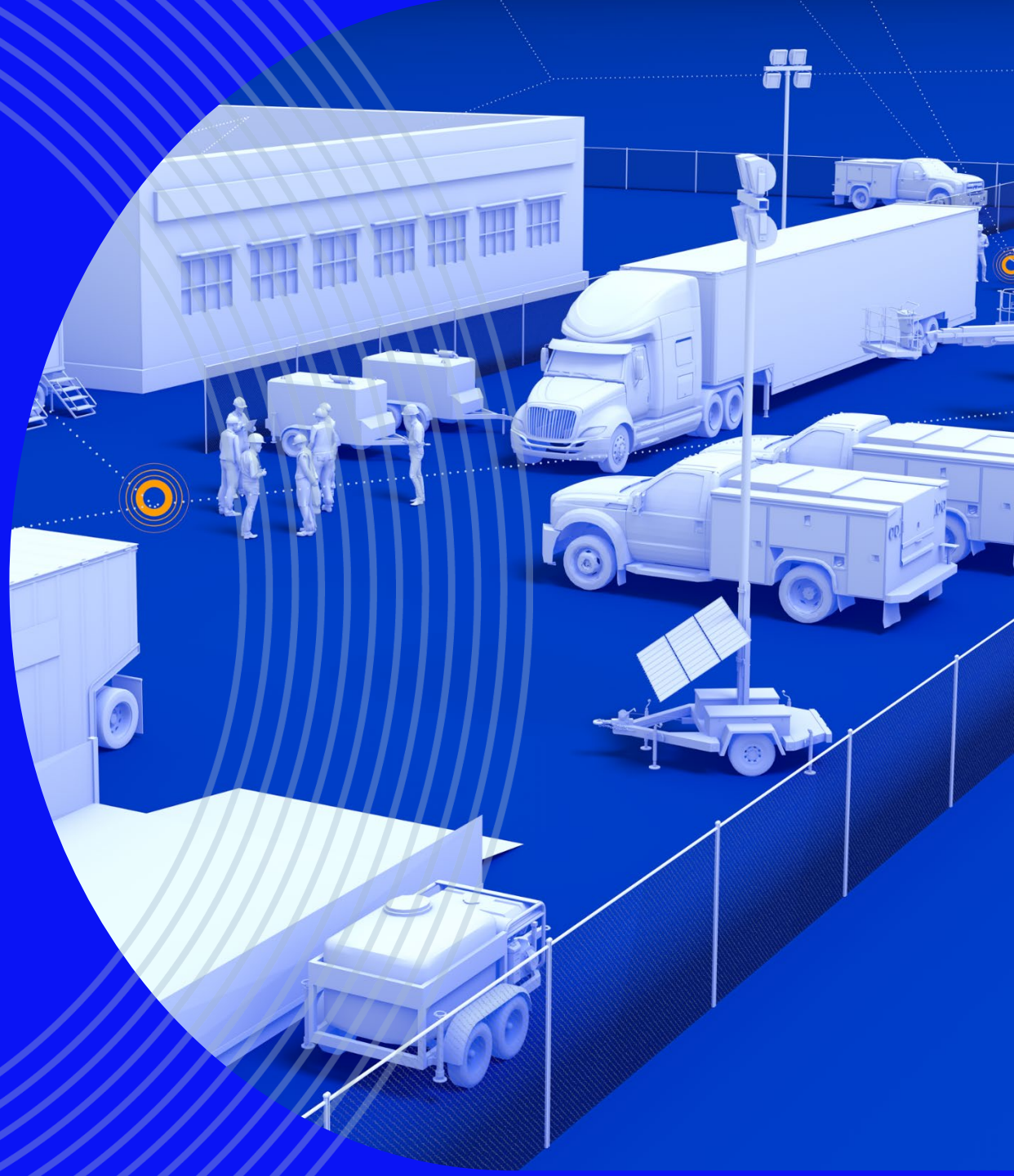


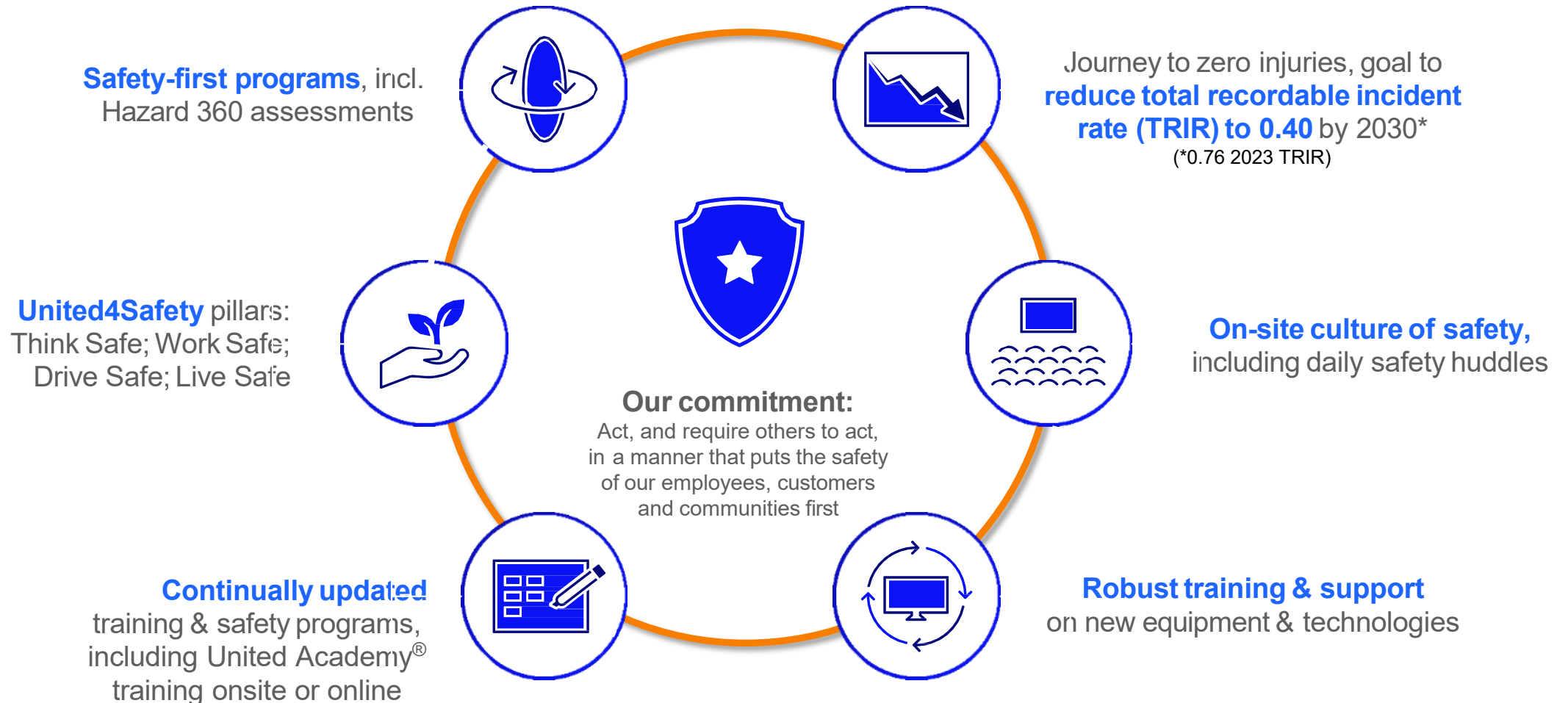
THE FUTURE OF EQUIPMENT RENTAL

JODY VAN HUISEN, Director, National Accounts



Safety First and Always

Our commitment to safety remains at the forefront



Our purpose, vision, and values

Purpose

Build a better future together

Vision

To be the best partner for worksite safety, productivity, and sustainability

Values



Safety First



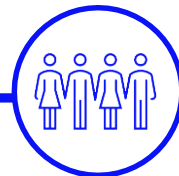
Visible Leadership



Customer-Driven



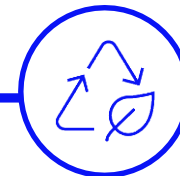
Absolute Integrity



