

# GSA Fleet Offerings

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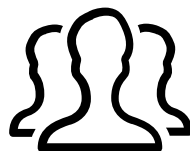
# GSA Fleet Value Proposition



Right  
Vehicle



Right  
Price



Great  
Service



Required  
Data



# GSA Fleet Offerings

1

Vehicle Purchasing

3

Vehicle & Equipment  
Rentals

2

Vehicle Leasing

4

Ancillary Services

# Vehicle Purchasing Overview

- Mandatory source for all non-tactical vehicles.
  - Over 40,000 vehicles purchased in FY23, valued at \$1.9B.
  - GSA Fleet leasing is the biggest customer.
- Leverage buying power of Federal Government and achieve outstanding discounts below dealer invoice.
- Automated Online Ordering Tool
  - <https://autochoice.fas.gsa.gov/> → moving to GSAFleet.gov this year!

# Vehicle Purchasing Details

- IDIQ contracts
  - Multi-year contracts based on product line (i.e., light-duty, ambulance, bus, etc.)
  - Open season
  - Continuous solicitation for emerging technology
  - Compliance with all regulations
- Dedicated engineering team
  - Determine Federal Vehicle Standards  
<https://vehiclestd.fas.gsa.gov>
  - Design unique custom builds

# Vehicle Purchasing Guide

- Who may purchase vehicles from us
- The types of vehicles available
- Details about how to order and access our systems
- Instructions on ordering special vehicles and
- What the Federal Vehicle Standards are and how they work

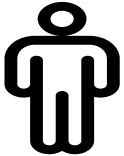
[www.gsa.gov/vehiclepurchasing](https://www.gsa.gov/vehiclepurchasing) | [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov)

# Leasing

- Over 230K leased vehicles worldwide serving 80+ Federal organizations
- Non-mandatory leasing shared service
- Full-service offering
- Approximately half the non-postal Federal fleet
- Leverage commercial marketplace

# Leasing Offering Features

Fleet Service  
Representative



Fleet Services  
Card



Acquisition



Maintenance &  
Accident Mgmt



Safety



GSAFleet.gov  
& Telematics



Remarketing





# Benefits to GSA Leasing

- Streamlined fleet overhead
- Industry expertise
- Guaranteed vehicle replacements
- Predictable budgeting
- Full-service
- Low-cost provider through shared service
- Flexibility in fleet configuration and size
- Automated information systems



# How to Consolidate with GSA Leasing

## Inventory Needs



Agency provides inventory listing along with equipment needs; GSA creates rate quote for cost comparison analysis.

## Finalize & Sign



Vehicle listing finalized and both sign a Memorandum of Agreement.

## Transfer



GSA & Agency local points of contact work together to transfer vehicles into the leased fleet.

## Replace



Converted vehicles are replaced based on agreed upon consolidated timeline. After complete turn-over, vehicles enter GSA Fleet's normal replacement schedule.

Contact us to consolidate at [gsafleet-consolidation@gsa.gov](mailto:gsafleet-consolidation@gsa.gov)

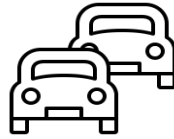
# Short-Term Rental (STR)

- Provides vehicle and equipment rentals.
- Ideal for seasonal work, special events and emergency requirements.
- Eliminates ownership and maintenance costs.
- Always have the proper vehicles/equipment.
- Streamlined procurement/ordering process.
- Expanded STR offerings allows customers to rent a variety of different equipment pieces for entire projects.
- Summer demand is high - submit requests early.

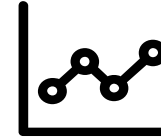
# Current Market Trends and Expected Impacts



Vehicle  
Availability



Vehicle Quantity  
Restrictions



Market Demand  
Trends



Delayed  
Deliveries

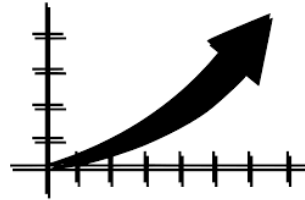


Zero Emission  
Vehicles

# What's new at GSA Fleet?



Fleet Electrification



Telematics



GSAFleet.gov

# Fleet Electrification

- Executive Order 14008 & EO 14057
- More zero-emission vehicle offerings
- EVSE BPA
- Partnered with GSA's Public Building Service
- Fleet card acceptance at public charging
- Information is available at:
  - [www.gsa.gov/afv](http://www.gsa.gov/afv) & [www.gsa.gov/evse](http://www.gsa.gov/evse)

