

# BMW Group Corporate Fleet Employee Program Incentives & Funding Alternatives



## EFFECTIVE AS OF 02/01/2014

The purpose of this guide is to provide a summary explanation of the pricing that participating BMW Centers and MINI Dealers have agreed to make available to **BROWN DISTRIBUTING COMPANY** Employees in the US through the national Corporate Fleet Program.<sup>1</sup>

**BASE:  
BEST NEGOTIATED PRICE OFF MSRP.**

**ADDITIONAL RETAIL SUPPORT PROGRAMS:**  
ADDITIONAL RETAIL SALES SUPPORT PROGRAMS (E.G. BUILD OUT CASH, OPTION CREDITS, ECO CREDITS,) OFFERED AT THE TIME OF PURCHASE CAN BE APPLIED.

**IN ADDITION, BMW OF NORTH AMERICA, LLC IS PREPARED TO OFFER THE FOLLOWING INCENTIVES PER INDICATED MODEL:**

		CASH PURCHASE	BMWFS LOAN	BMWFS LEASE	
Base		Best negotiated Deal off MSRP			
Incentives		+ Cash & Build Out Programs	+ All Sales Support available at time of finance can be applied	+ All Sales Support available at time of finance can be applied	
				+ (Lease Cash)	+ (Rate Reduction)
2 Series Coupe & Convertible	MY14/MY15	\$500	\$500	\$500	.00020 mf
320i & 320i xDrive Sedan models	MY14/MY15	\$750	\$750	\$750	.00020 mf
3 Series Sedan & Touring models incl. Diesel & ActiveHybrid	MY14/MY15	\$1,000	\$1,000	\$1,000	.00020 mf
3 Series GT models	MY14/MY15	\$1,000	\$1,000	\$1,000	.00020 mf
4 Series Coupe & Convertible models	MY14/MY15	\$500	\$500	\$500	.00020 mf
74sDrive models	MY14/MY15	\$1,500	\$1,500	\$1,500	.00020 mf
5 Series Sedan models incl. Diesel & ActiveHybrid	MY14/MY15	\$1,500	\$1,500	\$1,500	.00020 mf
5 Series GT models	MY14/MY15	\$1,500	\$1,500	\$1,500	.00020 mf
6 Series models (Coupe, Convertible & Gran Coupe)	MY14/MY15	\$3,000	\$3,000	\$3,000	.00020 mf
7 Series models incl. ActiveHybrid 7	MY14/MY15	\$3,000	\$3,000	\$3,000	.00020 mf
X1 sDrive / X1 xDrive models	MY14/MY15	\$750	\$750	\$750	.00020 mf
X3 sDrive / X3 xDrive models	MY14/MY15	\$1,000	\$1,000	\$1,000	.00020 mf
X5 sDrive / X5 xDrive models	MY14/MY15	\$500	\$500	\$500	.00020 mf
X6 xDrive models	MY14	\$2,000	\$2,000	\$2,000	.00020 mf
X6 xDrive models	MY15	\$500	\$500	\$500	.00020 mf
M3 and M4 models	MY15	\$500	\$500	\$500	.00020 mf
M5 and M6 models	MY14/MY15	\$1,500	\$1,500	\$1,500	.00020 mf
X6M models	MY14	\$1,500	\$1,500	\$1,500	.00020 mf
X5M and X6M models	MY15	\$500	\$500	\$500	.00020 mf
BMW i3 models	MY14/MY15	MSRP	MSRP	MSRP	N/A
<b>MINI models excluding MINI Hardtop (F56, MY14/MY15)</b>	<b>MY14/MY15</b>	<b>\$800</b>	<b>\$400</b>	<b>\$200</b>	<b>.00010 mf</b>
<b>MINI Paceman All4 &amp; MINI Countryman All4</b>	<b>MY14/MY15</b>	<b>\$1,000</b>	<b>\$600</b>	<b>\$400</b>	<b>.00010 mf</b>

<sup>1</sup> The pricing terms described herein shall not be deemed to apply in jurisdictions where such terms and requirements are not permitted. Participating BMW Centers & MINI Dealers will be in a position to address any questions you may have concerning what Fleet Pricing terms are available in their state.

### INELIGIBLE VEHICLES:

Any additional BMW & MINI models not indicated in this summary, which will be launched during the calendar year 2014, up until further notice from BMW Group Fleet.