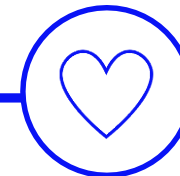
Community-Minded



Continuous Innovation



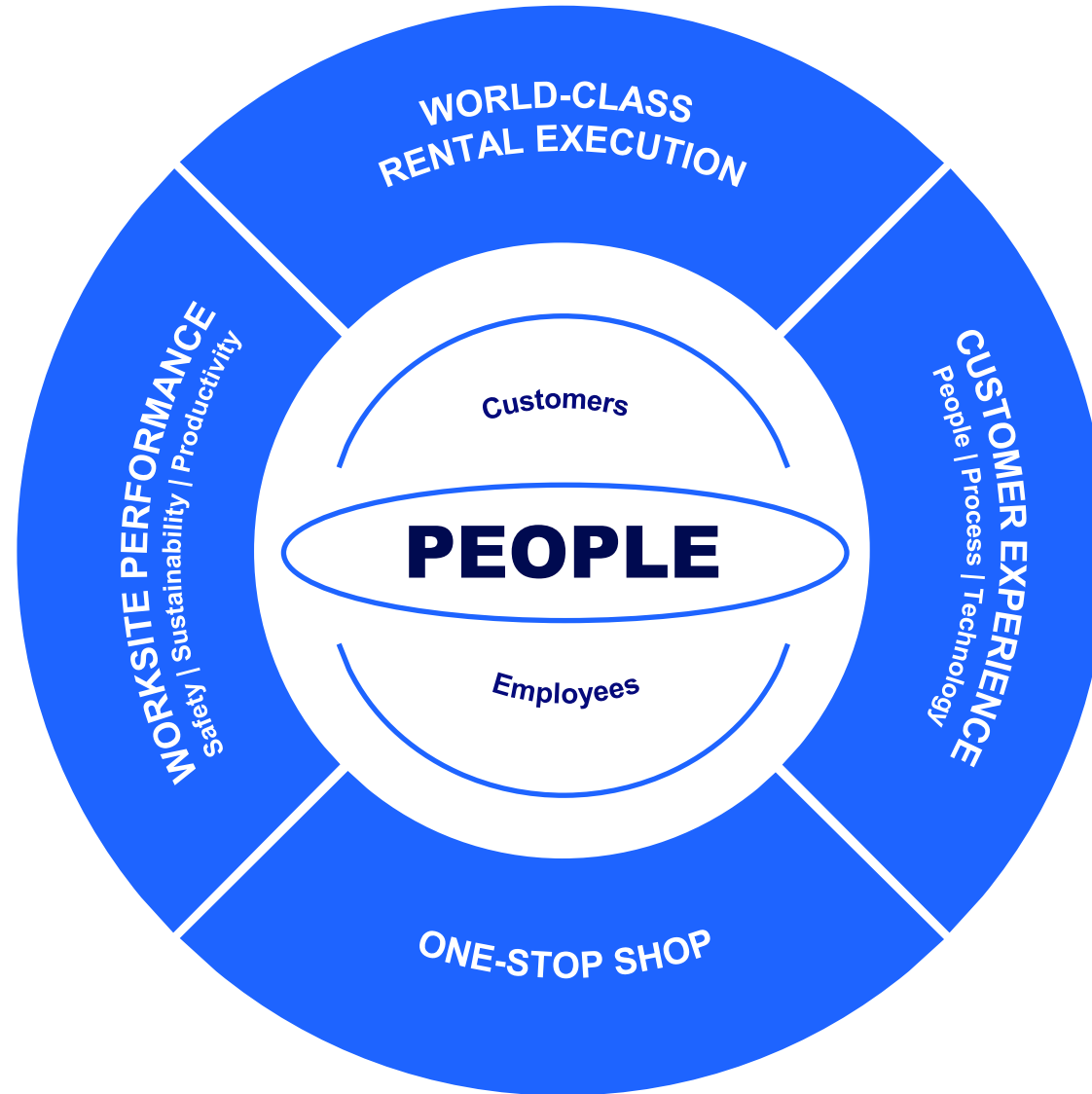
Sustainability



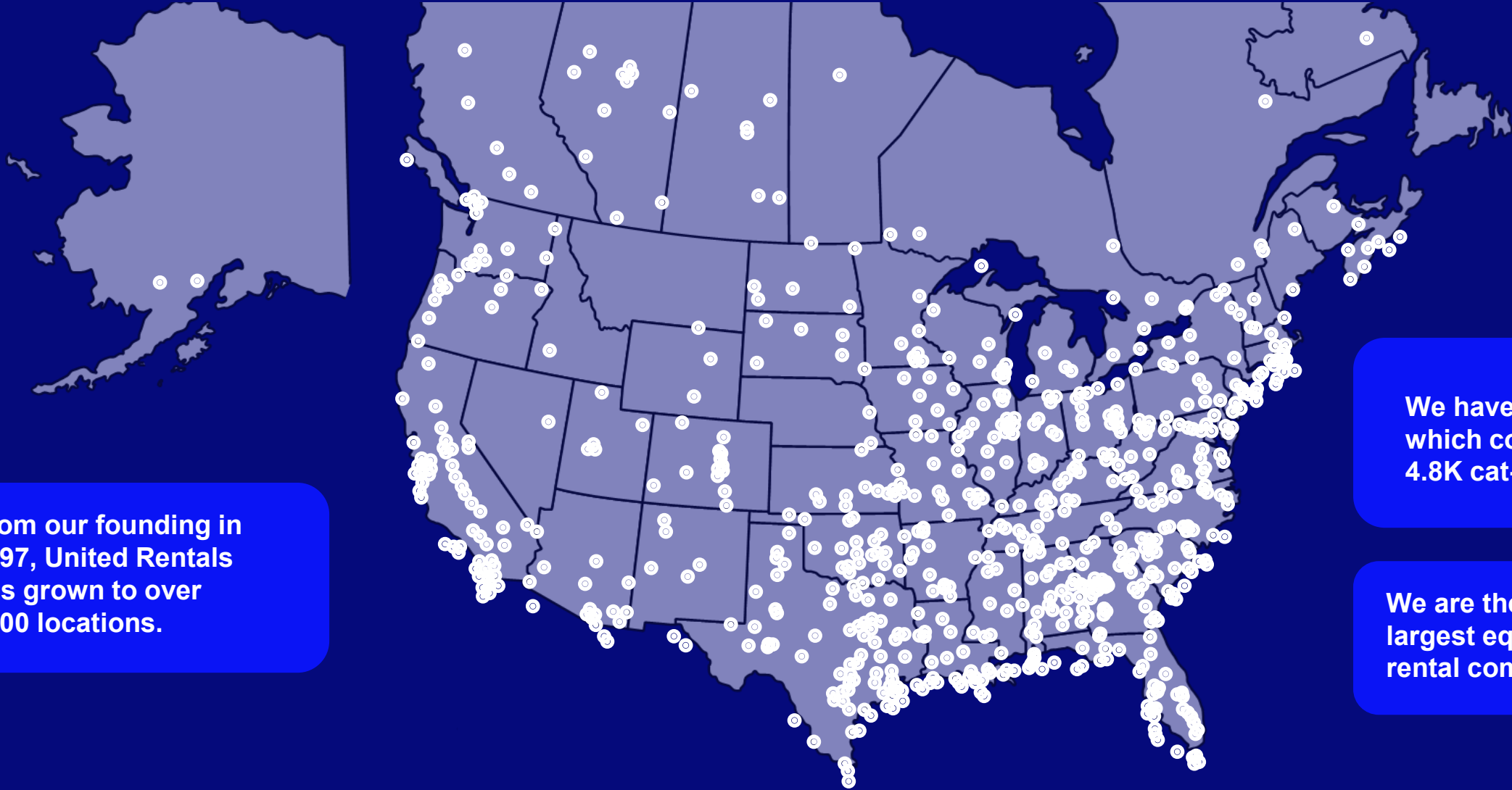
Passion for People

United in Our Commitment to Customers, Communities, and Each Other

Our Company Strategy



Geographic breadth to provide a one-stop shop for customers



From our founding in 1997, United Rentals has grown to over 1600 locations.

We have \$21B in fleet, which consists of 4.8K cat-classes

We are the world's largest equipment rental company

What United Rentals Can Do For You

BROADEST EQUIPMENT SELECTION

- From aerial boom lifts and scissor lifts to complete floor care, United Rentals has the broadest selection of quality equipment. Backed by a dedicated team of industry experts, we have the equipment and solutions to keep facilities running smoothly in the expected and unexpected emergencies.

DEDICATED TEAM

- Our dedicated team is ready to handle equipment requests from start to finish. Whether your team needs small aerial lifts to hang banners or change lightbulbs, or a turnkey solution for supplemental power, we have what you need, when you need it.

