

Championship Travel Ground Transportation

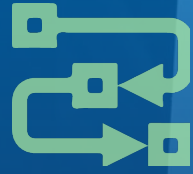
NCAA GROUND TRANSPORTATION DEPARTMENT

Driven NCAA Championships

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STM Driven Process

POLICY



- ✓ **Teams that FLY** to championships are required to use STM Driven for transportation at site of competition.
- ✓ **Teams that DRIVE** to championships site or need transportation from their campus to their departing airport (including returns) should arrange their own ground transportation in accordance with the [NCAA Ground Transportation Safety Standards](#).
 - ✓ **Due to the challenges in the bus industry**, it is recommended that teams anticipating post-season NCAA Championships play should contact their regular season provider (or other companies in the area) to secure buses in the event they may travel via bus to the championship.
- ✓ **Driver Hotel Rooms and Gratuity** All bus drivers' hotel rooms are to be arranged by teams.
- ✓ **If a Fly team does not use STM Driven's held bus equipment**, the team will be billed back for any cancellation fees imposed.

STM DRIVEN PROCESS



STEP 1

Vendors are vetted, All vendors used must meet NCAA Safety Verification and COI standards



STEP 2

Equipment is sourced and pre-contracted for full day service rates

- Pre-Determined Sites
- Non-Pre-Determined Sites



STEP 3

Once Selections are released, vendor and Operations Coordinator is assigned to work with the teams to collect Itinerary and finalize booking.



STEP 4

All schools are provided with a confirmation with recap of the itinerary, driver's name and cell phone number.

Bus Rates are not provided upfront, if requested we will provide a threshold rate 'not to exceed amount'. Exact cost cannot be determined until final invoice is received.

STM DRIVEN PROCESS



STEP 5

Vendor invoices are collected post travel. Each invoice is audited, reviewing dates, rates and confirming any upfront deposits were applied. Additionally, we are reviewing for any miscellaneous unauthorized charges.

- Driver Gratuities
- Driver Room verification
(teams provide driver rooms for duration)
- Covid Driver/Driver relief



STEP 6

Once audit process is complete, we create and generate an invoice to the school.



STEP 7

Outstanding invoices are monitored, if they remain unpaid, we work with NCAA to collect, typically after 90 days.



STEP 8

All vendor invoices are paid within 30 days



What to Expect Best Practices



Vendor Feedback & What To Expect



Equipment is still sitting
due to the driver
shortage.

*Amazon announced 450M in
new funds going to driver
recruitment.*



**Companies with
multiple garages have
had to add in the cost
to flying drivers
between garages**
into the cost of doing
charters in order to cover
business.



**More business than the
industry can handle**
**Competition for
motorcoach
availability is no longer
local**

*DMC/Event Management
companies are deadheading
equipment LONG distances
for large events.*



**Driver wage increases
are here to stay**
went up between 30-50%

*Historically driver wages
accounted for about 15% of
bus company's revenue.*

*Current driver wages account
for about 25% of a bus
company's revenue.*

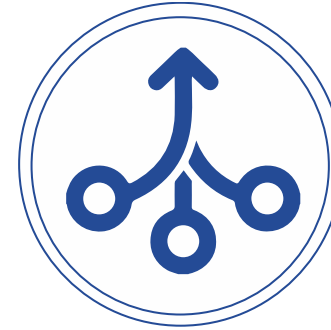
Vendor Feedback & What To Expect



Office Administration costs have also increased
since the return to travel.



Fuel fluctuations and the response to fuel surcharges have scared many bus companies
into attempting to plan for higher fuel rates rather than instate fuel surcharges.



Consolidation is coming
a lot of larger companies are looking to purchase smaller companies right now.

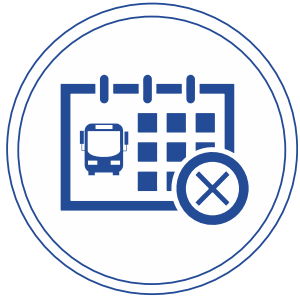
Many others will close their doors and liquidate



The major bus manufacturers are not building a lot of new buses

Used equipment is at a premium – all time high costs (2016 or newer vehicles are gone overnight)

Vendor Feedback & What To Expect



The DMC/Event Management companies are being dropped by local carriers 2-3 weeks in advance of events which is further inflating rates.

DMC/Event Management company offering \$3,000 + /day to cover dropped equipment.



Understand the importance of securing ground transportation early,

TOUR INDUSTRIES are booking further in advance. The Spring is already booking up with tour companies paying up to 50% deposits for their charter bus service.



Tour and Travel Industry is back

Guaranteed, set dates. Expect continuation of Deposits and enforced penalties for cancellations.

Best Practices

✓ **Hold buses**

Schools should be working with their local provider if they anticipate campus to campus post season travel.

- ✓ Bus companies are consistently in sold out situations – book well in advance! Academic and Tour travel is back!
- ✓ Airport transfer service is not recommended last minute. We contract buses for duration to ensure transportation is available when it is needed.

✓ **Expect Increased Cost**

Due to the increased Operational costs (driver wages, equipment maintenance, administration, fuel costs, etc.,) expect daily bus rates will continue to increase.

✓ **Must book vendors in compliance**

with [NCAA Ground Transportation Safety Standards](#)

✓ **Be Mindful of Online Brokers**

Online brokers requiring nonrefundable deposits upfront without actual bus availability.