BMW and MINI Company Vehicles, Sales Demos, Specialty Demos, Extended Test Drive, Shuttle or Limo, and Retired Service Loaner Vehicles are not eligible.

The Fleet incentive cannot be used in conjunction with the BMW Ultimate Drive Event, College Program, Group Partner & Family Program, BMW CCA program, European Delivery, Diplomatic, USAA and / or Military Sales program, which all are not eligible.

Pre-Owned BMW and MINI Vehicles are not eligible

Alpine vehicles are not eligible

MINI Hardtop models (F55 and F56 / MY14 & MY15) are not eligible.

# BMW Group Corporate Fleet Employee Program Customer Information Form (CIF)



Please fill out appropriate SECTION only.

SECTION 2: Employee SECTION 3: Delivering BMW Center / MINI Dealer

## SECTION 1: PARTNER INFORMATION

Company Account Number (IEPP / NEPP)\*: NEPP503

Company Name\*: BROWN DISTRIBUTING COMPANY

Contact Name\*: MR. MARK BROWN

Contact's Email Address\*: MARKURBAN@BROWNDISTCO.COM

Phone\*: (740) 345-9621

Mailing Address\*: 51 SWANS RD NE

Mailing City\*: NEWARK

State\*: OH

Zip\*: 43055

**FOR MORE DETAILED INFORMATION & QUESTIONS RELATED TO THE CORPORATE FLEET PROGRAM & PRICING, PLEASE CONTACT THE PARTICIPATING, AUTHORIZED BMW CENTER OR MINI DEALER.**

## Section 2: To be completed by the EMPLOYEE

Driver's Name\*: (First and Last Name) \_\_\_\_\_ Title: \_\_\_\_\_

Email Address\*: \_\_\_\_\_ Phone: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Mailing City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Please specify:  Cash Purchase (RETAIL TYPE G)  FS Finance / Loan (RETAIL TYPE G)  FS Lease (RETAIL TYPE G)

## Section 3: To be completed by the BMW Group Corporate Fleet Employee Program participating BMW Center or MINI Dealer

Center/Dealer Name\*: \_\_\_\_\_ Center/Dealer Number\*: \_\_\_\_\_ Center/Dealer Location\*: \_\_\_\_\_

Production Number / Serial Number\*: \_\_\_\_\_ IF BMW / MINI FS Lease, please specify: Credit Approval #\*: \_\_\_\_\_

BMW or MINI Model\*: \_\_\_\_\_ Date of Order\*: \_\_\_\_\_ Customer Delivery Date\*: \_\_\_\_\_

BMW Client Advisor or MINI Motoring Advisor Name (first and last name)\*: \_\_\_\_\_

Employee Email Address\*: \_\_\_\_\_ Emp. Number (DEMS)\*: \_\_\_\_\_

BMW or MINI Sales Mgr Name (first and last name)\*: \_\_\_\_\_

Employee Email Address\*: \_\_\_\_\_ Emp. Number (DEMS)\*: \_\_\_\_\_

**RDR RETAIL TYPE:**  G (Cash, FS Loan, FS Lease) **Trade In Info** (Model & Make)\*: \_\_\_\_\_

**SUPPLYING BMW CENTER / MINI DEALER HAS TO PROVIDE THE FOLLOWING DOCUMENTATION PER VEHICLE SOLD UNDER THE CORPORATE FLEET PROGRAM TO BMW GROUP FLEET FOR INTERNAL AUDITING PURPOSES**

please Email / Fax the following:

**RETAIL TYPE G  
- FS LEASE -**

Customer Information Form (CIF)

**RETAIL TYPE G  
- FS LOAN -**

Customer Information Form (CIF)

**RETAIL TYPE G  
- CASH -**

Customer Information Form (CIF)

**To BMW Group Fleet Department** – Contact Information:

Hotline: 855-217-9819

Fax Response: 201-307-9320

Email: [BMWGroupFleet@bmwna.com](mailto:BMWGroupFleet@bmwna.com)

**NOTE: IN CASE THE VEHICLE IS FUNDED BY FINANCIAL SERVICES, PLEASE PROVIDE BMW FINANCIAL SERVICES / MINI FINANCIAL SERVICES A COPY OF THE COMPLETED CUSTOMER INFORMATION FORM (CIF) AS PART OF THE FUNDING PACKAGE.**