



U.S. General Services Administration

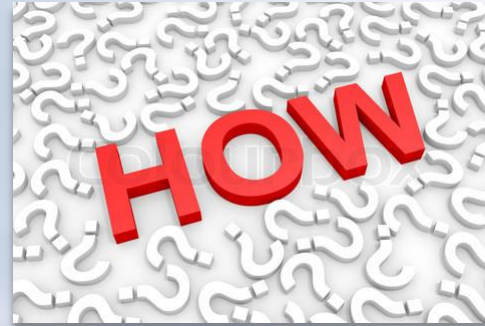
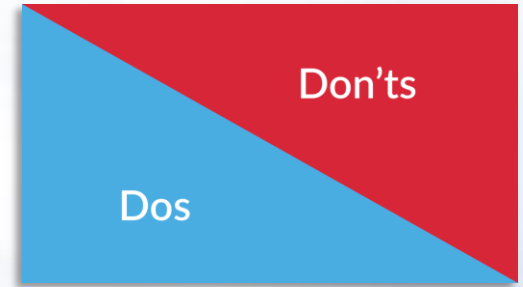
# GSA Fleet Acquisition Update

Amber Robles  
Miguel Welanetz

# FedFleet 2018



# WHAT WILL WE COVER IN THIS SESSION?



**FedFleet** 2018



# GSA Motor Vehicle Management Value Proposition

Right Vehicle

Right Price

Great Service

and the data required to effectively and efficiently  
manage a fleet

**FedFleet** 2018



# GSA FLEET ACQUISITION PHILOSOPHY

- Provide lowest cost, 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 such as optional equipment and a configuration that creates alternative low bid.
- Replace eligible vehicles prudently.

**FedFleet** 2018



# ACQUISITION TERMINOLOGY

**AutoChoice** – GSA Automotive’s Web-based tool for government-wide vehicle purchasing

**AMP** – GSA Fleet’s internal Web-based ordering tool

**Customer Acquisition Module (CAM)** – an ordering tool accessed through Fleet Drive-thru that allows customers to gain consensus on the replacement of leased vehicles

**Federal Vehicle Standards** – specifications of vehicle requirements by SIN

**FedFleet** 2018



# ACQUISITION TERMINOLOGY

**Eligible Vehicle** – a vehicle that meets the GSA Fleet's replacement criteria

**Replaced Vehicle** – an eligible vehicle that is ordered against

**Replacement Vehicle** – the new vehicle being delivered

**Additional Vehicle** – A vehicle that is not replacing a GSA Fleet leased vehicle.....could be replacing an Agency Owned Vehicle, commercially leased vehicle, or simply an additional requirement

