



U.S. General Services Administration

# FedFleet



2023

## What's New with Suppliers - Light Duty

Jacob Bressman - Your Moderator  
Debra Hairston - The Ford Motor Company  
Cynthia Towe - GM Fleet  
Roy Durham - US Fleet Source (Hyundai)  
Rachel Malec - Stellantis

[www.gsa.gov/FedFleet](http://www.gsa.gov/FedFleet) | January 2023

# Today's Presentation Topics

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What is new with our company: Our vision moving forward.

- The Ford Motor Company
- General Motors
- U.S. Fleet Source (Hyundai)
- Stellantis

17 minutes for each of our suppliers

Q&A

# Ground Rules

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- Q&A will be held until all suppliers have finished presenting, unless otherwise specified
- Q&A should be limited to specific questions about the material presented from each supplier
- As a reminder, if you have any complaints or questions about specific vehicles, dealerships, suppliers, or any other issues in general, please speak with Len Fedoruk or myself after the session.

# Contact Us

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Or contact [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov)



**PRO<sup>TM</sup>**

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# FedFleet 2023: Ford

Debra Hairston

Federal Government Sales Manager



# Ford Blue<sup>™</sup> and Ford Model e<sup>™</sup>



Bringing new passion to gas powered  
vehicles and revolutionizing EVs



## Ford Blue™

Inspire customers to pursue their dreams and passions in life with iconic Ford vehicles and experiences, and serve as the engine that supports and powers our future

## Ford Model e™

Delight customers with truly incredible electric and connected vehicles and services, and build the future as our center of innovation and growth

## Ford Pro™

Accelerate productivity and sustainability for commercial customers with a trusted platform of connected vehicles, software and services

# Ford+

## Ford Drive

Deliver shared, sustainable mobility and services to our customers with driven and AV fleets

## Ford Credit

Serve people with trusted mobility financing products and services that turn dreams into reality for work, for play, for life

## Lincoln

Create effortless luxury mobility experiences built around must-have products, services and always-on experiences that enhance our clients' well-being



# Executive Order 14057

## Overarching Policy and Directives

E.O. 14057 outlines a coordinated, whole-of-government approach, along with individual agency goals and actions, to transform Federal procurement and operations to reduce greenhouse gas (GHG) emissions and environmental impacts and secure a transition to clean energy and sustainable technologies.

It establishes that the Federal Government will lead by example to achieve a carbon pollution-free electricity sector by 2035 and net-zero emissions economy-wide by 2050, using its scale and procurement power to achieve multiple areas including:

- 100% carbon pollution-free electricity on a net annual basis by 2030, including 50% 24/7 carbon pollution-free electricity
- 100% zero-emission vehicle acquisitions by 2035, including 100% zero-emission light-duty vehicle acquisitions by 2026

# All-New 2023 F-150<sup>®</sup> Lightning<sup>™</sup> Pro SSV

America's First Purpose-Built,  
Zero-Emissions Law Enforcement  
Truck<sup>1</sup>

- Work-ready truck for police departments to potentially help lower costs and achieve sustainability initiatives

Performance — with Extended-Range battery has a 0-60 time of sub-4-seconds<sup>2</sup>

- Robust 220A DC-converter standard —  
able to support aftermarket police lighting, radios, and other electrical needs



*<sup>1</sup>Based on EPA tailpipe rating. Visit [fueleconomy.gov](https://www.fueleconomy.gov) for more information. <sup>2</sup> Ford test data based on typical industry methodology using 1-ft. rollout. Your results may vary.*



# All-New 2023 F-150<sup>®</sup> Lightning<sup>™</sup> Pro SSV

## Power of Choice

- Standard range battery
  - EPA-estimated driving range of 240 miles<sup>1</sup>
  - 452 HP / 775 lb.-ft. of torque<sup>3</sup>
- Available extended-range battery:
  - EPA-estimated driving range of 320 Miles<sup>2</sup>
  - 580 HP / 775 lb.-ft. of torque<sup>3</sup>
- Max payload: 2,235 lbs.<sup>4</sup>  
(Pro trim and standard-range battery)
- Max towing: 10K lbs.<sup>5</sup>  
(Extended-range battery with available Max Trailer Tow Package)



