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GSA Fleet Overview and Offerings

GSA Office of Fleet Management

GSA Fleet Value Proposition

GSA Office of Fleet Management

- Mandatory source for non-tactical Vehicle Purchasing (FPMR 101-26.501)
  - Mission and agency directive, funding type or appropriations may determine whether agency leases or buys
  - AutoChoice on-line ordering tool
  - Professional engineering services including technical assistance and vehicle design services;
  - Professional contracting teams and customer service staff;
  - Assistance with schedule 23V ordering

- Non-mandatory source for Vehicle Leasing
  - Own and operates ⅓ of the Federal Fleet
  - Full service leasing provider
  - Over 206,000 leased vehicles
  - Domestic and overseas operation
  - Reliable funding (revolving fund)

Agenda

- Leasing with GSA Fleet
  - Network
  - Benefits
  - Offerings
  - Card Benefits
  - Fleet Overview and Cost Savings
- Offerings
  - Implementing Operational Efficiency
  - *Fleet planning, Fuel Considerations, Geographic Considerations, and Driving habits*
  - Current GSA Offerings
- Questions

Overview, Card Benefits, Solutions

Leasing with GSA Fleet

GSA Fleet Leasing Network

- Dedicated and knowledgeable Customer Service Staff
- Engineers for non-standard assistance
- National Maintenance Control Center: trained technicians to authorize maintenance and repairs over $100 and recommend service shops
- Accident Management Center: customer solution when involved in accidents in GSA Fleet vehicles
- Loss Prevention Team: provide active fleet card monitoring for fraud, waste and abuse

Benefits of GSA Leasing

- Online ordering
- Large Selection
- FY19 prices averaged 41.3% below the dealer's invoice
- Predictable budget planning & no agency capital outlay
- All-inclusive rates
- Automated information systems
- Guaranteed vehicle replacements: modern, safe, efficient
- Reduce fleet administrative burden
- Less vehicle downtime
- Streamlined fleet solutions
- GSA Fleet Card with Loss Prevention Team

GSA Vehicle Offerings

- Sedans
- Police Use Vehicles
- Light Trucks 4X2 and 4X4
- Stake, Dump and Utility Trucks
- Cab and Chassis Vehicles
- Medium and Heavy Duty Trucks
- Buses
- Ambulances
- Wreckers and Carriers

GSA Fleet Rates

An all-inclusive monthly and mileage rate that covers:

- Vehicles and Replacements
- Vehicle Information Management System
- Maintenance & Accident Management
- Fuel
- Fleet Card and Tag Management
- Disposal of Replaced Vehicles

GSA Fleet Card

- Each vehicle assigned a GSA Fleet card to purchase:
  - Fuel
  - Minor maintenance and repair of government-owned or operated vehicles
  - vehicle-related accessories <$100 dollars

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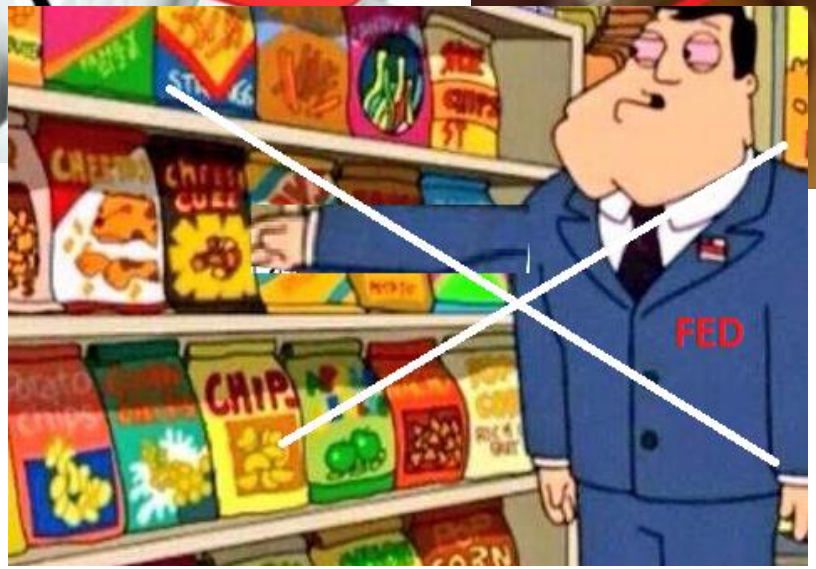
Loss Prevention Team