**FedFleet** 2018



# ACQUISITION TERMINOLOGY

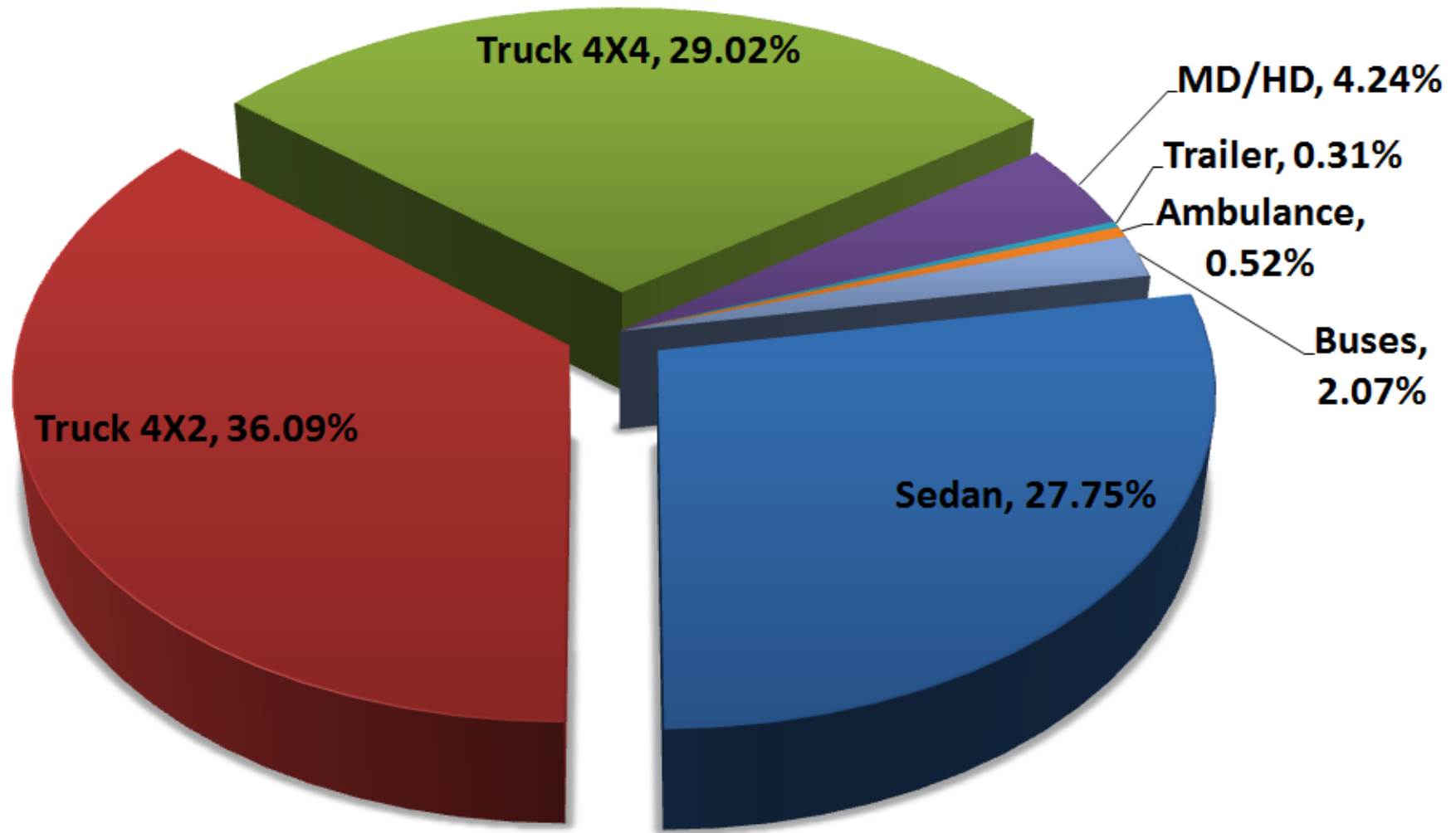
**Consolidation** – conversion of an agency-owned Fleet to a GSA Fleet-leased fleet. An agency's vehicles are “assimilated” into GSA's leased fleet to benefit from the cost per mile savings

**Consolidated Vehicle** – a vehicle that is owned by a customer agency one day and GSA Fleet the next

**FedFleet** 2018



# GSA FLEET CURRENT INVENTORY



**FedFleet** 2018





# ACQUIRING VEHICLES - PURCHASE

## We buy **LOW BID/ BEST VALUE**

- Required by regulation and common sense
- Ensures greatest discounts

## How we pay for vehicles

- Rates
- Vehicle sales proceeds
- AFV surcharges

**FedFleet** 2018



# ELIGIBLE REPLACEMENT VEHICLES: MINIMUM REPLACEMENT GUIDELINES

Vehicle Type	Replacement Criteria
Sedans	3 years AND 36,000 miles; 4 years AND 24,000 miles; 5 years AND Any miles; or Any year AND 75,000 miles
Hybrid Sedans	5 years AND 60,000 miles; 7 years AND Any miles; or Any year AND 85,000 miles
Light Trucks (4x2 & 4x4)	7 years OR 65,000 miles (Non-Diesel); 8 years OR 150,000 miles (Diesel); 7 OR 90,000 (Hybrid)
Medium Trucks (4x2 & 4x4)	10 years OR 100,000 miles (Non-Diesel); 10 years OR 150,000 miles (Diesel)
Ambulances	7 years OR 70,000 miles (Non-Diesel); 7 years OR 100,000 miles (Diesel)

**FedFleet** 2018



# CUSTOMER ACQUISITION MODULE (CAM)

## Upcoming Key Dates:

February 12 – Mid-level selections due to HQ

March 12 – Deadline for HQ approvals

## CAM Issues/Concerns:

Email [gsa.fleet.acquisition@gsa.gov](mailto:gsa.fleet.acquisition@gsa.gov)

Provide customer number, access code, summary of issue and screenshots, if possible.