SAFETY TRAINING & CERTIFICATION

- United Academy is a comprehensive training solution designed to help reduce overall cost and complexity of safety training and credential tracking for employees. Through online or onsite courses, United Academy offers confined space, aerial training, material handling equipment and so much more.

DIGITAL SUITE OF TOOLS

- United Rentals has a comprehensive, integrated suite of digital tools to help customers work smarter, increase productivity and enforce safety on any worksite. Our cloud-based fleet management software, Total Control, and the United Rentals Mobile App help customers stay in the know and in control.

One stop shop for all your rental equipment needs



GEN RENT / AERIAL

- Forklifts
- Boom Lifts & Scissor Lifts
- Excavators
- Compressors
- Skidsteers
- Light Towers
- Water Trucks
- Backhoes
- Trucks



POWER & HVAC

- Chillers
- Power Generation
- Air Conditioners
- Heaters
- Dehumidifiers
- Fuel Tanks
- Power Distribution

FLUID SOLUTIONS

- Large Centrifugal Pumps
- Submersible Packages
- Wellpoint Pumps
- Filter Pots & Filters
- Vacuum/Excavation Units
- Custom-Fabricated Pumps
- Tanks and Accessories
- Liquid or Vapor Filtration

TOOL SOLUTIONS

- Customized Solutions
- Manned or unmanned mobile tool trailer
- Hoist & Rigging
- Specialty Welding
- Pneumatic, hydraulic, & electric tools
- Blinds
- Radios

TRENCH SAFETY

- Engineered Systems
- Trench Boxes
- Hydraulic Shoring
- Road Plates
- Pipe Testing Equipment
- Confined Space Equipment
- Barricades & Signs

STORAGE & OFFICE

- Conex boxes
- Mobile containers
- Shipping containers
- Portable office trailers
- Ground level containers
- Modular buildings
- Custom or standard sizing

ONSITE SERVICES

- Portable restrooms
- Restroom Trailers
- Shower Trailers
- Laundry Trailers
- Hand Washing Stations
- Tanks & Water Systems
- Emergency Response & Support

MATTING SOLUTIONS

- Timber Mats
- Timberlite Mats
- 3-Ply Laminated Mats
- Crane Mats
- Cross Flex 2-Ply Deck Mat
- Composite Mats
- Complete access matting solutions

