GSA Fleet Law Enforcement Team

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FedFleet 2019
GSA FLEET LAW ENFORCEMENT UPFIT (LU) OPTIONS

AGENDA
• Background on the LE Team
• Goals
• Summary Results
• Features of GSA Fleet’s LU Options – LE Fact Sheet
• Advantages of GSA Fleet’s LU Options
• Warranty Concerns
• Closing Remarks
GSA’s LE Team supports Leasing AND Purchasing Customers

- AutoChoice
  - Purchasing customers
- CAM (Customer Acquisition Module)
  - Leasing customers
Teams Developed Initial Equipment Packages

- DOD – Army, Navy, Air Force, and Marines
- Federal Protective Service
- United States Park Police
- National Oceanic and Atmospheric Administration
- Suppliers – Ford and FCA
- Suppliers on GSA Schedules 23V and 84
Applicability

• 33 LE package configurations currently available
• Estimate 90% of demand can be met with existing options
• Evaluating other markets to apply concept
  – Wheel Chair Vans – FY 2019-2020
  – Heavy Duty Trucks – Ongoing
Delivery: Quality Takes Time

• LU packages have long build times. End user may not see new vehicle for over 300 days.
  – Requisition build to OEM order acceptance
  – Vehicle built in OEM factory
  – Vehicle moves to upfitter
  – Upfitter tears vehicle down and does their install
  – Vehicle sent to shipping
  – PLUS ship time: Two to four weeks
Goal 1: Shared Standards

- Partner across the Federal law enforcement community
- Conduct extensive market research and analysis
- Facilitated in-depth collaboration with stakeholders
- Develop detailed purchase descriptions
- Implement standardized solutions
- Balance competing interests; common solutions
- Aggregated demand
- Impact 5,000+ vehicle orders annually
Goal 2: Streamlined Acquisition

- National vs. Local procurement strategy
- Exit local upfit markets (which are more expensive)
- Eliminate AREQ process
- Reduce labor intensive procurement processes, as equipment packages are no longer needed for each vehicle request
Goal 3: Enhance Transferability/Usability

- Standard packages enable vehicle reassignments within agency
- Enhances utilization
- Improves equipment installation quality
- Eases operational issues and training for agencies
- Location of equipment in the vehicle is standardized
Goal 4: Drive Savings

- Uniform product warranty
- Lower maintenance cost
- 50% reduction in acquisition time
- Facilitated leasing vs. owning decisions
- Extends GSA Fleet value proposition to LE market
- LE equipment is owned by GSA
- Eases budgetary/capital requirements for agencies
Results in Summary:
Right Vehicle, Right Price, Great Service

- Provide customers with a simple turnkey solution
- Successful national law enforcement upfit strategy
- Ensured the right equipped vehicle for the mission
- Quantities and scale drove down costs by 20%
- Eliminated lengthy, time-consuming AREQ process
Results in Summary:
Right Vehicle, Right Price, Great Service

• Enhanced homogeneity, reduced training requirements
• Reduced down time between vehicle exchanges
• Protected customers from improper modifications and upfits
• Standardized lease rates and equipment codes
Available Features

• See GSA Fleet LE Fact Sheet
  – SUVs, sedans, and pickups
  – Pursuit/Non-pursuit models
  – Marked or unmarked
  – K9 partition
  – Prisoner partition
  – Secure storage for weapons and equipment
  – Radio prep package
Professional Design and Engineering

GSA Fleet Engineering Expertise
Fleet Uniformity & Equipment Standardization
Cross-Agency Consolidation of Needs

JSLEVES 2019 Annual Meeting
Officer Safety

- All LU equipment meets Federal Motor Vehicle Safety Standard (FMVSS)
- Meets OEM vehicle modification requirements
Upfitting by Qualified Subcontractor

Subcontractor selected by OEMs FY16 thru FY19:

Auto Truck Group

We put the work in work trucks.
855-AUTOTRK (855-288-6875)