1. Based on full charge. USA EPA-targeted range based on analytical projection consistent with US EPA-combined drive cycle. Actual range varies with conditions such as external environment, vehicle use, vehicle maintenance, lithium-ion battery age and state of health. Final EPA-estimated ratings available in fall 2022. 2. Excludes Platinum models. Based on full charge. USA EPA-targeted range based on analytical projection consistent with US EPA-combined drive cycle. Actual range varies with conditions such as external environment, vehicle use, vehicle maintenance, lithium-ion battery age and state of health. Final EPA-estimated ratings available fall 2022. 3. Calculated via peak performance of the electric motor(s) at peak battery power. Horsepower and torque are independent attributes and may not be achieved simultaneously. Your results may vary. 4. Max payload varies and is based on accessories and vehicle configuration. See label on door jamb for carrying capacity of a specific vehicle. 5. When properly equipped. Max towing varies based on cargo, vehicle configuration, accessories, and number of passengers.



# Strategic Partnership with Manufacture 2030

## Helping to Enhance Supply Chain Sustainability

- Ford is among the first automakers to join Manufacture 2030 (M2030) and first to include its global supply chain on the platform
- M2030 is designed to help suppliers measure, manage, and reduce carbon emissions as Ford strives to reach carbon neutrality globally across its vehicles, operations, and supply chain
- This action builds on guidance Ford issued to suppliers requiring they establish science-based greenhouse gas reduction targets, action plans, and transparent reporting mechanisms to minimize their impact on climate change
- In the first phase of work with M2030, Ford is offering the voluntary platform to its more than 5,000 Tier 1 global supplier sites covering more than 66 countries, including suppliers who have yet to establish science-based carbon reduction targets

Currently Offer

650+

Commercial  
Vehicle Centers

800+ Mobile  
Service Vans

# A Productivity Accelerator

Software

Charging

Service

Financing

Vehicles  
&  
Upfits

The total sum is greater than the individual parts



Cindy Towe

Manager, Government Sales



# YOUR GM GOVERNMENT SALES TEAM

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**providing the best customer experience in the industry**

# GM FLEET'S THREE PILLARS

**Best –In-Class**  
PRODUCTS AND  
SERVICES

**Exceptional**  
CUSTOMER  
EXPERIENCE

**Innovative**  
BUSINESS  
SOLUTIONS

# **SUPPORTING FEDERAL SUSTAINABILITY PLAN E.O. 14057**

**100% Zero-Emission  
Vehicle Acquisitions by  
2035, including 100% light-  
duty acquisitions by 2027**

0

**Zero Crashes**

0

**Zero Emissions**

0

**Zero Congestion**

# GM IS 'ALL IN' TO LEAD SUSTAINABILITY



**\$35 BILLION IN EV/AV INVESTMENTS THROUGH 2025**

- \$5B Advanced battery R&D
- Continual Cadence of New EVs Every Year
- Accelerating Ultium battery Production in the U.S.
- Re-tooling U.S. factories for EV production
- Introducing GM Energy, tapping the power of Ultium

# OVER 4,000 GM DEALERSHIPS THROUGH THE U.S.

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## Largest Dealer Network

Largest dealer network in U.S.

87% of U.S. within 10 minutes of GM dealer

## EV Leadership Experience

1.4 million EVs in 50 countries since 2010

Our vehicles connect to 47,000 charges daily

## Dependable Service

8-year/100,000-mile battery warranty

4,000 EV-ready service locations

Extensive parts commonality



# GM's RAPIDLY GROWING EV PORTFOLIO



**Bolt EV**



**Silverado EV**



**Blazer EV**



**Bolt EUV**



**Equinox EV**



# GM's RAPIDLY GROWING EV PORTFOLIO



LYRIQ



CELESTIQ



HUMMER EV



Sierra Denali EV



HUMMER EV SUV



# GM's RAPIDLY GROWING EV PORTFOLIO



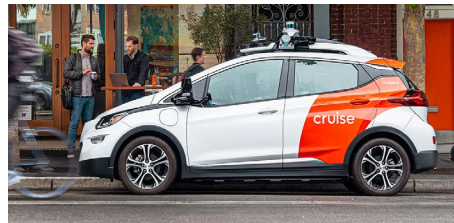
Zevo 600



Zevo 400



TRACE eCart



Bolt AV



Origin

# SILVERADO EV

Production Starts Q1 2023

**Vehicle and Battery produced in the U.S.**

# SILVERADO EV WORK TRUCK – 57E

- Up to 400 Miles of Range
- 350kW DC Fast Charging
- Standard Safety includes Automatic Emergency Braking (AEB1), Forward Collision Alert (FCAS), Lane Departure Warning (LDW), Rear Park Assist (SRO) and much more
- Other Standard content include a hard tonneau cover (TCH), running boards (RB)

Coming Soon

**UP TO 10,000 LBS. MAX TRAILERING**



# EQUINOX EV

Starts Summer 2023

Battery Manufactured in the U.S.