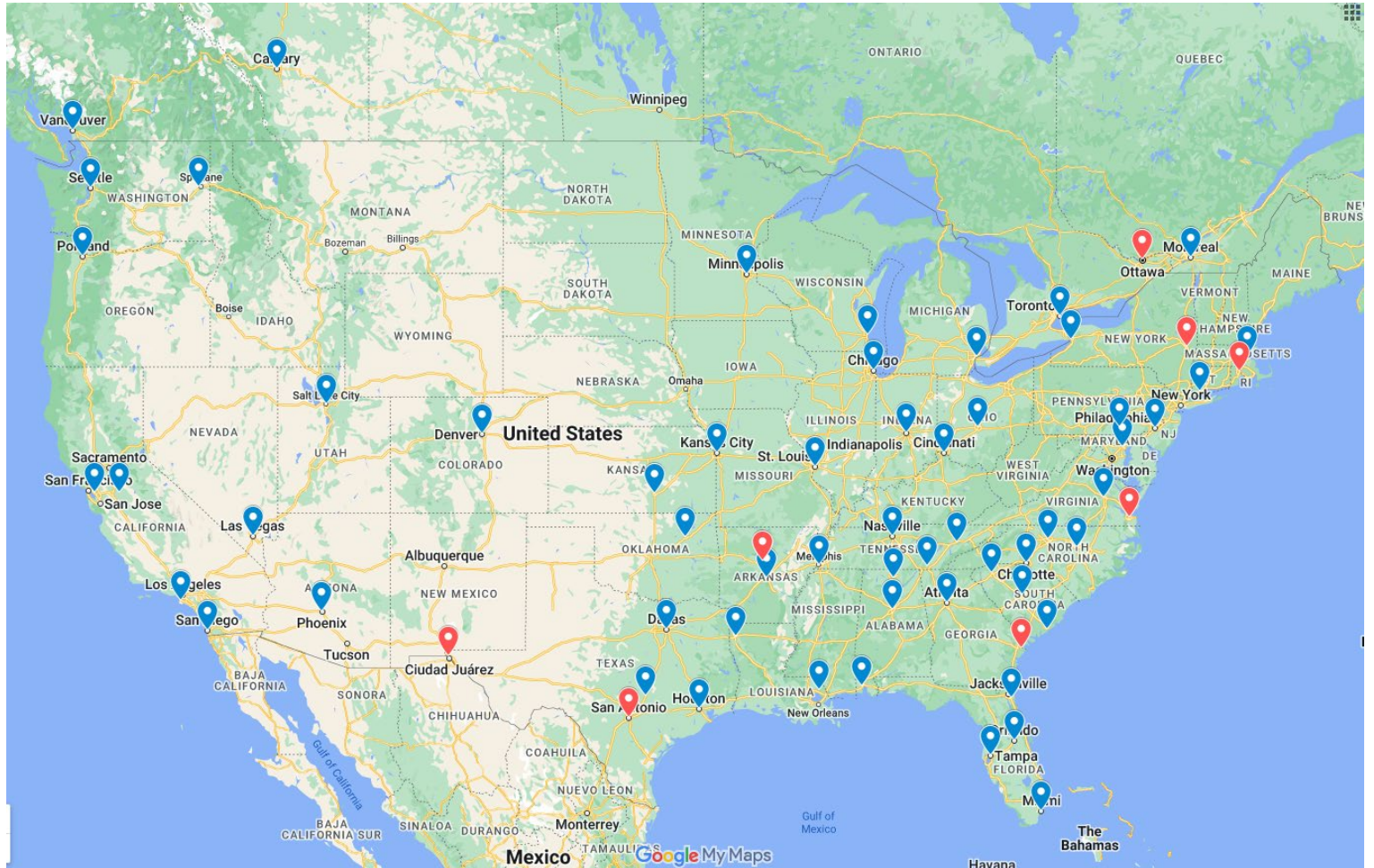
Worksite Performance Solutions



Note: Additional solutions added over time

United Rentals Flooring & Facility Solutions Locations

- 2025 new openings – in red
 - Norfolk, VA
 - Providence, RI
 - Albany, NY
 - El Paso, TX
 - Savannah, GA
 - Ottawa, ON
 - Springfield, AR
 - San Antonio, TX
- All additional open locations in blue



United Rentals Flooring & Facility Solutions

Showroom

- Dedicated showroom (800+ SQF)
- Surface Prep and Cleaning Showcase
- Accessory display : “Wall of Fame”



Parts Room

- Parts Room separate from Gen Rent Parts
- Lockable storage for Diamond Segments

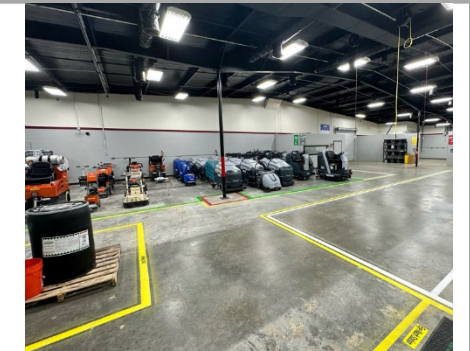
Delivery Vehicles

- Dedicated, specialized delivery equipment
- Enclosed trailers ground level for loading
- Enclosed Drop Deck Trailer
- F-250 crew cab Pickup Truck w/liftgate
- F-350 dually flatbed with tie downs



Shop / Storage

- Dedicated enclosed shop space, defined line from Gen Rent Shop (3,000+ SQF)
- Power Drops



United Rentals Truck Locations

Mid-Atlantic

- Pittsburgh, PA
- Bristol, PA
- Ridgefield Park, NJ
- Bladensburg, MD
- Cross Lanes, WV

Midwest

- Omaha, NE
- Boise, ID
- Madison, WI
- Denver, CO
- Minneapolis, MN
- Salt Lake City, UT

