Converting Agency-Owned and Commercial Leases with GSA Fleet (Consolidations)

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Agenda

• What is a consolidation?
• Why consolidate?
• What is the process for consolidation?
• Common concerns
• Why lease from GSA instead of commercially?
• How do I replace commercial leases with GSA Fleet leased vehicles?
Consolidations – Agency-Owned

• Agency-owned vehicles transferred to GSA Fleet
• Agency pays GSA lease rates upon consolidation
• GSA replaces consolidated vehicles with no up-front cost
  – After meeting GSA Minimum Replacement Criteria
  – Over an agreed upon timeline
Consolidations – Commercially-Leased

• Replace existing commercially-leased vehicles with GSA leased vehicles
• As leases expire, or on an agreed upon schedule
Why Consolidate with GSA?

• Full life cycle fleet management
• Flexibility in fleet configuration and size
• Cost savings
• All inclusive monthly & mileage lease rates
• Newer (safer/more efficient) vehicles
  – Replaced every 3-7 years
  – Modern and safe fleet
  – New vehicle technology
Why Consolidate with GSA?

- Fleet Service Representatives
  - Dedicated individual that serves as local liaison
- Comprehensive Fleet Management Services
  - AMC, MCC, LPT
- AFV Team
  - Mandates & Green Technologies
- Fleet Solutions
- Automated Information Systems
Consolidation Process

1. Identify vehicles
2. Estimate Costs
3. Establish Timeline
4. Verify Inventory
5. FSR Coordinates Locally
Consolidation Process

• Vehicle is inspected by FSR
  – To ensure safe and operable
• GSA tag is affixed
• FSR provides fuel card
• Necessary documents are placed in glove box
• Vehicles will be replaced after reaching GSA minimum replacement criteria according to agreed upon schedule
Common Concerns

• Program Oversight
  – Vehicle Selection
  – Service provider intended to help you meet your mission
    • Fleet promotes efficiency, doesn’t dictate program needs

• Maintenance Facilities
  – GSA Fleet will evaluate current maintenance facilities to determine vendor eligibility
Consolidation Lessons Learned

• Prep work is vital
  – Data is problematic
    • Accounting data is notoriously difficult
  – Flexibility is required

• Organization is Critical
  – Large conversions require logistical considerations

• Education
  – Upfront and at all levels from HQ to drivers
Commercial Lease

• Benefits of Converting
  – On average GSA Fleet is about 40% less cost than a comparable commercial lease
  – No upfront capital for budget
  – Access to Fleet professionals specifically dedicated to federal fleet management
Commercial Lease Conversion

• Process
  – Requires careful coordination
    • Map out lease expiration
    • Estimate lead time for production and delivery
      – Immediate needs can be filled with vehicles scheduled for sale
    • Identify vehicles needed as replacements
Potential Conversions?

• If you are interested in consolidating current agency-owned vehicles, or converting commercial leases:
  – Contact your local FSR
  – Email: gsafleet-consolidations@gsa.gov
    • Large volume or geographically dispersed