Fleet Agency Reform Plan (ARP) Studies
High Level Results
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Roadmap for Our Time Together

Two Years & a Playbook → Key Study Results → What to Do Next…
Two Years & A Playbook

ARP Why & How
Fleet ARP Background

A Look at 15 Agencies
- President’s Management Agenda on Shared Services
- OMB Directed GSA Fleet to study 15 agencies

To Lease or Not to Lease
- Analyze whether leasing vehicles from GSA or owning is the most efficient option for taxpayers
- Identify opportunities to increase efficiencies and reduce costs

24 Months, 11 Studies
- Hired 3rd party to perform studies – Grant Thornton
- Completed 11 Studies over 2 years – Final 4 studies will not be undertaken
How did we approach the task?

• **Developed Playbook**
  - Used for all studies to assure a common approach and methodology for all agencies
  - Reviewed and approved by GSA Fleet and OMB
  - Quantitative & Qualitative Analysis

• **Conducted Agency**
  - HQ and site interviews and visits

• **Used agency-provided data**
  - and reports
  - Data and information provided not audited
Methodology

Qualitative

- 12 Categories of Fleet Mgmt
- Based on Best Practices
- Scored based on Q/A & observations

Quantitative

- Ownership Cost
- Lease Cost
- By vehicle type
So what did we learn?

ARP Key Findings
Key Findings

Leasing is More Effective

- FMIS
- Data Gaps

Lack of Central Mgmt
Age & Lack of Funding

FedFleet 2020
Quantitative Analysis

$1 – 76 million → Estimated Annual Savings Range

$171 – 189 million → Total Annual Savings for All Agencies

Light Duty – almost always less cost to lease
Qualitative Analysis Results

Scores Ranged from 47 to 79 out of 100

Strong Vehicle Acquisition Practices
Controls on Fleet Card Use
License Plate Control

Areas to Improve
Vehicle Data
FMIS
Use of True Fleet Cards
Decentralized Fleet Management
Qualitative Scores
## Category Scoring

<table>
<thead>
<tr>
<th>Capability Indicator</th>
<th>Possible Points</th>
<th>Average Score</th>
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<tbody>
<tr>
<td>Fleet Management Information System</td>
<td>15</td>
<td>7.5</td>
</tr>
<tr>
<td>Maintenance and Repair</td>
<td>15</td>
<td>7.5</td>
</tr>
<tr>
<td>Data and Data Management</td>
<td>10</td>
<td>2.86</td>
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<tr>
<td>Vehicle Acquisition Process</td>
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<td>7.27</td>
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<td>Remarketing/Disposal</td>
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<td>Fleet Card and Fueling</td>
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<td>Fleet Governance</td>
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<td>4.85</td>
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<tr>
<td>Accident Management</td>
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<td>Inventory Management</td>
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<tr>
<td>Vehicle Maintenance Schedules</td>
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<tr>
<td>License Plates</td>
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<tr>
<td>Recalls</td>
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<td>1.64</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100</strong></td>
<td><strong>57.86</strong></td>
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Recommendations

• All studies recommend **Leasing from GSA** to achieve savings and/or address programmatic deficiencies

• **Common Agency-wide FMIS**
  – Reduce cost of implementing individual systems
  – Have integrated data collection and reporting

• **Fix Data Gaps** in Agencies’ FMIS and FAST Reports
  – At one agency only 8% of vehicle records were found to be complete enough to include in study
  – All agencies had missing fuel and maintenance data
Recommendations (Cont’d)

• **Centralized Fleet Management** Governance and Controls
  – Agency level analysis and asset accountability
  – Management oversight and direction
• **Other** Recommendations
  – Make better use of Exchange Sale authority
  – Adopt use of true fleet cards across all agencies
  – Adopt fleet wide Telematics
  – Better understand utilization and right size fleet
What to do next...
Next Steps

- Approval
- Action Plans
- Budget
- Consolidations
Get Everyone Onboard

- Share the findings & study recommendations
- Identify prime opportunities to lease
- Discuss special situations with GSA

- Gain buy-in from key internal stakeholders
- MOA with GSA
Let’s Make a Plan

Timeline

Geography

Vehicle Types

Bureaus/Units

Mission
Secure Necessary Funding

- OMB Support
- Dedicated Funding
- Stable Budget
Capture Savings & Operational Efficiencies

Vehicles Transferred > Leasing Model Adoption > Vehicles Replaced

FedFleet 2020
GSA Fleet Shared Service

More Efficient Government

Focus on Your Agency’s Mission
Thank you

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