Desktop Workshop
FY22 Vehicle Offerings & ZEVs

Presented by: Amber Robles, Caitlin Dorame, Sam Abbott
December 2021
Agenda

• FY22 Key Dates
• Vehicle Offerings in FY22
• ZEV Deployment & Charging Infrastructure
• FY22 Best Practices
• Helpful Resources
• Questions
FY22 Acquisition Cycle Key Dates

- 11/29/21 – CAM (Customer Acquisition Module) Opens!
- 12/17/21 – FSR Recommendations due to Local Customer
- 01/21/22 – Local Customer selections due to Mid-level
- 02/18/22 – Mid-level approvals due to HQ
- 03/21/22 – HQ approvals complete – CAM selections done

No need to wait for deadlines - keep ‘em moving!

Does NOT apply to additional vehicle requests
FY22 Light Vehicle Offerings
Do the vehicles GSA offers meet all Buy America Laws?

- Due to the value of our contracts, Buy American Act is waived and the Trade Agreements Act applies, requiring eligible products from other countries to be considered.
- Contracts are awarded using full and open competition ensuring a variety of products and cost savings.

EO 14005, Ensuring the Future Is Made in All of America by All of America's Workers (Signed 1/25/21)

- Review & report on use of waiver process for all Made in America Laws.
- Called on FAR Council to consider proposing a rule which would amend the “component test” in FAR 25 & increase the numerical threshold for domestic content requirements.

GSA is responsible for meeting this E.O. and all BAA Laws so you can focus on selecting the right vehicles to meet your mission!
State of the Market & How it Affects GSA

Demand for vehicle is expected to exceed Supply:

- Supply Chain Disruptions (especially microchips) will continue into 2023
- Mass production ramp up for all classes of electric vehicles just beginning
- “Overselling” of vehicles by automakers & new/enhanced attention on ZEVs before production capacity can meet anticipated demand

Limited Availability | Longer Lead Times | Delivery Delays | Higher Pricing
FY22 Vehicle Offering Highlights

• New BEVs & PHEVs
• More Brand Diversity
• New Models
• Greater Low GHG coverage
• E85 Availability (in Pickups & SIN 105A Explorer)
• Lower than usual E85 Incrementals
• Some ZEV Quantity Restrictions
• Long Lead Times
• No GM Pickup Availability (along with Terrain, Equinox)
New FY22 Vehicles

Sedans
• 8P Toyota Prius Prime
• 12A Toyota Corolla Hatchback

Vans
• 24 Mercedes Sprinter

SUVs
• 100B, 105B Nissan Armada
• 112 Ford Bronco
• 100A, 105A Nissan Pathfinder
• 96H, 96P Hyundai Santa Fe
• 100A, 105A Kia Telluride
• 99H Hyundai Tucson
• 105B Jeep Grand Wagoneer
• 101, 106 Jeep Wagoneer
• 99H Jeep Wrangler
• 112H Jeep Wrangler Rubicon

Pickups
• 61C, 61E, 67C, 67E Nissan Frontier
• 60, 60C, 67E Toyota Tacoma
• 63, 64, 63H Ford Maverick
• 56R Ford F250 Tremor
• 55E Ford F150 Lightning
• 67R Ford Ranger Tremor
• 63, 64 Hyundai Santa Cruz
# ZEV Offerings