Mid Central

- Detroit, MI
- Chicago, IL
- Columbus, OH
- St. Louis, MO

North East

- Boston, MA
- Albany, NY
- Toronto, ON
- Montreal, QC

South East

- Atlanta, GA
- Daytona Beach, FL
- Tampa, FL

Gulf South

- Pearl, MS
- Gonzales, LA
- Nashville, TN

South West

- Los Angeles, CA
- Phoenix, AZ

Western Canada

- Edmonton, AB
- Vancouver, BC

North West

- Portland, OR
- Sacramento, CA

South

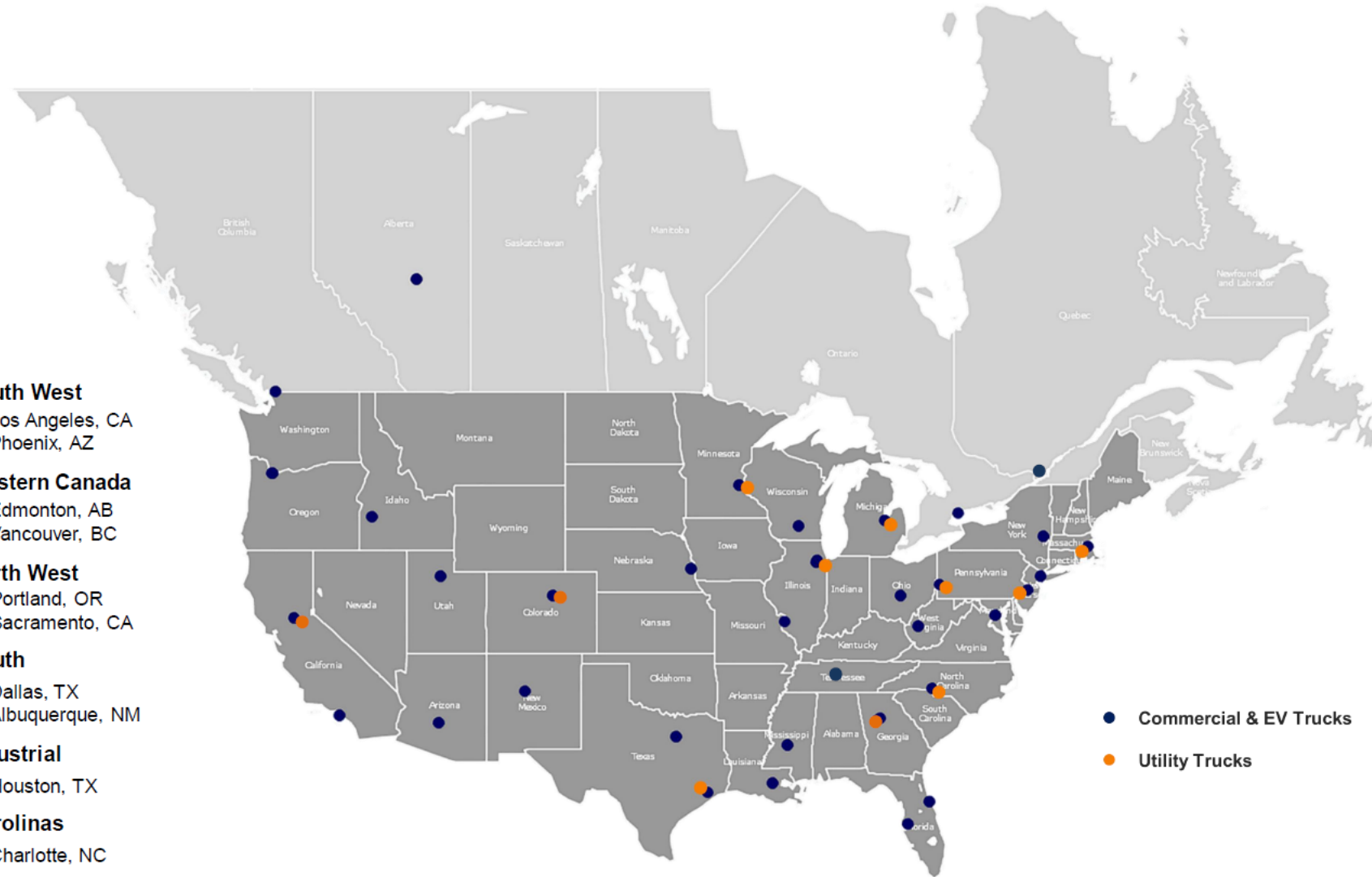
- Dallas, TX
- Albuquerque, NM

Industrial

- Houston, TX

Carolinas

- Charlotte, NC



United Rentals Commercial Truck Fleet Overview



1/4 Ton Pickup Trucks

- Front Cloth Bucket Seats
- Bluetooth
- Cruise Control
- Daytime Running Lamps
- Spray-In Bedliner
- Backup Camera
- Rear Parking Sensors



1/2 Ton Pickup Trucks

- 4-wheel drive
- Crew cab
- Tow package
- Gas engine
- 5.5' bed length
- Bluetooth/Apple Carplay
- Backup camera
- Telematics
- Spray-in bed liner



3/4 ton Pickup Trucks

- 4-wheel drive
- Crew cab
- Tow package
- Gas engine
- 6.75' bed length
- Bluetooth/Apple Carplay
- Backup camera
- Telematics
- Spray-in bed liner



Other Vehicles

- Passenger Vans
- Stake Beds
- Small pickup truck
- Electric Vehicles
- Heavy Duty
- Cargo Vans
- Contractor
- Service Body
- Flatbed 9'

United Rentals carries Ford, Ram, and Chevrolet

Different trim level options are available in light truck categories
Upfits can be added to fit your job needs
Interior is spec'd for industry use

Custom Upfitting: Build your desired work truck package



Create your own package

- Logos
- Toolbox
- Strobes
- Headache Rack
- Ladder rack
- Backup Alarm
- Tri-Ball Hitch



Trucks come equipped with:

- Fire Extinguisher
- Triangle Kit
- First Aid Kit

Utility Truck & Equipment

By providing utility, telecom, infrastructure and government customers with a premier utility equipment rental solution, solve for a greater percentage of their needs

Equipment Categories

- Pulling & Stringing
- Digger Derrick Trucks
- Non-Insulated Bucket Trucks
- Backyard Digger Derrick
- Insulated Bucket Trucks
- Reel & Pole Trailers

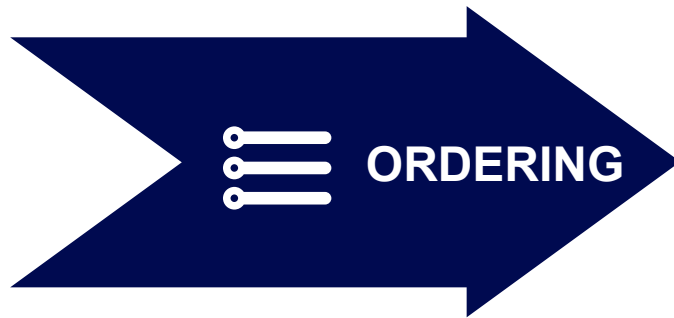
Solutions that reduce complexity:

1. Help reduce O&M, including all routine maintenance, annual inspections + IFTA
2. In-Service/familiarization
3. National footprint with customized fleet package

United rentals provides a turnkey project service



We know project challenges pop up along the rental process



- Lack of controls in ordering can lead to excess equipment on site
- Team on site needs to know when equipment will be arriving



- No visibility to equipment or whether its being used
- Difficulty tracking invoiced costs and managing PO values/balances



- No confirmation of stop time on rentals
- Can be tedious and time-consuming to find missing invoices

Total Control & the United Rentals Mobile App provide complete visibility and control over your account from any desktop or mobile device

ORDERING



- Easily ensure all information is accurate with real-time visibility to orders
- Set up equipment & order notifications

