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
2. Vehicle Leasing
3. Vehicle & Equipment Rentals
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/](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  |  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
- Acquisition
- Maintenance & Accident Mgmt
- Safety
- GSA Fleet.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 turnover, vehicles enter GSA Fleet’s normal replacement schedule.

Contact us to consolidate at 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 & www.gsa.gov/evse
GSA is the one-stop shop for fleet electrification

- Streamlined contracting vehicle
- Pre-competited
- 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
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.
Total System Modernization

✓ Increased automation
✓ Expansion of offerings
✓ Centralized services

Coming in 2024

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

For more information email us at: fleetsystemsmodernization@gsa.gov

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GSAFleet.gov - What is Coming and Customer Feedback
Training Opportunities

• Federal Fleet Manager Certification Program (FFMCP)
  www.gsa.gov/ffmcp

• Desktop Workshops
  https://www.gsa.gov/gsa-fleet-training

• Defensive Driving
  https://drivethru.gsa.gov
Questions?

gsafleet@gsa.gov | www.gsa.gov/gsafleet