## Standard Vehicle Ordering Program

<table>
<thead>
<tr>
<th>SIN</th>
<th>Vehicle Type</th>
<th>Make</th>
<th>Model</th>
<th>Purchase Price</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>8E</td>
<td>Sedan</td>
<td>Chevy</td>
<td>BOLT</td>
<td>$28,910</td>
<td>$11,435</td>
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<tr>
<td>8E</td>
<td>Sedan</td>
<td>Nissan</td>
<td>LEAF</td>
<td>$22,293</td>
<td>$4,883</td>
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<td>8P</td>
<td>Sedan</td>
<td>Toyota</td>
<td>PRIUSPHV</td>
<td>$28,641</td>
<td>$11,169</td>
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<td>9E</td>
<td>Sedan</td>
<td>Tesla</td>
<td>MODEL 3</td>
<td>$48,223</td>
<td>$28,821</td>
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<tr>
<td>20P</td>
<td>Minivan</td>
<td>Chrysler</td>
<td>PACIFICA-P</td>
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<tr>
<td>34E</td>
<td>Cargo Van</td>
<td>Ford</td>
<td>TRANS350EV</td>
<td>$46,931</td>
<td>$20,674</td>
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<td>55E</td>
<td>Pick up Truck</td>
<td>Ford</td>
<td>F150BEV</td>
<td>$56,250</td>
<td>$26,936</td>
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<tr>
<td>55E</td>
<td>Pick up Truck</td>
<td>GMC</td>
<td>HUMMER EV</td>
<td>$116,173</td>
<td>$86,271</td>
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<tr>
<td>91E</td>
<td>4X2 SUV</td>
<td>Ford</td>
<td>MACH E</td>
<td>$43,315</td>
<td>$17,976</td>
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<td>AWD SUV</td>
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<td>$19,027</td>
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<td>96E</td>
<td>AWD SUV</td>
<td>Tesla</td>
<td>MODEL Y*</td>
<td>$59,093</td>
<td>$32,032</td>
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<td>96P</td>
<td>AWD SUV</td>
<td>Mitsubishi</td>
<td>OUTLANPHEV</td>
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<td>$7,616</td>
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<td>96P</td>
<td>SUV</td>
<td>Hyundai</td>
<td>SANTA FE P</td>
<td>$37,398</td>
<td>$10,550</td>
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<td>4X2E</td>
<td>4X2 SUV</td>
<td>Hyundai</td>
<td>KONABEV</td>
<td>$31,694</td>
<td>$10,014</td>
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<td>96E</td>
<td>4X2 SUV</td>
<td>Chevy</td>
<td>BOLT EUV</td>
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<td>4X2 SUV</td>
<td>Kia</td>
<td>NIOPHEV</td>
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<td>$7,340</td>
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<td>96P</td>
<td>4X2 SUV</td>
<td>Ford</td>
<td>ESCAPEPHEV</td>
<td>$30,035</td>
<td>$8,371</td>
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<table>
<thead>
<tr>
<th>SIN</th>
<th>Vehicle Type</th>
<th>Make</th>
<th>Model</th>
<th>Purchase Price</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>95E</td>
<td>Cargo Van</td>
<td>Ford</td>
<td>E-Transit</td>
<td>$57,248</td>
<td>$13,330</td>
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<td>162E</td>
<td>Cargo Van</td>
<td>Ford</td>
<td>E-Transit</td>
<td>$49,871</td>
<td>$20,878</td>
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<tr>
<td>531W</td>
<td>Stake / Flatbed</td>
<td>Kenworth</td>
<td>K270E</td>
<td>$279,926</td>
<td>$189,543</td>
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<tr>
<td>533W</td>
<td>Stake / Flatbed</td>
<td>Kenworth</td>
<td>K370E</td>
<td>$283,777</td>
<td>$190,488</td>
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<tr>
<td>571W</td>
<td>Dry Van</td>
<td>Kenworth</td>
<td>K270E</td>
<td>$411,014</td>
<td>$313,491</td>
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<tr>
<td>573W</td>
<td>Dry Van</td>
<td>Kenworth</td>
<td>K370E</td>
<td>$414,714</td>
<td>$317,154</td>
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<tr>
<td>624E</td>
<td>Tractor</td>
<td>Kenworth</td>
<td>T680E</td>
<td>$426,558</td>
<td>$328,437</td>
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<tr>
<td>212E</td>
<td>Ambulance</td>
<td>Ford/Rev</td>
<td>EL 264</td>
<td>$259,794</td>
<td>$143,043</td>
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<tr>
<td>322E</td>
<td>School/Work Bus 40 Pass.</td>
<td>Lion</td>
<td>100C - EV</td>
<td>$417,394</td>
<td>$301,797</td>
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<tr>
<td>332E</td>
<td>School/Work Bus 44 Pass</td>
<td>Lion</td>
<td>100D - EV</td>
<td>$417,825</td>
<td>$283,963</td>
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<tr>
<td>241/341</td>
<td>Shuttle (12 Pass)</td>
<td>Starcraft Allstar; Glaval Universe; Turtle Top Terra Trans; Glaval Entourage</td>
<td>$197,024-$247,776</td>
<td>$132,646-$183,548</td>
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<tr>
<td>242/342</td>
<td>Shuttle (16 Pass)</td>
<td>Starcraft Allstar; Glaval Universe; Turtle Top Terra Trans; Glaval Entourage</td>
<td>$199,203-$249,456</td>
<td>$134,804-$182,821</td>
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<tr>
<td>343E</td>
<td>Shuttle (20 pass)</td>
<td>Lion</td>
<td>150M - EV</td>
<td>$473,934</td>
<td>$392,773</td>
</tr>
</tbody>
</table>