# BLAZER EV

Production Starts 6/23

Battery Manufactured in the U.S.



**GM Defense is actively working to provide purpose-built, tactical solutions which leverages all the technical innovation and manufacturing capabilities of General Motors to meet the sustainably goals of the government.**



ultium   
charge 360

ultium   
home

ultium   
commercial

End Goal: Ensure GM EVs are part of the solution, and not part of the grid challenges.

# THANK YOU!

We appreciate your time and attention!



Please  
Welcome

# TINA MASSEY

Manager -  
Commercial Sales



# Hyundai Quality



# Hyundai Electrification



IONIQ 7

## Electrification Line Up:

KONA EV  
IONIQ 5 EV  
IONIQ 6 EV  
IONIQ 7 EV  
NEXO FCEV  
SONATA HEV  
TUCSON HEV  
ELANTRA HEV  
SANTA FE HEV  
TUCSON PHEV  
SANTA FE PHEV

# Thank you for joining us

Questions? Want to know more?

Visit us at BOOTH # FL10 & FL20

See you there!



**U.S. FLEET SOURCE**



U.S. General Services Administration



# Stellantis - Dare Forward

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**Phil Bockhorn - Head of Government Fleet Sales & Ops**  
**Stellantis**

[www.gsa.gov/FedFleet](http://www.gsa.gov/FedFleet) | January 2023



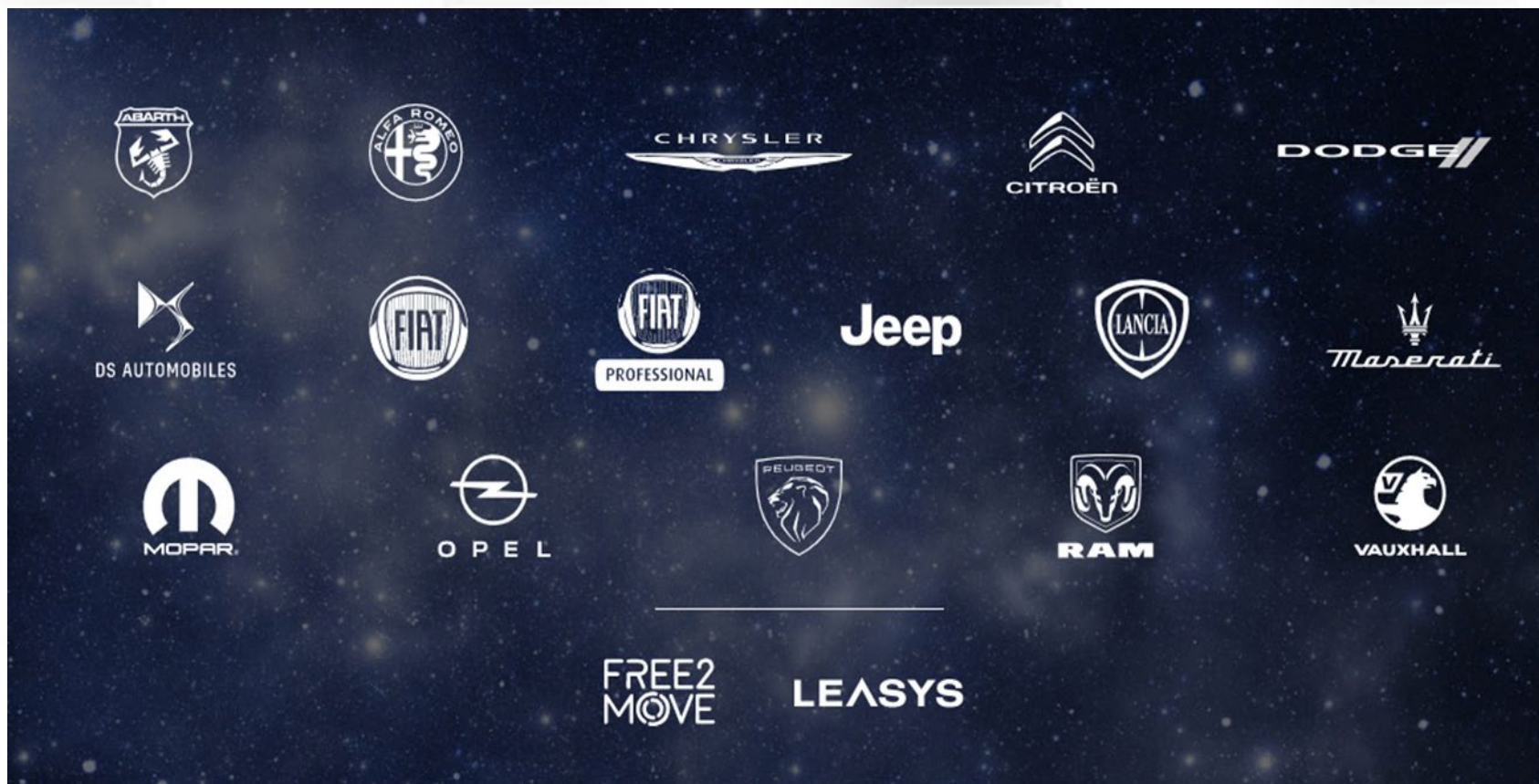
**Formed in 2020**

**50/50 merger between Fiat-Chrysler and Peugeot**

**2021 Global Highlights**

- \$160 billion revenue
- 6.1 million total vehicle shipments
- 1 million+ light-duty pickup truck sales
- 388,000 LEV sales
- 34 LEV vehicles currently offered
- 18 brands
- 130 markets
- 30 countries with Stellantis facilities
- 400,000 employees

## Iconic Global Brands





## PHEV products for MY 2023

**Wrangler**



**Grand Cherokee**



**Pacifica**



# Electrification Strategy

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- **\$35 Billion investment by 2025**
- **50% U.S. BEV mix by 2030**
- **50% global carbon footprint reduction by 2025**
- **100% carbon neutrality by 2038**
- **5 Battery Gigafactories (2 in North America)**
- **2 Advanced battery development labs**
- **Battery Partnerships with:**
  - LG Energy
  - Samsung
  - ACC (Automotive Cells Company)
  - Factorial (solid state batteries)
  - Vulcan Energy Resources (lithium)