TRACK & MANAGE

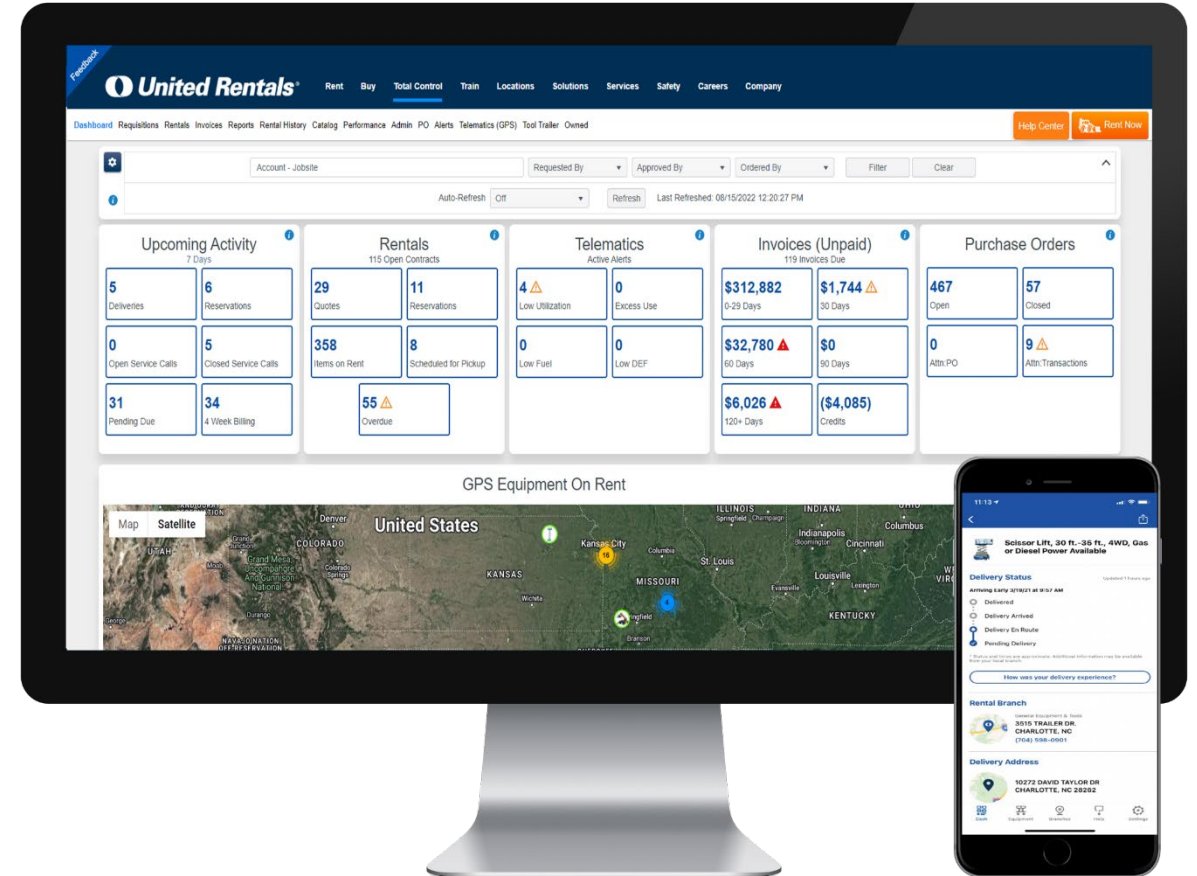


- Request pickup or service in a few clicks, plus more functionality to keep control over your equipment

RETURN & INVOICING

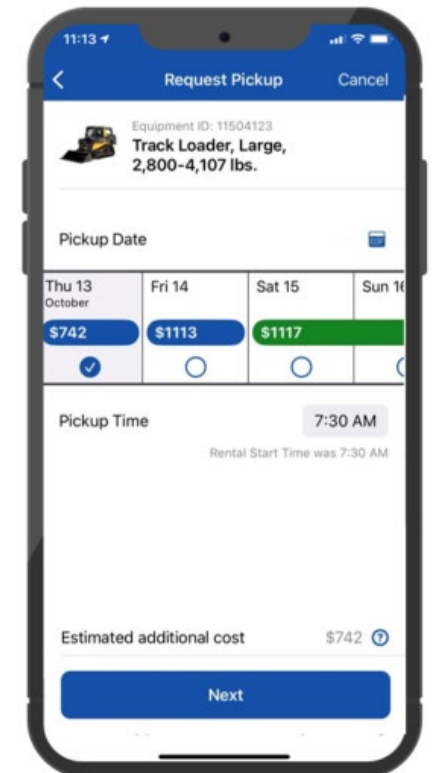
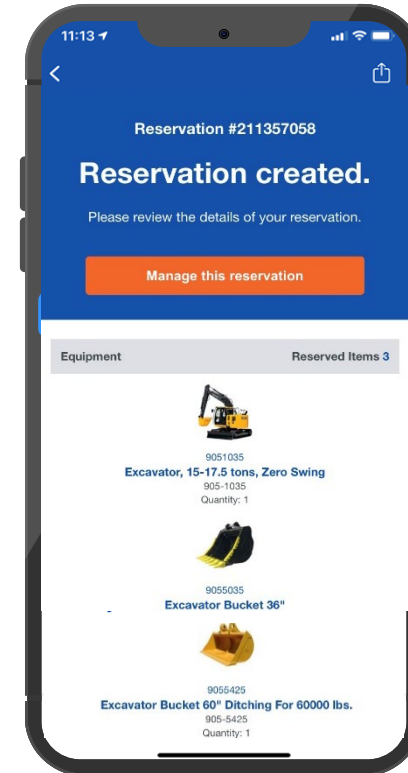


- Quick access to billing and the ability to pull reports for current & projected costs