## FY18 CAM Training Video:

<https://www.youtube.com/watch?v=397bJpZTqnl&feature=youtu.be>

**FedFleet** 2018



# CUSTOMER ACQUISITION MODULE (CAM)

Dates	Critical Event
12 February 2018	Mid-Level Customer Vehicle Selections due to HQ in CAM
12 March 2018	HQ Approval Due and Selections Sent to FSRs CAM Selection Period Ends
02 April 2018	Light-Duty Vehicle Order Creation Deadline
Throughout 2018... (Varies)	Vehicles Shipped and Delivered
Ongoing as deadlines pass...	CAM AUTO-PUSH!

**FedFleet** 2018



# CUSTOMER ACQUISITION MODULE (CAM)

**Adhering to deadlines is critical to a successful cycle:**

- Allows GSA Fleet to finish bulk of refreshing the fleet expeditiously
- Avoids manufacturer close-outs; which may require change of vehicle type and option availability, increased cost, etc.
- Ensures customers receive their replacement vehicles earlier

**FedFleet** 2018



# CUSTOMER ACQUISITION MODULE (CAM)

## Auto Forward feature:

- CAM selections that miss established deadlines will be auto forwarded to the next level by GSA Fleet HQ
- Customers will receive advance notice of the upcoming push and notification after it has occurred
- Drive-thru statuses will identify which selections were auto forwarded

**FedFleet** 2018



# CUSTOMER ACQUISITION MODULE (CAM)

## New CAM Additional Module:

- Automates and streamlines the additional vehicle request process
- Eliminates back and forth communication with agency HQ via spreadsheets and emails
- Ensures agency HQ approval is obtained prior to creating the additional vehicle request/vehicle requisition
- Allows for easier tracking of requests from initial request through request fulfillment

**FedFleet** 2018



# Additional Vehicle Request Process

1. Customer loads additional vehicle request into GSA Fleet Drive-thru Additional Module.

2. Selection goes to next level for review/approval. Rejected requests will return to prior level for changes. Approved requests will go to next level for approval.

3. Once HQ POC approves request, it will be routed to the appropriate FMC for review (based off BOAC, GSA Delivery State, and City).

4. FSR will attempt to fill request via available inventory when possible. If not, the request will be reviewed and approved if funding permits.

**FedFleet** 2018





# CUSTOMER ACQUISITION MODULE (CAM)

## Fulfillment of additional vehicle requests:

- Important note – these are requests and not guaranteed
- Requests will be filled via turn-in when possible
  - FSR will coordinate with the local customer
- If not possible, requests will be filled via new vehicle requisitions as funding allows
  - Ensure there are no delinquent bills for the requesting BOAC

**FedFleet** 2018



# WHAT CAN YOU LEASE FROM GSA FLEET?



**Sedans**



**Pickups**



**SUVs**



**Buses**



**Ambulances**



**Trailers\***



**Tankers\***

**Medium Duty &  
Heavy Duty**



**FedFleet** 2018



# SPECIALIZED EQUIPMENT EXCLUDED FROM GSA FLEET SUPPORT

- Snowmobile
- Snow Plow/ blower – Large Capacity
- Material Handling Equipment (Forklifts)
- All Terrain Vehicles (ATVs)
- Scooters
- Motorcycles
- Truck, Trash Container (hoisting Dempster Dumpster) (Roll Back)
- Truck, Waste Disposal
- Truck, Trash Compactor
- Truck, Cash & Valuable Cargo (Armored Car)
- Armored Cars (Limousines)
- Truck, Spreader (Large body mounted on cab & Chassis for lime, phosphate, cinders, sand, etc.)
- Truck, Cement Mixer
- Truck, Mobile Lab
- Truck, Sewer Cleaning
- Truck, Vacuum
- Truck, Beverage Body
- Truck, High Lift Aircraft Loading
- Truck, Ammunition w/ Hydraulic Crane
- Truck, Field Servicing (fuel, oil, lube)
- Truck, Tire Servicing
- Truck, Overhead Maintenance Aerial w/ Bucket
- Truck, Maintenance, Pole and Line Construction (Digger Derrick)
- Truck, with Special Purpose bodies (Chipper, Grain, Veterinary, Catering, Livestock, Gas Cylinder, Cryogenic, Chemical Sprayer, Core Drilling, Coal Hopper, Crane, Pressurized Liquid or Gas Transport)
- Aircraft Tug
- Street Sweepers
- Trailers Special Purpose, (Auto Transport, Dump, Reel, Office, Logging, Horse, Pole, Hazardous Material, Fuel)
- Hearse
- Truck, Tank Water or Fuel
- Truck, Aircraft Refueler
- Truck, Food Service
- Yard Tractors/Spotter Tractors
- Aftermarket Converted Alternative Fuel Vehicles
- Golf Carts/Low Speed Electric Vehicles