- Indicates new offering in FY2022
- Closed but anticipated to reopen in April 2022
ZEV Offerings
MAS accessed through AutoChoice

<table>
<thead>
<tr>
<th>Vehicle Type</th>
<th>Offeror/Make</th>
<th>Range</th>
<th>Purchase Price</th>
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</thead>
<tbody>
<tr>
<td>Class 4 Box Truck</td>
<td>Global Enterprise/ Ford Chassis/ MOTIV</td>
<td>105 miles</td>
<td>$330,720</td>
</tr>
<tr>
<td>Class 6 Box Truck</td>
<td>Global Enterprise/ Ford Chassis/ MOTIV</td>
<td>105 miles</td>
<td>$399,620</td>
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<tr>
<td>Class 4 Stake Truck</td>
<td>Global Enterprise/ Ford Chassis/ MOTIV</td>
<td>105 miles</td>
<td>$310,050</td>
</tr>
<tr>
<td>Class 6 Stake Truck</td>
<td>Global Enterprise/ Ford Chassis/ MOTIV</td>
<td>105 miles</td>
<td>$378,950</td>
</tr>
<tr>
<td>Class 6 Delivery/ Step Van</td>
<td>Global Enterprise/ Ford Chassis/ MOTIV</td>
<td>105 miles</td>
<td>$413,400</td>
</tr>
<tr>
<td>Prisoner Transport Bus 32 Pass+</td>
<td>Global Enterprise/ MOTIV</td>
<td>105 miles</td>
<td>$363,637</td>
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<tr>
<td>35 Ft Transit (29 Pass)</td>
<td>Proterra ZX5 35 Ft Bus</td>
<td>Up to 240 Miles</td>
<td>$694,489-$660,574</td>
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<tr>
<td>40 Ft Transit (40 Pass)</td>
<td>Proterra ZX5 40 Ft Bus</td>
<td>Up to 329 Miles</td>
<td>$771,869-$739,000</td>
</tr>
</tbody>
</table>

Purchase through AutoChoice! Select "Place Orders" -> "Vehicle Selection" -> "Multiple Award Schedules" (MAS). View specific instructions for placing orders here!
### FY22 Low Greenhouse Gas Configurations

#### Sedans
- 7 - Versa*
- 8E - Leaf*, Bolt
- 8C - Elantra
- 8H - Elantra*, Corolla
- 8P - Prius PHEV*
- 9E - Model 3*
- 9H - Sonata*, Camry
- 12A - Corolla Hatchback

#### 4X2 SUVs
- 91 - Santa Fe*
- 91E - Mach-E*
- 98 - Escape*, Equinox, Tucson, Rogue, Cherokee, Nautilus
- 98A - Kona*, CX-30, Compass
- 98H - Niro*, Escape Hybrid
- 98P - Niro PHEV*, Escape PHEV
- 98E - Kona*, Bolt EUV
- 100H - Explorer Hybrid*

#### 4X4 SUVs
- 96H - Santa Fe*
- 96E - Mach-E*, Model Y
- 96P - Outlander,*, Santa Fe
- 99 - Escape*, Bronco Sport, Rogue, Tucson
- 99A - Kona*, CX-30, Compass
- 99H - Escape*, Tucson, Wrangler

#### Vans
- 20B - Transit Connect* (E85/ Gas)
- 20P - Pacifica*
- 30 - Transit Connect (E85 or Gas)
  - Base only*
  - Light Duty Pickups
    - 50H - Ford F150 HEV*
    - 55E - Ford F150 Lightning*, Hummer
    - 63H - Maverick*

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* = Low Bid

- **BEV**
- **PHEV**

Low GHG models in SINs 8C, 12A & 96 are Low GHG but **not** low bid
### Hybrid Sedans and Pickups

