WHAT WILL WE COVER IN THIS SESSION?
GSA Motor Vehicle Management Value Proposition

Right Vehicle  Right Price  Great Service

and the data required to effectively and efficiently manage a fleet
GSA FLEET ACQUISITION PHILOSOPHY

• Provide lowest cost, safe, effective vehicle for mission.

• Standardize vehicle profiles to gain economies of scale.

• Scrutinize optional equipment to control costs.

• Assign the cost of other-than-low-bid choices to customer such as optional equipment and a configuration that creates alternative low bid.

• Replace eligible vehicles prudently.
ACQUISITION TERMINOLOGY

**AutoChoice** – GSA Automotive’s Web-based tool for government-wide vehicle purchasing

**AMP** – GSA Fleet’s internal Web-based ordering tool

**Customer Acquisition Module (CAM)** – an ordering tool accessed through Fleet Drive-thru that allows customers to gain consensus on the replacement of leased vehicles

**Federal Vehicle Standards** – specifications of vehicle requirements by SIN
ACQUISITION TERMINOLOGY

Eligible Vehicle – a vehicle that meets the GSA Fleet’s replacement criteria

Replaced Vehicle – an eligible vehicle that is ordered against

Replacement Vehicle – the new vehicle being delivered

Additional Vehicle – A vehicle that is not replacing a GSA Fleet leased vehicle…….could be replacing an Agency Owned Vehicle, commercially leased vehicle, or simply an additional requirement
ACQUISITION TERMINOLOGY

**Consolidation** – conversion of an agency-owned Fleet to a GSA Fleet-leased fleet. An agency’s vehicles are “assimilated” into GSA’s leased fleet to benefit from the cost per mile savings.

**Consolidated Vehicle** – a vehicle that is owned by a customer agency one day and GSA Fleet the next.
GSA FLEET CURRENT INVENTORY

- Truck 4X4, 29.02%
- Truck 4X2, 36.09%
- Sedan, 27.75%
- Bus, 2.07%
- Ambulance, 0.52%
- Trailer, 0.31%
- MD/HD, 4.24%

FedFleet 2018
ACQUIRING VEHICLES - PURCHASE

We buy LOW BID/ BEST VALUE
  - Required by regulation and common sense
  - Ensures greatest discounts

How we pay for vehicles
  - Rates
  - Vehicle sales proceeds
  - AFV surcharges
# ELIGIBLE REPLACEMENT VEHICLES: MINIMUM REPLACEMENT GUIDELINES

<table>
<thead>
<tr>
<th>Vehicle Type</th>
<th>Replacement Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sedans</td>
<td>3 years AND 36,000 miles; 4 years AND 24,000 miles; 5 years AND Any miles; or Any year AND 75,000 miles</td>
</tr>
<tr>
<td>Hybrid Sedans</td>
<td>5 years AND 60,000 miles; 7 years AND Any miles; or Any year AND 85,000 miles</td>
</tr>
<tr>
<td>Light Trucks (4x2 &amp; 4x4)</td>
<td>7 years OR 65,000 miles (Non-Diesel); 8 years OR 150,000 miles (Diesel); 7 OR 90,000 (Hybrid)</td>
</tr>
<tr>
<td>Medium Trucks (4x2 &amp; 4x4)</td>
<td>10 years OR 100,000 miles (Non-Diesel); 10 years OR 150,000 miles (Diesel)</td>
</tr>
<tr>
<td>Ambulances</td>
<td>7 years OR 70,000 miles (Non-Diesel); 7 years OR 100,000 miles (Diesel)</td>
</tr>
</tbody>
</table>
CUSTOMER ACQUISITION MODULE (CAM)

Upcoming Key Dates:
February 12 – Mid-level selections due to HQ
March 12 – Deadline for HQ approvals

CAM Issues/Concerns:
Email gsa.fleet.acquisition@gsa.gov
Provide customer number, access code, summary of issue and screenshots, if possible.