## Today



1:00 PM

EO 14057 & Gov-wide  
Electrification  
Progress

2:15 PM

EVSE Best Practices:  
Agency Wide & Site  
Level

3:30 PM

ZEV Planning

# Electric Vehicle Supply Equipment (EVSE)

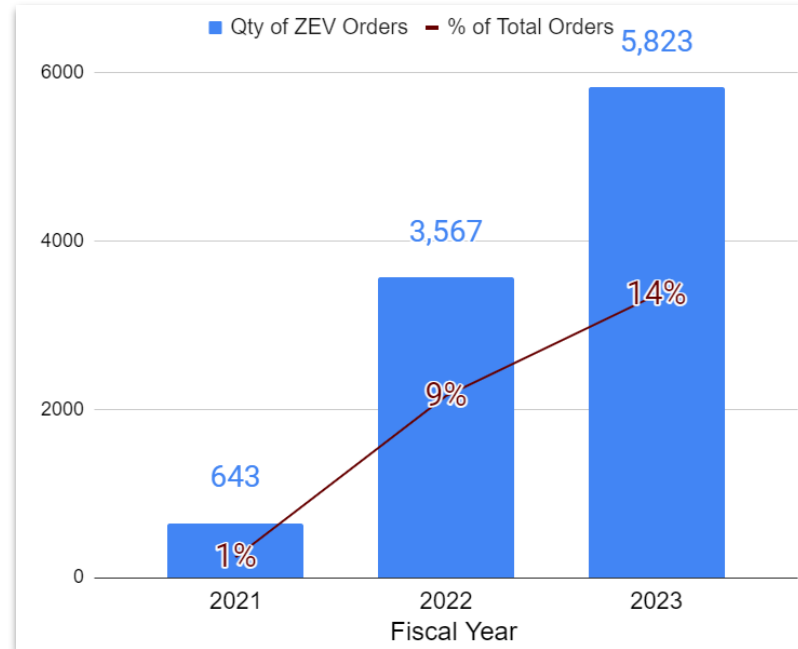


*GSA is the one-stop shop for fleet electrification*

- Streamlined contracting vehicle
- Pre-competed
- Pricing discounts
- Technical evaluation of products
- Includes additional requirements to MAS such as IT security

# Zero-Emission Vehicles

- ZEV acquisitions continue to rise
- Increased offerings and more allocation
- Starting to see price decreases or at least stabilization
- GSA continues to provide training and engagement





# Telematics

*Most new leased vehicles come equipped with telematics.*

- **Cost effective:** base service comes standard with leased vehicles; optional enhanced subscription.
- **Seamless:** GSA facilitated installation & no procurement activities required.
- **Advantages:** Automated mileage reporting, EV energy consumption, and other maintenance data.
- **Secure:** FedRAMP Cybersecurity Certification, no GPS option.



**Today**

2:15 PM

Connected  
Vehicle

With Telematics



# GSAFleet.gov

## Total System Modernization

- ✓ Increased automation
- ✓ Expansion of offerings
- ✓ Centralized services

### Today

3:30 PM  
GSAFleet.gov - What is  
Coming  
and Customer Feedback

## Coming in 2024

- Vehicle purchasing
- Vehicle leasing ordering
- More reporting and management functions

For more information email us at:  
[fleetsystemsmodernization@gsa.gov](mailto:fleetsystemsmodernization@gsa.gov)

# Training Opportunities

- Federal Fleet Manager Certification Program (FFMCP)  
[www.gsa.gov/ffmcp](http://www.gsa.gov/ffmcp)
- Desktop Workshops  
<https://www.gsa.gov/gsa-fleet-training>
- Defensive Driving  
<https://drivethru.gsa.gov>



# Questions?

[gsafleet@gsa.gov](mailto:gsafleet@gsa.gov) |

[www.gsa.gov/gsafleet](http://www.gsa.gov/gsafleet)