<table>
<thead>
<tr>
<th>SIN</th>
<th>Model</th>
<th>MPG</th>
<th>Increm. $</th>
</tr>
</thead>
<tbody>
<tr>
<td>8H</td>
<td>Elantra</td>
<td>54</td>
<td>$5,390</td>
</tr>
<tr>
<td>8H</td>
<td>Corolla</td>
<td>52</td>
<td>$7,158</td>
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<tr>
<td>9H</td>
<td>Sonata</td>
<td>52</td>
<td>$7,396</td>
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<tr>
<td>9H</td>
<td>Camry</td>
<td>52</td>
<td>$9,251</td>
</tr>
<tr>
<td>63H</td>
<td>Maverick</td>
<td>37*</td>
<td>$548</td>
</tr>
<tr>
<td>50H</td>
<td>F150</td>
<td>25</td>
<td>$10,124</td>
</tr>
<tr>
<td>55H</td>
<td>F150</td>
<td>24</td>
<td>$13,154</td>
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### Hybrid SUVs

<table>
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<th>SIN</th>
<th>Model</th>
<th>MPG</th>
<th>Increm. $</th>
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<tbody>
<tr>
<td>96H</td>
<td>Santa Fe</td>
<td>34</td>
<td>$6,547</td>
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<tr>
<td>98H</td>
<td>Niro</td>
<td>49*</td>
<td>$2,865</td>
</tr>
<tr>
<td>98H</td>
<td>Escape</td>
<td>41</td>
<td>$4,625</td>
</tr>
<tr>
<td>99H</td>
<td>Escape</td>
<td>40*</td>
<td>$4,527</td>
</tr>
<tr>
<td>99H</td>
<td>Tucson</td>
<td>38</td>
<td>$5,391</td>
</tr>
<tr>
<td>99H</td>
<td>Wrangler</td>
<td>TBD</td>
<td>$26,051</td>
</tr>
<tr>
<td>100H</td>
<td>Explorer</td>
<td>28*</td>
<td>$17,887</td>
</tr>
<tr>
<td>100L</td>
<td>Exp. PIU</td>
<td>24</td>
<td>$3,280</td>
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<tr>
<td>105H</td>
<td>Explorer</td>
<td>25</td>
<td>$18,479</td>
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<tr>
<td>112H</td>
<td>Wrangler Rubicon</td>
<td>TBD</td>
<td>$9,964</td>
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*Fuel economy is not confirmed by EPA

= Not Low GHG
FY22 Low-Bid Sedans/Wagons (non-ZEVs)

- Minicompact: 7 Nissan Versa
- Subcompact: 8C Nissan Sentra, Hyundai Elantra ($23 added to rate, $240/mo.)
- Compact: 9C Chevy Malibu
- Midsize: 10B Dodge Charger
- Station Wagon: 12A Nissan Kicks, Corolla Hatchback ($75 added to rate, $320/mo.)
# ZEVs: Sedans & Vans

## Sedans

<table>
<thead>
<tr>
<th>SIN</th>
<th>Model</th>
<th>Range</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>8P</td>
<td>Toyota Prius Prime</td>
<td>25 miles/640 miles</td>
<td>$11,166</td>
</tr>
<tr>
<td>8E</td>
<td>Nissan Leaf</td>
<td>149 miles or 226 miles</td>
<td>$4,883</td>
</tr>
<tr>
<td>9E</td>
<td>Tesla Model 3</td>
<td>263 miles or 353 miles</td>
<td>$28,821</td>
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## Vans

<table>
<thead>
<tr>
<th>SIN</th>
<th>Model</th>
<th>Range</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>20P</td>
<td>Chrysler Pacifica</td>
<td>32 miles/520 miles</td>
<td>$11,152</td>
</tr>
<tr>
<td>34E</td>
<td>Ford E-Transit 350</td>
<td>136 miles</td>
<td>$20,674</td>
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</tbody>
</table>

Indicates MY 2022 fuel economy is not available on EPA’s Fueleconomy.gov site.
FY22 Low Bid Passenger Minivans (non-ZEVs)

- **SIN 20** - 4X2 Van Wagon, Compact, 7 Passenger
  - **Chrysler Voyager**
    - Stow-N-Go will be standard
- **SIN 20B** - 4X2 Van Wagon, Compact, 6 Passenger
  - **Ford Transit Connect**
    - Moved from SIN 20 to 20B in FY21
      - a better fit for its size
      - E85 has $148 incremental Low GHG! Available E85