## 4 Full BEV Platforms

**4 BEV BY DESIGN  
PLATFORMS**

**HIGH ENERGY DENSITY  
& EFFICIENT BATTERIES**

**OPTIMIZED  
SEGMENTATION FOR FULL  
MARKET COVERAGE**

**CROSS SHARED  
COMPONENTS  
& SYSTEMS**

STLA  
SMALL

**500 km  
300 miles**

STLA  
MEDIUM

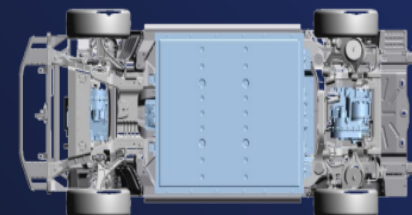
**700 km  
440 miles**

STLA  
LARGE

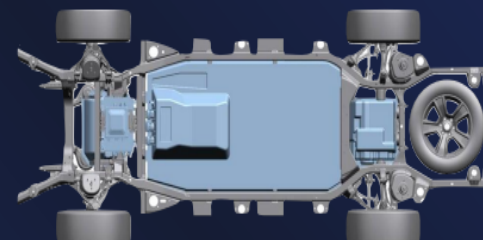
**800 km  
500 miles**

STLA  
FRAME

**800 km  
500 miles**



3 UNIBODY

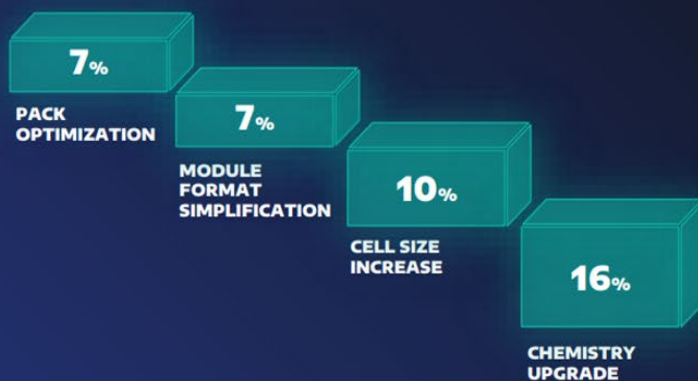


2 UNIBODY

# REDUCE

**REDUCE BATTERY PACK COST\* BY >40% BY 2024**

## TARGETING



### Initial

**>40%**  
**REDUCTION**  
BY 2024 VS. 2020

### Further

**>20%**  
**REDUCTION**  
BY 2030 VS. 2024

\* Nickel based battery in €/kWh

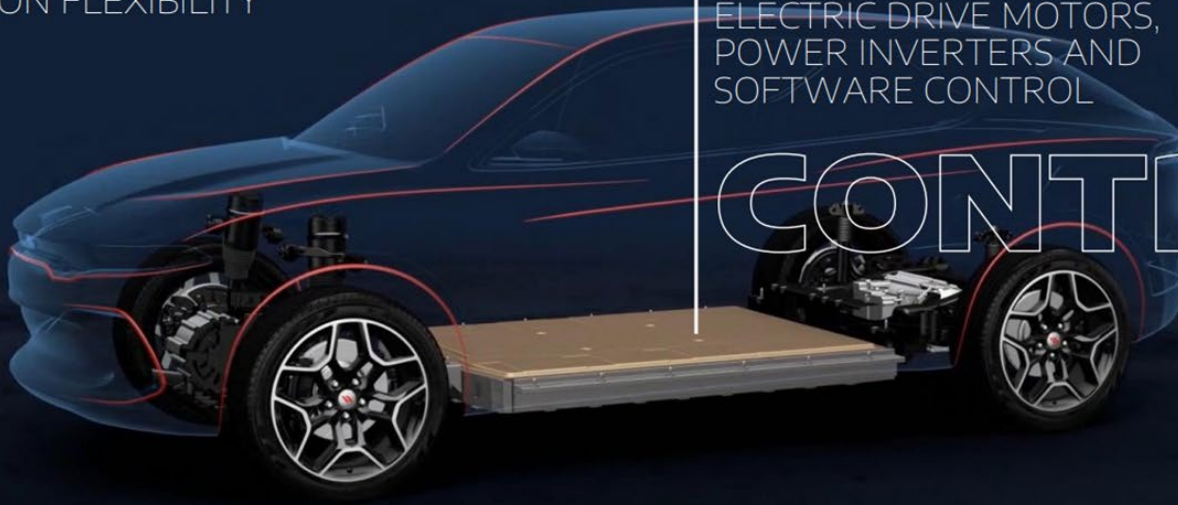


# FUTURE-PROOF STRATEGY

BASED ON FLEXIBILITY

**PLATFORMS DESIGNED FOR  
INTERCHANGEABILITY OF**  
BATTERY CELL CHEMISTRY,  
ELECTRIC DRIVE MOTORS,  
POWER INVERTERS AND  
SOFTWARE CONTROL

# CONTROL





# FUTURE-PROOF STRATEGY

BASED ON FLEXIBILITY



**ABLE**  
ABLE TO

**UPGRADE  
HARDWARE  
& SOFTWARE  
OVER THE  
LIFECYCLE**

**ENHANCE  
COMPETITIVENESS,  
COST, EFFICIENCY,  
WEIGHT,  
CAPABILITIES**

