



U.S. General Services Administration



GSA Fleet Offerings 2023

Christina Kingsland, Deputy Director, GSA Fleet
Erin Sembach, Director of Offering Support, GSA Fleet

www.gsa.gov/FedFleet |
January 2023



GSA Fleet Value Proposition



GSA Fleet Offerings

- Vehicle Purchasing
- Vehicle Leasing
- Vehicle & Equipment Rentals

Vehicle Purchasing Overview

- Mandatory source for all non-tactical vehicles
 - Over 38,000 vehicles purchased in FY22, valued at \$1.6B
 - GSA Fleet Leasing is the biggest customer
- Leverage buying power of federal government and achieve significant discounts below dealer invoice
 - Estimated savings of \$124M
- Automated Online Ordering Tool
 - <https://autochoice.fas.gsa.gov/>

Vehicle Purchasing Details

- IDIQ contracts
 - Multi-year contracts based on product line (i.e., light-duty, ambulance, bus, etc.)
 - Open season
 - Continuous solicitation for emerging technology
 - Compliance with all regulations
- Dedicated engineering team
 - Determine Federal Vehicle Standards
<https://vehiclestd.fas.gsa.gov>
 - Design unique custom builds

Vehicle Purchasing Guide

- Who may purchase vehicles from us
- The types of vehicles available
- Details about how to order and access our systems
- Instructions on ordering special vehicles and
- What the Federal Vehicle Standards are and how they work

Available on GSA's website:

www.gsa.gov/vehiclepurchasing

Current Market Trends and Expected Impacts

- Vehicle Availability
- Vehicle Quantity Restrictions
- Expected Market Trends
- Delayed Deliveries
- Zero Emission Vehicle Planning

Electric Vehicle Supply Equipment (EVSE) BPA

- \$228M Estimated Contract Value; 60 Month Timeline
- 16 offerors awarded
 - 9 are small businesses and 7 are large
 - 30+ EVSE brands and 1,165 line items
- Onboarding opportunities exist
- Cyber Security Requirements Addressed
 - FEDRAMP or NIST 171 + Supply Chain Risk Mgmt
 - Staggered availability
- PBS contractors can buy from BPA

Leasing

- Over 227K leased vehicles worldwide serving 80+ federal organizations
- Non-mandatory leasing shared service
- Full Service Offering
- Approximately half the non-postal Federal Fleet
- Leverage commercial marketplace

Leasing Offering Features

Fleet Service
Representative



Fleet Services Card
Acquisition



Maintenance &
Accident Mgmt



Safety



GSAFleet.gov &
Telematics



Remarketing



Benefits to GSA Leasing

- Streamlined Fleet Overhead
- Industry Expertise
- Guaranteed vehicle replacements
- Predictable budgeting
- Full Service
- Low Cost Provider through Shared Service
- Flexibility in fleet configuration and size
- Automated Information Systems

How to Consolidate with GSA Leasing

Inventory Needs

Agency provides inventory listing along with equipment needs; GSA creates rate quote for cost comparison analysis.

Finalize and Sign

Vehicle listing finalized and both sign a Memorandum of Agreement.

Transfer

GSA & Agency local points of contact work together to transfer vehicles into the leased fleet.

Replace

Converted vehicles are replaced based on agreed upon consolidated timeline. After complete turn-over, vehicles enter GSA Fleet's normal replacement schedule.

Contact us to consolidate at gsafleet-consolidation@gsa.gov

Short-Term Rental (STR)

- Provides vehicle and equipment rentals
- Ideal for seasonal work, special events and emergency requirements
- Eliminates ownership and maintenance costs
- Always have the proper vehicles/equipment
- Streamlined procurement/ordering process
- Expanded STR offerings allows customers to rent a variety of different equipment pieces for entire projects
- Summer demand is high - submit requests early

What's new at GSA Fleet?

- Telematics
- [GSAFleet.gov](https://www.GSAFleet.gov)
- Fleet Electrification
- Training - New Driver Safety Course

Telematics

Science of **tele**communications and **informatics** via wireless transmission of generated vehicle data

- **Cost Effective:** no additional cost; optional enhanced subscription
- **Seamless:** GSA facilitated installation & no procurement activities required
- **Advantages:** Automated mileage reporting, EV energy consumption, and other maintenance data
- **Secure:** FedRAMP Cybersecurity Certification, No GPS

GSAFleet.gov

- Total System Modernization
- Increased Automation
- Expansion of Offerings
- Centralized Services

For more information email us at:

fleetsystemsmodernization@gsa.gov

Fleet Electrification

- Executive Order 14008 & EO 14057
- More zero-emission vehicle offerings
- New charging infrastructure BPA
- Partnering with GSA's Public Building Service
- New financing opportunities
- Fleet card acceptance at public charging
- Information is available at:
 - www.gsa.gov/afv & www.gsa.gov/evse

Driver Safety Course

- Course: Aware Driver 2.0, from Improv Learning Inc
- Free for most drivers of GSA Fleet-leased vehicles
- GSA's Multiple Award Schedule program is also an option to procure driver training



Visit <https://www.gsa.gov/driversafety> for registration information and additional assistance.

Training Opportunities

- Federal Fleet Manager Certification Program (FFMCP)

www.gsa.gov/ffmcp

- Desktop Workshops

<https://www.gsa.gov/gsa-fleet-training>

- Defensive Driving

<https://www.gsa.gov/driversafety>

Questions?

Contact: gsafleet@gsa.gov