**FedFleet** 2018



# BENEFITS OF RIGHTSIZING



Cost per Mile



GHG Score



Vehicles in Inventory



Mission Success



# FedFleet 2018



# MODELS MOST PROCURED FOR LEASING FY17 vs. FY16

## FY17

MODEL	QUANTITY
FUSION HEV	3,314
FOCUS	3,231
GRAND CARAVAN	2,021
MALIBU	1,826
RAM 1500	1,513
F150	1,074
CG3300	935
TRANSIT CONNECT	903
CMAX HEV	801
K2500HD	740

## FY16

MODEL	QUANTITY
FOCUS	3,538
RAM 1500	2,984
SONATA HYBRID	2,570
GRAND CARAVAN	2,228
F250	1,364
200	1,348
TRANSIT CONNECT	1,242
EXPLORER	1,068
TRANSIT150	830
MALIBU	807

**FedFleet** 2018



# FY17 **GREEN** SUMMARY

**Total Vehicles Ordered – 33,573**

**Total AFVs (Including Low-GHG Gas) – 26,615 79.5%**

**Low-GHG Gasolines – Total AFVs + Low-GHGs – 3,891 11.9%**



**FedFleet** 2018



# FY18 BEST VALUE SEDANS



## Hyundai Elantra (8C)

50 State Emissions

Low GHG

Purchase Price - \$14,544.00

\$172/mo. \$0.13/mi.

**No Incremental Cost**

33 mpg combined



## Hyundai Sonata (9C)

50 State Emissions

Low GHG

Purchase Price - \$18,370.89

\$197/mo. \$0.13/mi.

**No Incremental Cost**

29 mpg combined

**FedFleet** 2018



# Best Value Sedan Comparison

	Hyundai Elantra	Hyundai Sonata
SIN	8C	9C
Extension	1YGG	1YGG
Drive Type	FWD	FWD
Fuel Type	Gasoline Dedicated	Gasoline Dedicated
Front head room (cu.in.)	38.8	40.4
Front leg room (cu.in.)	42.2	45.5
Front hip room (cu.in.)	53.4	55.3
Front shoulder room (cu.in.)	56.2	57.9
Rear head room (cu.in.)	37.3	38.0
Rear leg room (cu.in.)	35.7	35.6
Rear hip room (cu.in.)	51.9	56.1
Rear shoulder room (cu.in.)	55.3	56.5
Passengers	5	5
Passenger vol. (cu. ft.)	95.8	106.1
Cargo vol. (cu. ft.)	14.4	16.3
Total interior volume	131.3	122.4
Monthly Rate	\$172.00	\$197.00
Mileage Rate	\$0.126	\$0.132
Purchase Price	\$14,544.00	\$18,309.28
Incremental	\$0.00	\$0.00
MPG (City/Hwy/Comb)	29/38/33	25/36/29
Low GHG	Yes	Yes

**FedFleet** 2018





# FY18 HYBRID SEDANS



**Hyundai Ioniq (8H)**

**\$19,846.50**  
**\$172.00 / mo.**  
**\$0.109 / mi.**

**Incremental - \$5,908.50**  
**City/Hwy/Comb - 57/59/58**



**Ford Fusion Hybrid (9H)**

**\$18,685.00**  
**\$197.00 / mo.**  
**\$0.109 / mi.**

**Incremental - \$946.37**  
**City/Hwy/Comb - 43/41/42**

**FedFleet** 2018



# Hybrid Sedan Comparison

	Hyundai Ioniq - HEV	Ford Fusion Hybrid
SIN	8H	9H
Extension	1YH	1FH
Drive Type	FWD	FWD
Fuel Type	Gasoline Hybrid	Gasoline Hybrid
Front head room (cu.in.)	39.1	39.2
Front leg room (cu.in.)	42.2	44.3
Front hip room (cu.in.)	53.8	55
Front shoulder room (cu.in.)	56.1	57.8
Rear head room (cu.in.)	37.4	37.8
Rear leg room (cu.in.)	35.7	38.3
Rear hip room (cu.in.)	52.9	54.4
Rear shoulder room (cu.in.)	55.0	56.9
Passengers	5	5
Passenger vol. (cu. ft.)	96.2	102.8
Cargo vol. (cu. ft.)	26.5	14.0
Total interior volume	122.7	116.8
Monthly Rate	\$172.00	\$197.00
Mileage Rate	\$0.109	\$0.109
Purchase Price	\$19,946.50	\$18,685.00
Incremental	\$5,908.50	\$946.37
MPG(City/Hwy/Comb)	57/59/58	43/41/42
Low-GHG	Yes	Yes