FY18 CAM Training Video:
https://www.youtube.com/watch?v=397bJpZTqnI&feature=youtu.be
# CUSTOMER ACQUISITION MODULE (CAM)

<table>
<thead>
<tr>
<th>Dates</th>
<th>Critical Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 February 2018</td>
<td>Mid-Level Customer Vehicle Selections due to HQ in CAM</td>
</tr>
<tr>
<td>12 March 2018</td>
<td>HQ Approval Due and Selections Sent to FSRs CAM Selection Period Ends</td>
</tr>
<tr>
<td>02 April 2018</td>
<td>Light-Duty Vehicle Order Creation Deadline</td>
</tr>
<tr>
<td>Throughout 2018... (Varies)</td>
<td>Vehicles Shipped and Delivered</td>
</tr>
<tr>
<td>Ongoing as deadlines pass...</td>
<td>CAM AUTO-PUSH!</td>
</tr>
</tbody>
</table>
CUSTOMER ACQUISITION MODULE (CAM)

Adhering to deadlines is critical to a successful cycle:

- Allows GSA Fleet to finish bulk of refreshing the fleet expeditiously

- Avoids manufacturer close-outs; which may require change of vehicle type and option availability, increased cost, etc.

- Ensures customers receive their replacement vehicles earlier
CUSTOMER ACQUISITION MODULE (CAM)

Auto Forward feature:

- CAM selections that miss established deadlines will be auto forwarded to the next level by GSA Fleet HQ
- Customers will receive advance notice of the upcoming push and notification after it has occurred
- Drive-thru statuses will identify which selections were auto forwarded
CUSTOMER ACQUISITION MODULE (CAM)

New CAM Additionals Module:

- Automates and streamlines the additional vehicle request process
- Eliminates back and forth communication with agency HQ via spreadsheets and emails
- Ensures agency HQ approval is obtained prior to creating the additional vehicle request/vehicle requisition
- Allows for easier tracking of requests from initial request through request fulfillment
1. Customer loads additional vehicle request into GSA Fleet Drive-thru Additionals Module.

2. Selection goes to next level for review/approval. Rejected requests will return to prior level for changes. Approved requests will go to next level for approval.

3. Once HQ POC approves request, it will be routed to the appropriate FMC for review (based off BOAC, GSA Delivery State, and City.

4. FSR will attempt to fill request via available inventory when possible. If not, the request will be reviewed and approved if funding permits.

---

FedFleet 2018
CUSTOMER ACQUISITION MODULE (CAM)

Fulfillment of additional vehicle requests:

- Important note – these are requests and not guaranteed
- Requests will be filled via turn-in when possible
  - FSR will coordinate with the local customer
- If not possible, requests will be filled via new vehicle requisitions as funding allows
  - Ensure there are no delinquent bills for the requesting BOAC
WHAT CAN YOU LEASE FROM GSA FLEET?

- Sedans
- Pickups
- SUVs
- Buses
- Ambulances
- Trailers*
- Tankers*
- Medium Duty & Heavy Duty
SPECIALIZED EQUIPMENT EXCLUDED FROM GSA FLEET SUPPORT

- Snowmobile
- Snow Plow/ blower – Large Capacity
- Material Handling Equipment (Forklifts)
- All Terrain Vehicles (ATVs)
- Scooters
- Motorcycles
- Truck, Trash Container (hoisting Dempster Dumpster) (Roll Back)
- Truck, Waste Disposal
- Truck, Trash Compactor
- Truck, Cash & Valuable Cargo (Armor Car)
- Armored Cars (Limousines)
- Truck, Spreader (Large body mounted on cab & Chassis for lime, phosphate, cinders, sand, etc.)
- Truck, Cement Mixer
- Truck, Mobile Lab
- Truck, Sewer Cleaning
- Truck, Vacuum
- Truck, Beverage Body
- Truck, High Lift Aircraft Loading
- Truck, Ammunition w/ Hydraulic Crane
- Truck, Field Servicing (fuel, oil, lube)
- Truck, Tire Servicing
- Truck, Overhead Maintenance Aerial w/ Bucket
- Truck, Maintenance, Pole and Line Construction (Digger Derrick)
- Truck, with Special Purpose bodies (Chipper, Grain, Veterinary, Catering, Livestock, Gas Cylinder, Cryogenic, Chemical Sprayer, Core Drilling, Coal Hopper, Crane, Pressurized Liquid or Gas Transport)
- Aircraft Tug
- Street Sweepers
- Trailers Special Purpose, (Auto Transport, Dump, Reel, Office, Logging, Horse, Pole, Hazardous Material, Fuel)
- Hearse
- Truck, Tank Water or Fuel
- Truck, Aircraft Refueler
- Truck, Food Service
- Yard Tractors/Spotter Tractors
- Aftermarket Converted Alternative Fuel Vehicles
- Golf Carts/Low Speed Electric Vehicles
BENEFITS OF RIGHTSIZING

