5.35	
ou be		Executive Van 10 Passengers 💼 10 Bags	\$ 172	2.34	
up vill		Sport Utility Vehicle 5 Passengers 📾 8 Bags	\$ 173	3.35	
		Stretch Limousine 10 10 Passengers 💼 4 Bags	\$ 229	9.30	

Carey Make a Booking (4

- Once the vehicle is selected, click Enter Payment Info to proceed to booking.
- You'll be required to either select a card which is already on file or pay using a new card. Enter the new card details when prompted.
- Once card details have been entered and verified, the reservation will be immediately confirmed and a confirmation email will be sent directly to you. In the proceeding confirmation page you'll have the option of sending additional confirmations to either your client or additional passengers.

Enter Payment Info	Payment Method Credit Card Pay using new credit card SUBMIT PAYMENT METHOD
ter Credit Card Details	
rd Type Card Number	
me on card	Reservation Confirmed
lame on Card	Thank you for booking your reservation with Carey International
p. month Exp. year CVV/CCV M YYYY • ••••	Reservation #: WA15377411-1
untry Billing Address	The confirmation email has been sent to your notification email address - curtis.fox@trip-arc.com
y State Postal Code State • Postal Code	 Send confirmation to Passenger and Additional Recipients Send confirmation to Additional Recipients listed in your profi Send confirmations to others:
Save to Profile Cancel Verify Card	Email Address +Add Recipient
CAREY [*]	Click to Send Confirmation Click to Close

Carey Booking Modifications

- To make a modification, navigate to the Manage Reservations page using the left Menu bar, and locate the reservation.
- Click the Gear Icon on the right side of the booking and select Change Reservation.
- You are then redirected to the search tool, where you can revise dates, locations, number of passengers, etc. Once you have updated your search, click Revise Quotes.
- New vehicle types and rates will appear for you to select. Once you select a vehicle type, a pop-up window will compare the Old Reservation and the New Reservation. Review the details carefully, click Yes and proceed as usual to confirm the reservation.

<i>OLD RESERVATION</i>	>	<i>NEW RESERVATION</i> Mon, 17 Jan 2022		
S Pickup at 11:33 PM	>	• Pickup at 11:33 PM		
Passengers Amy Elizabeth Flanigan	>	Passengers Amy Elizabeth Flanigan		
Sport Utility Vehicle	>	Executive Sedan		
At 11:33 PM from Terminal 3 Delta Air Lines (711)	>		>	PH at De Air Li Flight 711 a 11:33 from Term 3 Delta Air Lines (711)
I→ Sanctuary Camelback Mountain, , 5700 E McDonald Dr, Paradise Valley, AZ 85253, US	>	I>Sanctuary Camelback Mountain, , 5700 E McDonald Dr, Paradise Valley, AZ 85253, US		
Payment Account: WA835697	>	Payment Account: WA835697		
Estimated Quote: \$173.35	>	Estimated Quote: \$ 125.35		

Changing your reservation details may result in additional charges. You will be asked to verify that you accept these new terms.

Cancel

Yes

Carey Cancellations

- To make a cancellation, navigate to the Manage Reservations page using the left Menu bar, and locate the reservation.
- Click the Gear Icon on the right side of the booking, and select Cancel Reservation.
- A pop-up will ask you to confirm the cancellation. Click Yes and the pop-up will close and refresh the page.
- The reservation Status will then be updated to Cancelled, and a cancellation confirmation will be sent to the Inbox.

Preferred Partner Car Rental & Transfer Providers

Company	Agent Portal	Discount Code / Account Reference
Hertz	Hertz Travel Agent Portal	2221713
Thrifty	Thrifty Travel Agent Portal	3072346
Dollar	Dollar Travel Agent Portal	3072345
Enterprise	Enterprise Travel Agent Portal	XZBZ144
National	National Travel Agent Portal	XZBZ144
Alamo	Alamo Travel Agent Portal	WVT
Daytrip	Daytrip Travel Agent Portal	Travel Edge
Blacklane	Blacklane Travel Agent Portal	Your Branch IATA
Sunny's Worldwide Transport	Sunny's Travel Agent Portal	61227
Carey	Carey Travel Agent Portal	835915

International Driving Permit Information Reminder

To drive a car or a motorbike in Europe, non-EU drivers are required by law to carry an **International Driving Permit**. The International Driving Permit (IDP) is a document issued by your country of origin and must be used in conjunction with your legal driver's license, it cannot substitute it. Rental car companies are now very strict on this term and will not allow you to collect your rental car if you cannot provide **both your driving license and IDP** at the time of collection (a photo of the document is not sufficient).

Please allow a few weeks to receive the permit from your Automobile Association since the document may be sent to you via post after you have completed your application.

USA: <u>AAA International Driving Permit page</u> Canada: <u>International Driving Permit</u>

Questions?

Thank You!