**FedFleet** 2018



# New Vehicles for FY18

## 8H – Hyundai Ioniq HEV



**FedFleet** 2018



# New Vehicles for FY18

## 98H – KIA Niro HEV



**FedFleet** 2018



# New Law Enforcement Vehicles for FY18

## 17H – Ford Fusion HEV Special Services Vehicle (SSV)

- No upfit package options available



**FedFleet** 2018



# New Vehicles for FY18

## 55L – F150 Police Responder (Pursuit Rated)

- No upfit package options available



**FedFleet** 2018



# FY18 LAW ENFORCEMENT UPFIT PROGRAM

## 29 Different Upfit Configurations

- LE Sedan upfit configurations – 7
- LE SUV upfit configurations – 6
- LE PU upfit configurations – 16

Please note - The 55L Ford F150 and 17H LE Ford Fusion Hybrid **DO NOT** have upfit options offered for FY18. The cost of upfit will be procured and paid by the customer agency.



**FedFleet** 2018



# FY18 Ambulances

## Standard Item Numbers Included in Program

- o Item 210 - Type I-AD, Conventional Cab-chassis, Additional Duty
- o Item 211 - Type I, Conventional Cab-chassis w/ Narrow Modular Body
- o Item 213 - Type III, Cutaway Cab-chassis w/ Narrow Modular Body
- o Item 215 - Type III-AD, Cutaway Cab-chassis, Additional Duty