Fuel Use

Cost per Mile

Vehicles in Inventory

GHG Score

Mission Success

FedFleet 2018
## MODELS MOST PROCURED FOR LEASING
**FY17 vs. FY16**

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY16</th>
</tr>
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<tbody>
<tr>
<td><strong>MODEL</strong></td>
<td><strong>QUANTITY</strong></td>
</tr>
<tr>
<td>FUSION HEV</td>
<td>3,314</td>
</tr>
<tr>
<td>FOCUS</td>
<td>3,231</td>
</tr>
<tr>
<td>GRAND CARAVAN</td>
<td>2,021</td>
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<tr>
<td>MALIBU</td>
<td>1,826</td>
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<tr>
<td>RAM 1500</td>
<td>1,513</td>
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<tr>
<td>F150</td>
<td>1,074</td>
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<tr>
<td>CG3300</td>
<td>935</td>
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<tr>
<td>TRANSIT CONNECT</td>
<td>903</td>
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<tr>
<td>CMAX HEV</td>
<td>801</td>
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<tr>
<td>K2500HD</td>
<td>740</td>
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<td><strong>MODEL</strong></td>
<td><strong>QUANTITY</strong></td>
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<tr>
<td>FOCUS</td>
<td>3,538</td>
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<tr>
<td>RAM 1500</td>
<td>2,984</td>
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<tr>
<td>SONATA HYBRID</td>
<td>2,570</td>
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<tr>
<td>GRAND CARAVAN</td>
<td>2,228</td>
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<tr>
<td>F250</td>
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<td>200</td>
<td>1,348</td>
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<tr>
<td>TRANSIT CONNECT</td>
<td>1,242</td>
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<tr>
<td>EXPLORER</td>
<td>1,068</td>
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<tr>
<td>TRANSIT150</td>
<td>830</td>
</tr>
<tr>
<td>MALIBU</td>
<td>807</td>
</tr>
</tbody>
</table>
FY17 GREEN SUMMARY

Total Vehicles Ordered – 33,573
Total AFVs (Including Low-GHG Gas) – 26,615 79.5%
Low-GHG Gasolines – Total AFVs + Low-GHG Gas – 3,891 11.9%
FY18 BEST VALUE SEDANS

Hyundai Elantra (8C)
50 State Emissions
Low GHG
Purchase Price - $14,544.00
$172/mo. $0.13/mi.
No Incremental Cost
33 mpg combined

Hyundai Sonata (9C)
50 State Emissions
Low GHG
Purchase Price - $18,370.89
$197/mo. $0.13/mi.
No Incremental Cost
29 mpg combined
# Best Value Sedan Comparison