Products:
- Air Compressors
- Truck Bodies
- CNG (Compressed Natural Gas)
- Cranes
- Law Enforcement & Safety Equipment
- Liftgates
- Mechanics Trucks

Law Enforcement

Automobiles and SUV’s, rather than trucks, comprise a large segment of vehicle upfits for police, emergency, and government entities. Since 2009, Auto Truck Group has served law enforcement agencies, first responders, and security fleets – performing thousands of vehicle conversions. Our comprehensive services, ship-through capabilities, and interactive process assures delivery of a job-ready vehicle that meets the specific field requirements of each municipality or government agency.

Law Enforcement

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High-quality Equipment Installation
K9 Partition with Cooling Fan and Temperature Monitoring
Ballistic Door Panels
Weapon Storage
Weapon Storage
Vaults
Bed Slide and Hazmat Placarding
Radio Prep Provisions

*Communications equipment not included
Warranty Concerns: One-stop Solution

- Leasing customers:
  - Contact your local GSA FSR, who will work with Fleet Support
- Purchase customers:
  - Contact GSA Vehicle Buying
Warranty Concerns: One-stop Solution

- LE Equipment included in manufacturer 3/36,000 bumper-to-bumper warranty
- FCA & Ford
Warranty Concerns: One-stop Solution

- Your FSR calls dealership(s) to coordinate for customer.
- Vehicle goes to dealership.
- Dealership calls ATG Warranty Line at 855-288-6875 (on sticker in door sill).
- If concerns with dealership, customer contacts FSR.
- No direct contact with OEM or ATG is necessary for customers.
NOTICE: WARRANTY PROCESS FOR NON-FCA LAW ENFORCEMENT CONTENT

END USERS:
FOR WARRANTY COVERAGE OF ANY INSTALLED EQUIPMENT
YOU MUST CONTACT YOUR LOCAL FCA DEALERSHIP.

FCA DEALERSHIPS:
YOU MUST CONTACT AUTO TRUCK GROUP PRIOR TO PERFORMING ANY WORK
FOR GUIDANCE ON DIAGNOSING AND MAKING ANY REPAIRS
UNAUTHORIZED REPAIRS MAY NOT BE HONORED.

CALL: AUTO TRUCK GROUP PARTS AND SERVICE (877)284-4440
Warranty – Ford

NOTICE: WARRANTY PROCESS FOR NON-FORD LAW ENFORCEMENT CONTENT

END USERS:
FOR WARRANTY COVERAGE OF ANY INSTALLED EQUIPMENT YOU MUST CONTACT YOUR LOCAL FORD DEALERSHIP.

FORD DEALERSHIPS:
YOU MUST CONTACT AUTO TRUCK GROUP PRIOR TO PERFORMING ANY WORK FOR GUIDANCE ON DIAGNOSING AND MAKING ANY REPAIRS UNAUTHORIZED REPAIRS MAY NOT BE HONORED.

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Warranty Concerns: One-stop Solution

- OEMs provide information to their dealerships
- Ford has implemented new software for OASIS Automated information for dealerships
- FCA has loaded all LE VINs in their system
- Dealerships able to identify LE vehicles based on VINs
Official LU Option Specifications

• The specification documents for all upfit options are now maintained on the Federal Vehicle Standards website. Follow these steps to access the documents:
  – Go to: https://vehiclestd.fas.gsa.gov/CommentCollector/Home
  – Select “2019” for the year and click GO,
  – Click the gray “Documentation” tab near the top,
  – Under Document Category, click on “Law Enforcement Vehicles”
Please Be Aware That:

- SINs, models, features, and options depicted are subject to change and availability at time of order placement.
- GSA Fleet does not lease any communications equipment, such as radios or laptops.
- Photos are intended to show general product details only.
- Actual product may vary.
- For complete specifications, see purchase descriptions on the GSA Federal Vehicle Standards website: vehiclestd.fas.gsa.gov
- Please consider all available information in your decision.
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