



# AGENDA REPORT

Police Department

<b>DATE:</b>	May 5, 2026
<b>TO:</b>	Mayor Martinez and Members of the City Council
<b>FROM:</b>	Chief Timothy Simmons
<b>Subject:</b>	Contract with Enterprise Holdings Incorporated for Rental Car Services
<b>FINANCIAL IMPACT:</b>	The proposed three-year not-to-exceed cost of \$540,000, with the option for two one-year extensions totaling an additional \$360,000, is partially funded within the approved fiscal year 2025–2026 Police Department budget and will be budgeted accordingly in subsequent fiscal years for the duration of the contract term and optional extensions (Account Strings: 01194021-400304, 01191021-400243).
<b>PREVIOUS COUNCIL ACTION:</b>	None.
<b>STATEMENT OF THE ISSUE:</b>	<p>The Richmond Police Department (RPD) has utilized services through Enterprise Holdings Incorporated (Enterprise) since 2016 to support undercover investigations and specialized enforcement operations. The use of rental vehicles remains critical in protecting officer identities, preserving investigative integrity, and ensuring operational flexibility. City staff would also like to use Enterprise’s corporate rate to save on rental vehicle costs when used for trainings and conferences. City staff are requesting authorization of a new Enterprise three-year contract to maintain continuity of services, ensure officer safety, and preserve cost-effective access to reliable unmarked vehicles.</p>

<b>RECOMMENDED ACTION:</b>	AUTHORIZE and APPROVE a three-year contract with Enterprise Holdings Incorporated for the Richmond Police Department to rent unmarked police vehicles for an amount not to exceed \$540,000 for the period of May 6, 2026, through May 5, 2029, with two one-year, mutually agreed upon annual extensions for an additional total of \$360,000 — Police Department (Chief Timothy Simmons 510-621-1802).
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**DISCUSSION:**

The Richmond Police Department (RPD) consistently requires a diverse and readily available fleet of vehicles to support undercover investigations, surveillance operations, task force assignments, and other sensitive law enforcement activities. These operations often require immediate deployment, frequent vehicle exchanges, and a range of vehicle types to blend seamlessly into various environments. Undercover investigations carry inherent risks. Maintaining anonymity regarding vehicle ownership is essential to protect officers and prevent compromise of investigations. Utilizing rental vehicles through Enterprise ensures:

- No direct association between vehicles and the City of Richmond
- Rapid replacement or exchange of vehicles as operational needs evolve
- Access to multiple makes, models, and vehicle classes
- Reduced risk of vehicle recognition in repeat operations

Enterprise’s national footprint and extensive fleet inventory allow RPD staff to obtain vehicles on short notice, including evenings and weekends when operational demands may arise unexpectedly.

Through the competitive bid rental vehicle program, Enterprise provides:

- Unlimited mileage
- Vehicle exchange flexibility
- No-cost routine maintenance and service
- \$300,000 no-fault insurance coverage
- Competitive State-negotiated daily and monthly rates

The proposed contract utilizes a piggyback procurement method, which allows the City to rely on a contract that has already been competitively solicited and awarded by another public agency. Section 15 of the Orange County Agreement expressly authorizes other governmental entities to use the contract’s pricing, terms, and conditions, thereby permitting the City of Richmond to procure the needed goods and services under the same provisions. Richmond Municipal Code Chapter 2.52 allows the City to participate in cooperative purchasing when the originating contract was competitively bid and when doing so is in the City’s best interest. Because the Orange

County Agreement was awarded through a competitive process that meets standards substantially similar to Richmond's, and because leveraging this contract provides favorable pricing, reduces administrative burden, and expedites procurement, piggybacking is justified and consistent with the City of Richmond's Municipal Code's requirements for efficient, cost-effective, and responsible purchasing.

Since 2016, Enterprise has demonstrated consistent reliability, responsiveness, and professionalism in supporting RPD operations. The company has provided:

- Timely vehicle availability
- Flexible billing and administrative support
- Prompt resolution of maintenance issues
- Consistent adherence to State contract pricing

There have been no service disruptions that negatively impacted police operations. Maintaining continuity with a proven vendor avoids operational risk associated with transitioning to a new provider.

The Enterprise agreement significantly reduces liability exposure to the City through included insurance coverage and fleet maintenance services. Vehicles are routinely serviced and replaced in accordance with rental fleet standards, minimizing mechanical failure risks and ensuring officer safety.

Additionally, rental fleet utilization reduces long-term capital expenditures associated with purchasing, outfitting, storing, and decommissioning undercover vehicles. The continued partnership with Enterprise Holdings Incorporated remains operationally essential, fiscally responsible, and strategically advantageous for the Richmond Police Department. The agreement ensures officer safety, protects investigative integrity, and provides cost-effective access to reliable unmarked vehicles under competitive terms.

Additionally, partnering with Enterprise Rent-A-Car for employee travel introduces a layer of flexibility and convenience that is difficult to replicate with other options – staff have used Hertz rentals while traveling and have had difficulty obtaining receipts, confirmations and customer support, leading to long delays during credit card reconciliations. With Enterprise, employees traveling to conferences, training courses, or off-site meetings can select vehicles tailored to their specific trip requirements, whether that means compact cars for single employees or larger vehicles for group travel (i.e., conferences tailored to specific units like Special Weapons and Tactics (SWAT), or Firearms and Training (FAT)). This adaptability helps City departments manage travel logistics seamlessly, especially when multiple events or overlapping schedules make fleet coordination complicated.

Furthermore, Enterprise's streamlined reservation process reduces administrative burden for department staff. With access to a user-friendly online booking system and dedicated support, employees can make travel arrangements efficiently, freeing up time

for more mission-focused tasks. This ease of access is particularly beneficial when planning travel at short notice or modifying reservations as needs shift. In addition, leveraging a rental solution facilitates better tracking and reporting of travel expenses. Department staff can monitor vehicle usage and associated costs, allowing for improved budgeting and transparency in travel spending that matches a set price structure that does not inflate costs based on late booking, distance, or correlation to events. This level of oversight supports accountability and ensures that resources are allocated in alignment with City priorities.

**DOCUMENTS ATTACHED:**

- Attachment 1 – Executed Contract MA-060-25010600 - Enterprise Rent A Car Orange County
- Attachment 2 – Piggyback Authorization
- Attachment 3 – Car Rental Services RFP