<table>
<thead>
<tr>
<th>Feature</th>
<th>Hyundai Elantra</th>
<th>Hyundai Sonata</th>
</tr>
</thead>
<tbody>
<tr>
<td>SIN</td>
<td>8C</td>
<td>9C</td>
</tr>
<tr>
<td>Extension</td>
<td>1YGG</td>
<td>1YGG</td>
</tr>
<tr>
<td>Drive Type</td>
<td>FWD</td>
<td>FWD</td>
</tr>
<tr>
<td>Fuel Type</td>
<td>Gasoline Dedicated</td>
<td>Gasoline Dedicated</td>
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<tr>
<td>Front head room (cu.in.)</td>
<td>38.8</td>
<td>40.4</td>
</tr>
<tr>
<td>Front leg room (cu.in.)</td>
<td>42.2</td>
<td>45.5</td>
</tr>
<tr>
<td>Front hip room (cu.in.)</td>
<td>53.4</td>
<td>55.3</td>
</tr>
<tr>
<td>Front shoulder room (cu.in.)</td>
<td>56.2</td>
<td>57.9</td>
</tr>
<tr>
<td>Rear head room (cu.in.)</td>
<td>37.3</td>
<td>38.0</td>
</tr>
<tr>
<td>Rear leg room (cu.in.)</td>
<td>35.7</td>
<td>35.6</td>
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<tr>
<td>Rear hip room (cu.in.)</td>
<td>51.9</td>
<td>56.1</td>
</tr>
<tr>
<td>Rear shoulder room (cu.in.)</td>
<td>55.3</td>
<td>56.5</td>
</tr>
<tr>
<td>Passengers</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Passenger vol. (cu. ft.)</td>
<td>95.8</td>
<td>106.1</td>
</tr>
<tr>
<td>Cargo vol. (cu. ft.)</td>
<td>14.4</td>
<td>16.3</td>
</tr>
<tr>
<td>Total interior volume</td>
<td>131.3</td>
<td>122.4</td>
</tr>
<tr>
<td>Monthly Rate</td>
<td>$172.00</td>
<td>$197.00</td>
</tr>
<tr>
<td>Mileage Rate</td>
<td>$0.126</td>
<td>$0.132</td>
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<tr>
<td>Purchase Price</td>
<td>$14,544.00</td>
<td>$18,309.28</td>
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<tr>
<td>Incremental</td>
<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>MPG (City/Hwy/Comb)</td>
<td>29/38/33</td>
<td>25/36/29</td>
</tr>
<tr>
<td>Low GHG</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**FedFleet 2018**
FY18 HYBRID SEDANS

**Hyundai Ioniq (8H)**
- $19,846.50
- $172.00 / mo.
- $0.109 / mi.
- Incremental - $5,908.50
- City/Hwy/Comb - 57/59/58

**Ford Fusion Hybrid (9H)**
- $18,685.00
- $197.00 / mo.
- $0.109 / mi.
- Incremental - $946.37
- City/Hwy/Comb - 43/41/42
# Hybrid Sedan Comparison

<table>
<thead>
<tr>
<th>SIN</th>
<th>Hyundai Ioniq - HEV</th>
<th>Ford Fusion Hybrid</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extension</td>
<td>8H</td>
<td>9H</td>
</tr>
<tr>
<td>Drive Type</td>
<td>FWD</td>
<td>FWD</td>
</tr>
<tr>
<td>Fuel Type</td>
<td>Gasoline Hybrid</td>
<td>Gasoline Hybrid</td>
</tr>
<tr>
<td>Front head room (cu.in.)</td>
<td>39.1</td>
<td>39.2</td>
</tr>
<tr>
<td>Front leg room (cu.in.)</td>
<td>42.2</td>
<td>44.3</td>
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<td>53.8</td>
<td>55</td>
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<td>56.9</td>
</tr>
<tr>
<td>Passengers</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Passenger vol. (cu. ft.)</td>
<td>96.2</td>
<td>102.8</td>
</tr>
<tr>
<td>Cargo vol. (cu. ft.)</td>
<td>26.5</td>
<td>14.0</td>
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<tr>
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<td>116.8</td>
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<td>Monthly Rate</td>
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<td>$197.00</td>
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<td>Mileage Rate</td>
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<td>$18,685.00</td>
</tr>
<tr>
<td>Incremental</td>
<td>$5,908.50</td>
<td>$946.37</td>
</tr>
<tr>
<td>MPG(City/Hwy/Comb)</td>
<td>57/59/58</td>
<td>43/41/42</td>
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<tr>
<td>Low-GHG</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>
New Vehicles for FY18

8H – Hyundai Ioniq HEV
New Vehicles for FY18

98H – KIA Niro HEV
New Law Enforcement Vehicles for FY18

17H – Ford Fusion HEV Special Services Vehicle (SSV)

- No upfit package options available
New Vehicles for FY18

55L – F150 Police Responder
(Pursuit Rated)
- No upfit package options available
FY18 LAW ENFORCEMENT UPFIT PROGRAM