# EV Lineup & Launches

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## From 2024 all new launches include a BEV version



# U.S. EV Lineup

2022CY

2023CY

2024CY

2025CY

Chrysler Airflow BEV

Jeep Wrangler BEV

Jeep Mid-Size BEV

Wagoneer S BEV

Dodge Charger BEV

Dodge Charger BEV

Ram 1500 BEV

Ram 1500 BEV

Ram ProMaster BEV

Ram ProMaster BEV

Ram ProMaster BEV

Jeep Avenger BEV

Jeep Avenger BEV

Jeep Avenger BEV

Dodge Hornet PHEV

Dodge Hornet PHEV

Dodge Hornet PHEV

Pacifica PHEV

Pacifica PHEV

Pacifica PHEV

Pacifica PHEV

Wrangler PHEV

Wrangler PHEV

Wrangler PHEV

Wrangler PHEV

Grand Cherokee  
PHEV

Grand Cherokee  
PHEV

Grand Cherokee  
PHEV

Grand Cherokee  
PHEV

## Dodge Hornet



## Dodge Hornet



## Jeep Avenger – 2023 European Car of the Year



## Dodge Charger Daytona SRT



## Dodge Charger Daytona SRT



## Dodge Charger Daytona SRT



## Dodge Charger Daytona SRT



## Ram Revolution EV



## Ram Revolution EV





# Hydrogen Technology

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# Thank You

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Learn more at:

<https://www.stellantis.com/en/investors/events/strategic-plan>

<https://www.stellantis.com/en/investors/events/ev-day-2021>

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