Indicate you want the **Low GHG** 20B in CAM using the vehicle selection drop down!
FY22 Low Bid SIN 30 Cargo Minivan (non-ZEVs)

- Ford Transit Connect
  - Don’t select E85 if you won’t use the fuel! ($148 incremental)

Avail. E85 Low GHG!
ZEVs: Ford E-Transit Vans

- SIN 95E Dry Cargo Van (Manuf. code W5Z)
- SIN 34E Transit Cargo VAN (Manuf. code W1Y)
- SIN 34E Transit Cargo VAN extended roof (Manuf. code W1Y)
- SIN 162E Panel Van  (Manuf. code W1Y)
FY22 Low-bid SUVs (non-ZEVs)

4X2
- 91 - Hyundai Santa Fe
- 98 - Ford Escape
- 98H - Kia Niro Hybrid
- 100A - Chevy Blazer
- 100B - Ford Expedition

4X4
- 96 - Hyundai Santa Fe
  - Subaru Outback ($5 added to rate, $319/mo.)
- 99 - Ford Escape
- 99H - Ford Escape Hybrid
- 105A - Chevy Blazer
- 105B - Chevy Tahoe
## ZEVs: SUVs and Pickups

### Plug-in Hybrids

<table>
<thead>
<tr>
<th>SIN</th>
<th>Type</th>
<th>Model</th>
<th>Range</th>
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</tr>
</thead>
<tbody>
<tr>
<td>96P</td>
<td>AWD SUV</td>
<td>Mitsubishi Outlander</td>
<td>24/320 miles</td>
<td>$7,616</td>
</tr>
<tr>
<td>96P</td>
<td>AWD SUV</td>
<td>Hyundai Santa Fe</td>
<td>31/440 miles</td>
<td>$10,550</td>
</tr>
<tr>
<td>98P</td>
<td>4X2 SUV</td>
<td>Kia Niro</td>
<td>26/560 miles</td>
<td>$7,340</td>
</tr>
<tr>
<td>98P</td>
<td>4X2 SUV</td>
<td>Ford Escape</td>
<td>37/520 miles</td>
<td>$8,371</td>
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### Battery Electrics

<table>
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<th>Type</th>
<th>Model</th>
<th>Range</th>
<th>Incremental</th>
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<tbody>
<tr>
<td>55E</td>
<td>4X4 Pick Up</td>
<td>F150 Lightning</td>
<td>230 or 300 miles</td>
<td>$26,936</td>
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<tr>
<td>55E</td>
<td>4X4 Pick Up</td>
<td>Hummer</td>
<td>350 miles</td>
<td>$86,271</td>
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<tr>
<td>91E</td>
<td>4X2 SUV</td>
<td>Mach-E</td>
<td>230 or 300 miles</td>
<td>$17,976</td>
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<tr>
<td>96E</td>
<td>AWD SUV</td>
<td>Mach-E</td>
<td>211 or 270 miles</td>
<td>$19,027</td>
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<tr>
<td>96E</td>
<td>AWD SUV</td>
<td>Model Y</td>
<td>326 miles</td>
<td>$32,032</td>
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<td>98E</td>
<td>4X2 SUV</td>
<td>Bolt EUV</td>
<td>247 miles</td>
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<td>98E</td>
<td>4X2 SUV</td>
<td>Kona BEV</td>
<td>258 miles</td>
<td>$10,014</td>
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</table>

*Indicates MY 2022 fuel economy is not available on EPA's Fueleconomy.gov site*
FY22 Law Enforcement Vehicle Highlights

Many new LE vehicle choices this year!

In addition to our Ford, Dodge, and Ram models we’ve gained:

- Chevy Tahoe PPV and Silverado SSV w/ marked/unmarked and K9 options
- Diverse mix of ZEV, foreign, and domestic unmarked investigative Sedans, SUVS, Pickups, Minivans: Nissan, Hyundai, Tesla models

  - ZEVs to include:
    - 8E Nissan Leaf, LU15 Unmarked Sedan
    - 9E Tesla Model 3, LU15 Unmarked Sedan
    - 96E Tesla Model Y & 96E Ford Mach-E, LU50 Unmarked SUV
    - 96P Mitsubishi Outlander, LU50 Unmarked SUV
    - 96P Hyundai Santa Fe, LU50 Unmarked SUV
    - 96E Mach-E requires “LE” option makes it possible to upfit as pursuit rated aftermarket. LU50 Unmarked SUV Option available
What’s new in buses?