29 Different Upfit Configurations

- LE Sedan upfit configurations – 7
- LE SUV upfit configurations – 6
- LE PU upfit configurations – 16

Please note - The 55L Ford F150 and 17H LE Ford Fusion Hybrid DO NOT have upfit options offered for FY18. The cost of upfit will be procured and paid by the customer agency.
FY18 Ambulances

Standard Item Numbers Included in Program

- Item 210 - Type I-AD, Conventional Cab-chassis, Additional Duty
- Item 211 - Type I, Conventional Cab-chassis w/ Narrow Modular Body
- Item 213 - Type III, Cutaway Cab-chassis w/ Narrow Modular Body
- Item 215 - Type III-AD, Cutaway Cab-chassis, Additional Duty
FY18 Ambulances

Introduced in FY17, the curbside seat configuration for SIN 211 and SIN 213 has changed. In accordance with Federal Specification KKK-A-1822 and SAE J3044, these ambulance types no longer have bench seating.

FY18 – Many agencies have standardized configurations. Customers should check with their FSR.
New for FY18 – New Option for SIN 213

Option K01M – inTraxx inset storage system
- (13) sections inTraxx 40” wall tracks
- (3) SafePak mount, ITX-SPM
- (1) each, Red, Blue & White SafePak’s with pouches
- (1) defib wall mount LP15, ITX-DW-LP15
- (1) bracket, SafePak mount for CS access door with strap
Standardized Packages and AREQs

• Agency Standardized Packages
  – Standardization and Consistency are key
  – Options authorized or requiring justification
• AREQs limited and mission essential only
  - IGCEs are required
• Options
• Ambulance Configuration Worksheet
  - Must be completed unless agency package is used
  - Only answer questions where deviating from standard
• Graphics
  - Only graphics included in an agency package
  - CPL option
• State EMS Requirements
Basic Ambulance Markings

Standard color and markings included on GSA ambulances for all SINs.
FY18 BUSES
4,681 Buses Leased – Serving 29 Federal Agencies

School and Adult Work Buses
Light-Duty Shuttle Buses
Medium-Duty Shuttle Buses
Intercity Motor Coach
Heavy Duty Transit Low Floor
New for FY18 – E85 option on certain SINs.

For More Information, Please Contact Your Local Fleet Service Representative (FSR)
Severe Off Road Vehicles

(AND ONE OTHER REQUIRING JUSTIFICATION)

● These vehicles are variations of the standard model.

● They are designed for terrain and conditions that may cause damage to the standard 4X4 model.

● Used for terrain without improved trails/roads and environmental conditions that would be difficult for a standard model.

● REQUIRES JUSTIFICATION!
SEVERE OFF ROAD VEHICLES

Ram Power Wagon – SIN 56R
SEVERE OFF ROAD VEHICLES

Jeep Wrangler Rubicon – SIN 112
SEVERE OFF ROAD VEHICLES

Jeep Cherokee Trailhawk – SIN 99B
SEVERE OFF ROAD VEHICLES

Ford F150 Raptor - SIN 46R,55R
SEVERE OFF ROAD VEHICLES

- Standard Items
  - Severe/Extreme/Trail Rated Off-road Package to include Suspension,
  - All Terrain Tires,
  - 2-speed Transfer Cases,
  - Automatic Traction Control or Special Traction Differential,
  - Skid Plate(s)
- OEM graphics are not included on these vehicles
Other Vehicles Requiring Justification

Chevrolet Suburban – SIN 108

- 4X4 SUV, FULL SIZE, 4 DR, 9 PASS
- 11,000 lbs. GVWR
- Maximum Payload 4,405 lbs.
- 500 lb. towing capacity
2010 Volvo XC70

(Yes, it is a station wagon)
HAVE A QUESTION ON...

Acquisition or CAM

gsa.fleet.acquisition@gsa.gov

AFVs

gsafleetafvteam@gsa.gov

Fleet Solutions

fleetsolutions@gsa.gov

Vehicle Buying

vehicle.buying@gsa.gov

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