GSA Fleet Acquisition Philosophy

- Provide best value, 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
  - Optional equipment
  - Configuration that creates alternative low bid
- Replace eligible vehicles prudently
Acquiring New Vehicles

• We buy BEST VALUE
  – Required by regulation and common sense
  – Ensures greatest discounts
  – Makes us good stewards of tax dollars

• How we pay for vehicles
  – Rates
  – Vehicle sales proceeds
  – AFV surcharges
New Items

100L Durango SSV
(Pursuit-rated for LE use)
New Items

100H & 105H - Ford Explorer HEV
(Late FY19 availability)
98P - KIA Niro PHEV
(105 MPG, 26 Mile EV Range)
New Items

8P – Hyundai Ioniq PHEV
(58 MPG - great for high mileage use)
The Shipment Schedule

<table>
<thead>
<tr>
<th>Contractual Requirements</th>
<th>Typical Actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Sedans – 90 to 150 Days</td>
<td>• Sedans- 45 to 75 Days</td>
</tr>
<tr>
<td>• Light Trucks – 90 to 120 days</td>
<td>• Light Trucks – 60 to 120 days</td>
</tr>
<tr>
<td>• Vocational – 180 to 255 Days</td>
<td>• Vocational – 90 to 180 Days</td>
</tr>
<tr>
<td>• Ambulances – 195 to 255 Days</td>
<td>• Ambulances – 120 to 255 Days</td>
</tr>
<tr>
<td>• Buses – 180 to 365 Days</td>
<td>• Buses – 90 to 270 Days</td>
</tr>
<tr>
<td>• Med/Hvy Duty – 180 to 240 Days</td>
<td>• Med/Heavy Duty – 180 to 240 Days</td>
</tr>
<tr>
<td>• LE Vehicles – 90 to 150</td>
<td>• LE Vehicles – 90 to 150 Days</td>
</tr>
<tr>
<td>— W/LE Upfit – 120 to 240 Days</td>
<td>— W/LE Upfit – 120 to 240 Days</td>
</tr>
</tbody>
</table>
Things to know about shipment...

• When inquiring on the status of your vehicle, refer to the contractual shipment times.
• These items can extend shipment of the vehicle:
  • Any additional requirements
  • Vocational bodies
  • Time of year
  • NMY (new model year) switchover
  • LE upfits
  • Custom paint color requests
  • Additional vehicle requests
  • Market and production changes
  • Damage
Whom do I call?

• If you are the local office, reach out to your FSR.

• If you are at the HQ level, reach out to GSA NAAT Representative or the GSA representative who typically assists you with leasing.
Up Next - Vehicle Exchange
Vehicle Exchange

- Vehicle Fleet Exchange (VFE)
- Before Appointment
- Day of Appointment
- Electronic Vehicle Accountability Form (eVAF)
- GSA Fleet Drive-thru
- Questions
Vehicle FLEET Exchange (VFE)

- Vehicle Fleet Exchange scheduling
- Automated vehicle pickup notifications
- Schedule exchange within 8 days of notification
- Appointments are offered in 15-minute increments
- Some Marshalling locations:
  - May not have access to VFE
  - Require coordination with FSRs for appointments
Vehicle FLEET Exchange (VFE)
Before Appointment

- Schedule appointment
- Service Lights/Windshield Chips
- Ensure Recalls are accomplished
- Wash (excessive mud or salt)
- Remove Agency/Personal Items
Day of Appointment

- Bring both sets of keys
- Have both license plates and Fleet Card
- Fuel tank at least ¼ full
- Drop-off/pick-up vehicle inspections
- Vehicle will be assigned to agency after pick-up
Electronic Vehicle Accountability Form (eVAF)

• Is the general Marshalling site vehicle inspection
• Accomplished via FMS2Go App with Marshaller
After the Exchange

• Exchanged vehicles are inspected and detailed
• Necessary repairs accomplished
• Sold at auction
• Once vehicle assignment is terminated, vehicle drops from customer’s view in Drive-thru
• Damage recovery from Agency
  • Bill back agency for repairs
  • Proceeds differential from comparable vehicle sales
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