Item 210



Item 211



Item 213



Item 215

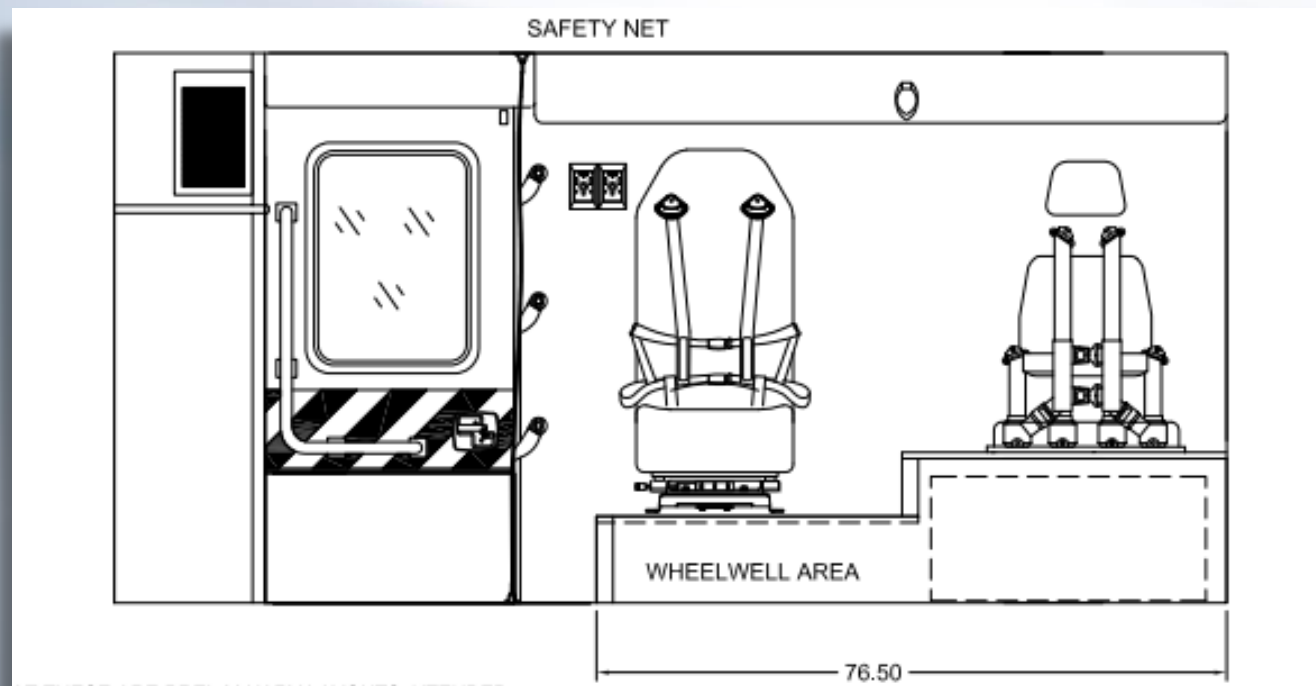
**FedFleet** 2018





# FY18 Ambulances

Introduced in FY17, the curbside seat configuration for SIN 211 and SIN 213 has changed. In accordance with Federal Specification KKK-A-1822 and SAE J3044, these ambulance types no longer have bench seating.



FY18 – Many agencies have standardized configurations. Customers should check with their FSR.

**FedFleet** 2018



# New for FY18 – New Option for SIN 213

## Option K01M – inTraxx inset storage system

- (13) sections inTraxx 40" wall tracks
- (3) SafePak mount, ITX-SPM
- (1) each, Red, Blue & White SafePak's with pouches
- (1) defib wall mount LP15, ITX-DW-LP15
- (1) bracket, SafePak mount for CS access door with strap



**FedFleet** 2018



# Standardized Packages and AREQs

- Agency Standardized Packages
  - Standardization and Consistency are key
  - Options authorized or requiring justification
- AREQs limited and mission essential only
  - IGCEs are required
- Options
- Ambulance Configuration Worksheet
  - Must be completed unless agency package is used
  - Only answer questions where deviating from standard
- Graphics
  - Only graphics included in an agency package
  - CPL option
- State EMS Requirements

**FedFleet** 2018



# Basic Ambulance Markings



Standard color and markings included on GSA ambulances for all SINs.

**FedFleet** 2018



# FY18 BUSES

***4,681 Buses Leased – Serving 29 Federal Agencies***

School and Adult Work Buses

Light-Duty Shuttle Buses

Medium-Duty Shuttle Buses

Intercity Motor Coach

Heavy Duty Transit Low Floor

**New for FY18 – E85 option on certain SINs.**

For More Information, Please Contact Your  
Local Fleet Service Representative (FSR)



**FedFleet** 2018



# Severe Off Road Vehicles

(AND ONE OTHER REQUIRING JUSTIFICATION)

- These vehicles are variations of the standard model.
- They are designed for terrain and conditions that may cause damage to the standard 4X4 model.
- Used for terrain without improved trails/roads and environmental conditions that would be difficult for a standard model.
- **REQUIRES JUSTIFICATION!**

**FedFleet** 2018



# SEVERE OFF ROAD VEHICLES

Ram Power Wagon – SIN 56R



**FedFleet** 2018



# SEVERE OFF ROAD VEHICLES

Jeep Wrangler Rubicon – SIN 112



**FedFleet** 2018





# SEVERE OFF ROAD VEHICLES

Jeep Cherokee Trailhawk – SIN 99B



**FedFleet** 2018



# SEVERE OFF ROAD VEHICLES

Ford F150 Raptor - SIN 46R,55R



**FedFleet** 2018



# SEVERE OFF ROAD VEHICLES

- Standard Items
  - Severe/Extreme/Trail Rated Off-road Package to include Suspension,
  - All Terrain Tires,
  - 2-speed Transfer Cases,
  - Automatic Traction Control or Special Traction Differential,
  - Skid Plate(s)
- OEM graphics are not included on these vehicles

**FedFleet** 2018



# Other Vehicles Requiring Justification

## Chevrolet Suburban – SIN 108



- 4X4 SUV, FULL SIZE, 4 DR, 9 PASS
- 11,000 lbs. GVWR
- Maximum Payload 4,405 lbs.
- 500 lb. towing capacity



# 2010 Volvo XC70



(Yes, it is a station wagon)

**FedFleet** 2018



# HAVE A QUESTION ON...

Acquisition or CAM

[gsa.fleet.acquisition@gsa.gov](mailto:gsa.fleet.acquisition@gsa.gov)

AFVs

[gsafleetafvteam@gsa.gov](mailto:gsafleetafvteam@gsa.gov)

Fleet Solutions

[fleetsolutions@gsa.gov](mailto:fleetsolutions@gsa.gov)

Vehicle Buying

[vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov)

**FedFleet** 2018

