

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?

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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

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Consolidations – Commercially- Leased

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

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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

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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

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Consolidation Process

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

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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

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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

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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

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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

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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

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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

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