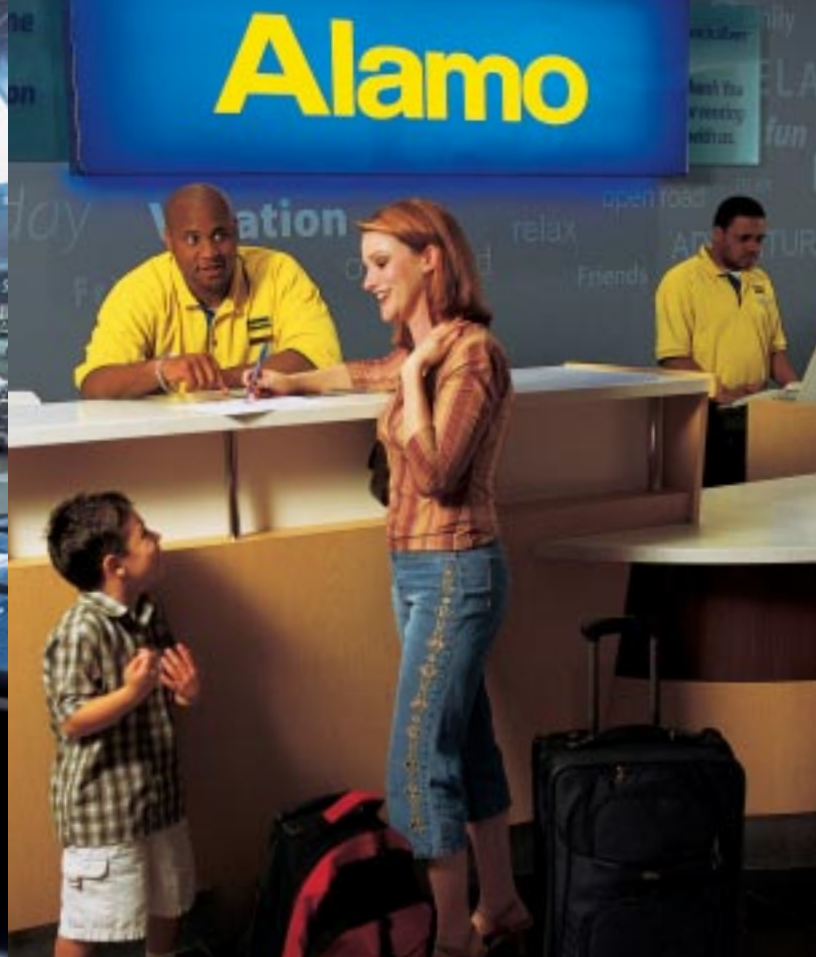




"We are extremely happy to have Perot Systems as a true technology teammate committed to the success of Vanguard Car Rental."

Tyler Best
Chief Information Officer
Vanguard Car Rental USA Inc.



Customer Success Story as Featured in the 2003 Perot Systems Annual Report



FROM LEFT: Tyler Best, Chief Information Officer; William Lobeck, President & Chief Executive Officer; Eugene Pizinger, Account Manager; Perot Systems Corporation

Vanguard Car Rental USA Inc. www.vanguardcar.com

Challenge

Vanguard Car Rental operates the National Car Rental and Alamo Rent A Car brands, including a fleet of 217,000 automobiles at 3,200 locations in 83 countries. When the company acquired these two leading brands in 2003, it faced the challenge of integrating them onto one IT platform. Vanguard selected Perot Systems to assist with the consolidation, citing our prior success with National Car Rental in developing, implementing, and maintaining its customized, enterprise-wide technology system for the vehicle rental industry.

Solution

Our comprehensive application supports all of Vanguard's critical business systems, including sales and marketing, reservations, rental operations, fleet management, financials, and vendor integration. Perot Systems provides essentially all of Vanguard's IT services, including application development and maintenance, data center, desktop and help desk, disaster recovery, and vendor management services.

Results

- Developed customized technology, which was a factor in Vanguard's decision to renew our contract when it gained control of the National and Alamo brands
- Helped Vanguard achieve operational efficiencies with Perot Systems' comprehensive systems integration and IT services
- Creating a competitive edge for Vanguard by consolidating the systems, which will help maintain independent brand identities for National and Alamo