• **COVID-related options:**
  • Barriers for the driver
  • HEPA-filtered air circulation
  • Air Purifiers
  • AREQs possible for specialized decontamination equipment

• **10 new electric bus SINs created… 3 awarded! More to come**
  • Ranging from school buses to shuttle buses to transit buses
  • Currently in the solicitation process
  • Awards to date include - 12-20 passenger light shuttles across 4 models and 2 Battery Electric Adult Work buses (40 and 44 pass.)

• **Addition of gas engines**
  • Alternative for many SINs which were previously diesel only
  • Beneficial for buses that idle a lot and require less performance
New ZEV Bus Offerings in AutoChoice

Lion Bus 100C (40 pass.)
SIN 322E & Price: $417,394

Lion Bus 100D (44 pass.)
SIN 332E & Price: $417,825

Lion Bus 150M (20 pass.)
SIN 343E & Price: 473,934

100 mile range - Two extended range packages increase total range by 125 miles and 155 miles

150 Mile Range

All three buses can charge with a level II (J1772) charger or a DC Fast Charge (CCS-COMBO) and are guaranteed to ship within 240 days of order
Medium and Heavy Trucks

• **New safety options:**
  - 360 degree view overhead camera system
  - Look-down mirrors
  - Passenger side doors with low lens windows

• **New optional upfit equipment:**
  - Hooklift and Cable Hoist upfits on cab-and-chassis trucks
  - Street flusher upfits in 2K, 4K gallon capacities on cab-and-chassis trucks
  - New aluminum dump bodies - great for corrosive environments and sticky payloads like asphalt
  - Expanded availability of stainless steel dump bodies
  - New snow plows: expressway plows, benching plows, reversible v-plows with scooping capability
  - New spreader sizes, accessories including pre-wet systems great for salting before storms, folding legs for parking spreaders off-season
ZEVs: Specialty Offerings

Kenworth Class-6 K270e and Class-7 K370e
Ranges of 100-200 all electric miles
SIN 531W, K270e Flatbed - $279,926
SIN 571W, K270e Dry Van - $286,568
SIN 533W, K370e Flatbed - $283,777
SIN 573W, K370e Dry Van - $290,268

Kenworth T680e
150 mile all electric range
SIN 624E, Class 8 Tractor - $426,588

Leader EL 264 Transit EV Ambulance (Ford Chassis)
120 mile all electric range
SIN 212E - $259,794
ZEVs: Specialty Offerings Continued

Class 6 Delivery Van (MOTIV Power Systems) (F59 Chassis)
Global
$413,400

Class 4/6 Stake Truck
$310K-$378,950

ZEUS 305 SHUTTLE BUS
16-20 Pass. Bus (E450)
$263,733

Zeus 305 SHUTTLE BUS
16-20 Pass. Bus (E450)
$263,733

Proterra Transit Bus
$660K-$771K

Class 4/6 Box Truck (MOTIV Power Systems) (F650 Chassis)
Global
$330K-$399,620

Prisoner Transport Bus
32+ Passenger Seating
Capitol Coachworks
$363,637
ZEV Deployment & Charging Infrastructure
Select Smallest & Most Efficient Vehicles (FMR 102-34.50)
Select Low Greenhouse Gas Vehicles (EISA Sec. 141)
Match Acquisitions to Fueling Locations (EPAct 701)
Select AFVs (EPAct 303) (Low GHG Gas counts as AFV when E85 isn’t avail.)
E.O. 14057 Catalyzing America’s Clean Energy Economy Through Federal Sustainability (Signed 12/8/21)

- 100 percent zero-emission light-duty vehicle acquisitions by 2027 and 100 percent zero-emission vehicle acquisitions by 2035
- Each agency with a fleet comprising at least 20 vehicles shall develop and annually update a zero-emission fleet strategy that shall include:
  - Optimizing fleet size and composition
  - Deploying zero-emission vehicle re-fueling infrastructure
  - Maximizing acquisition and deployment of zero-emission light-, medium-, and heavy-duty vehicles where the General Services Administration (GSA) offers one or more zero-emission vehicle options for that vehicle class.
- Accompanying memo requires strategic ZEV plan development to set intermediary targets, Agency-owned vehicle consolidations to leasing program, and deployment of telematics to collect operational data to inform fleet decisions.
Focus on Infrastructure