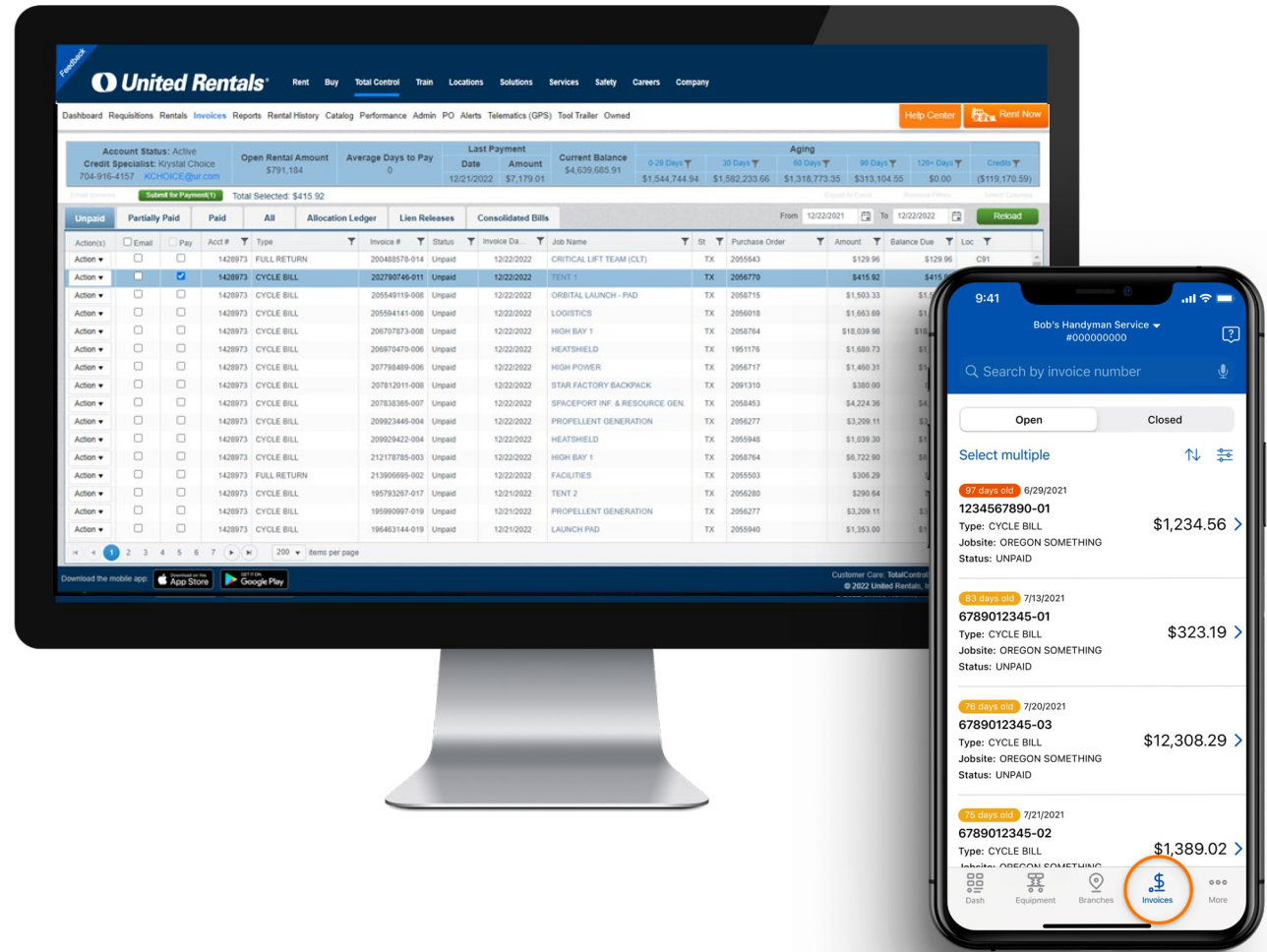
In the field: easily keep track of all orders and manage equipment from anywhere

- ➔ Track your deliveries
- ➔ Place a service request in seconds from the mobile app
- ➔ View the location & utilization of telematics-enabled units
- ➔ Take advantage of leniency windows to avoid paying more
- ➔ Update the purchase order and estimated return date on your transactions





Drive efficiency in the office with instant access to invoices and the ability to pay bills in minutes

- ➔ Find invoices easily and make payment in minutes
- ➔ Apply credit memos to open invoices
- ➔ Request lien releases online and track the status of all requests
- ➔ Set up regular email reports of outstanding invoices
- ➔ Export rental history data



Getting Started

- **Learn More** in tomorrow's general session with *Rob Halsey, VP – Marketing, United Rentals*
- **Simple discovery document** with your PA account executive
- **Contact us:** ProcureAnalytics@ur.com

		
Client Name:		
Corporate HQ Address:		
Contact:	Name, Title	
Phone, Email		
<i>Subsidiaries / Brands / Owned Entities</i>		<i>Line(s) of Business / Core Function (If applicable)</i>
1		
2		
3		
4		
5		
6		

Rank the below service components 1 - 5 with 1 being most important and 5 being least.

#	Service Component	Description	Contract? (Y/N)	Term Date
	Newer Equipment / Fleet	Newer equipment operates efficiently and has fewer failures thus minimizing negative impact on productivity		
	Rental Rates	Apples to apples comparison of day, week and month rate across providers.		
	Strategic Partnership	Relationships that deliver best overall value (financial, operational and technology integration)		
	Technology (telematics & GPS)	Precise equipment tracking (health and efficiency); and utilization metrics help optimize rental consumption, ultimately reducing overall costs.		
	White Glove Service	Industry leading best-practices with dedicated team to handle reservation process, delivery and pick-up, repairs and maintenance		

Other Key Qualifying Questions (Y/N)

1	Will the member consider moving the lion's share of rental spend to United Rentals if of value?	
2	Is the member interested in receiving a 5% discount by paying invoices within 30-days of receipt?	
3	Would it be of value for corporate and or local colleagues to access Total Control?	
4	Is the member open to a thorough comparative analysis versus cherry-picking a handful of CAT classes?	
5	Is the sponsor currently working with a United Rentals representative? If yes provide name and title.	
6	Is the entity owned or operated by a private equity firm? If yes, please provide name.	