Plan → Acquire → Install → Manage
GSA Infrastructure Product Options

**GSA EVSE BPA**
- Fair Opportunity already given
- Purchase directly from vendor when selecting lowest priced model within CLIN
- 5 Brands available
- Level 1, 2, and DC Fast
- gsa.gov/EVSE

**GSA Advantage/MAS**
- Many brands at different price points
- Solar, Ultrafast, portable, L1, L2, and DC Fast chargers available
- Basic installation and Turnkey offerings available
Complete GSA EVSE Solution

FAS
EVSE 60-mo. Supply BPA inclusive of:

- Hardware offerings: Level 1, 2 & DC Fast Charging
  - Purchase and lease options
  - Software
  - Data packages
  - Network services
- Ancillary services
  - Energy metering & load management
  - Operation / maintenance plans
  - Site assessment / make-ready charging solutions (no installation)
- Compliant with Federal IT Security requirements (NIST 171 / FedRAMP)
- Product Onboarding / Offboarding opportunities

PBS
Electric Vehicle Design Build IDIQ

- Primary acquisition tool for design and installation of EVSE products
- Provide construction and design / build services supporting EVSE installations government-wide. Capabilities include but not limited to:
  - Interior and exterior building construction
  - Electrical and mechanical
  - Masonry, landscaping, renovations
  - Construction or demolition services
  - Repair and alterations
  - Feasibility study / site assessment
  - Electrical infrastructure upgrades (e.g. conduit, switchgear)
  - Testing / commissioning / utility coordination
  - Other miscellaneous work

Assisted Acquisition & Self-service options

Planned action for PBS contractors to use FAS BPA

Shared gsa.gov landing Page, Fact Sheets & Support

Award anticipated early 2022 (existing EVSE BPA & MAS handling needs)

Award anticipated July 2022 (taking on projects ad hoc today)
Electric Vehicle Recharging Time

**Level 1 Charging**
- $0 - $1,500
- 2-5 miles/hour
- ~74.6 Hours to Charge
- BEV
- PHEV

**Level 2 Charging**
- $600 - $10,000
- 10-20 miles/hour
- ~ 8.6 Hours to Charge
- BEV
- PHEV

**DC Fast Charging**
- $12,000 - $50,000
- 120-200 miles/hour
- ~1.6 Hours to Charge
- BEV
- PHEV

Note: Ranges are averages based on currently awarded EV offerings. Both ranges and the charging range per hour time greatly differs on vehicle options and station. The cost of the stations does not include installation.
## FY22 ZEV Offerings & Charging Times

### Plug-in SUVs

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<tr>
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<th>Model</th>
<th>Range</th>
<th>Est. Charge Time @ 240V (L2)</th>
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<tbody>
<tr>
<td>8P</td>
<td>Toyota Prius</td>
<td>25/640 miles</td>
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### Sedans

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<td>32/520 miles</td>
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<td>34E</td>
<td>Ford Transit 350 EV</td>
<td>136 miles</td>
<td>8-12 hrs</td>
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### All Electric Light Trucks

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Plan & Keep in Mind

- Get orders in early
- Infrastructure first
- Use ZEV Crosswalk provided
- Target a few locations for electrification
- You do not need to electrify your entire fleet today

Acquire

- Work with GSA and EPA offices to acquire infrastructure as appropriate
- Acquire ZEVs where it meets mission requirements & budget
- PHEVs can be transition vehicles

Manage

- Encourage ZEVs plug in regularly to charging
- Install Telematics on all ZEVs
- Ensure BEVs & PHEVs are placed where it makes sense based on usage
- Report charging data and stations to FAST
Resources

GSA.gov/AFV

- FY22 ZEV Fact Sheet
- AFV Guide (FY22 in development… coming soon)

GSA.gov/EVSE

- EVSE BPA Information
- Public Charging Fact Sheet
- Workplace Charging Information

Offerings & ZEVs Desktop Upcoming Workshops

- December 9 at 11 AM ET
- December 14 at 2 PM ET

GSAFleetAFVTeam@GSA.GOV Email with any questions about AFVs, ZEVs, or EVSE

gsa.fleet.acquisition@gsa.gov Email with questions on Leasing Vehicle Offerings
Thank you for attending today’s Fleet Live!

Questions??