Fleet Overview – Driving Efficiency

Government-wide Purchases Through GSA							
	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Total Vehicle Purchases	63,352	54,964	50,114	41,643	58,050	47,409	53,013
% AFV Purchases	67%	80%	75%	82%	81%	83%	83%
AFV Offerings	291	502	894	1,537	1,513	1,632	1,783
Improved MPG (GSA leased vehicles)	24%	21%	15%	19%	21%	13%	14%

GSA Fleet Cost Saving Efforts

- No increase in leasing rates the past 5 years
- Government-wide annual cost per vehicle by ownership:

	Agency Owned	Commercially Leased	GSA Fleet Leased
FY2011	$7,062	$13,103	$5,757
FY2012	$7,026	$8,058	$5,872
FY2013	$7,434	$14,258	$5,735
FY2014	$7,583	$14,995	$5,524
FY2015	$7,519	$10,319	$4,682

Cost Per Mile Comparison

Federal Ownership Type	FY2013	FY2014	FY2015
Agency Owned	$1.0610	$1.1193	$1.0474
Commercially Leased	$1.0088	$0.8257	$1.0474
GSA Fleet Leased	$0.6503	$0.6761	$0.5739

Federal Fleet Requirements, Solutions, Offerings

Federal Requirements

Law/Mandate	Requirements
Fleet Management Regulation (§102-34.50)	Agencies may only obtain the minimum size of motor vehicle necessary to fulfill mission and must obtain motor vehicles that achieve maximum fuel efficiency, limit motor vehicle body size, engine size and optional equipment to what is essential to meet your agency's mission
Executive Order 13834: Efficient Federal Operations	➢ Revokes EO 13693 (2015) ➢ Implementing Instructions published by CEQ ➢ To measure performance on efficient fleet management, agency progress will be assessed based on the statutory requirement for reducing petroleum consumption by 20 percent by 2015 relative to a FY 2005 baseline and demonstrating annual each fiscal year (42 U.S.C. § 6374e(a)(2)).

Energy Independence and Security Act of 2007 (EISA)	➢ Acquire only low-GHG emitting vehicles with some exceptions
	  ➢ MY17 Passenger Cars: 300 g/mile max CO2 emission (295 for MY18)
	  ➢ MY17 Light-Duty Trucks: 375 g/mile max CO2 emission

Energy Policy Act 1992/2005 (EPAct)	➢ 75% of light duty vehicle acquisitions must be alternative fuel vehicles in metropolitan areas

FY19 Electric Vehicles

Offered by GSA Fleet

NEW! 8E Nissan Leaf

150 Mile Range

Purchase
$29,642.49

Lease
$195/month, $.054/mile

Incremental
$16,133.74

NEW! 8E GM Bolt BEV

238 Mile Range

Purchase
$32,320.00

Lease
$195/month, $.054/mile

Incremental
$18,811.25

Only available in ZEV states: CA, CT, MA, ME, MD, NJ, NY, OR, PA, RI, VT

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FY19 Plug-in Hybrid Electric Vehicles

Offered by GSA Fleet

Subcompact Sedans

8P Chevrolet Volt PHEV

Purchase: $29,997.00
Lease: $195/month, $.088/mile
Incremental: $16,488.25

8P Hyundai IoniQ PHEV

Purchase: $21,410.99
Lease: $195/month, $.08/mile
Incremental: $7,902.24

Compact Sedans

9P Ford Fusion Energi PHEV

Purchase: $27,646.73
Lease: $216/month, $.099/mile
Incremental: $10,639.34

9P Hyundai Sonata PHEV

Purchase: $26,870.04
Lease: $216/month, $.09/mile
Incremental: $9,862.65

NEW! Minivan

20P Chrysler Pacifica PHEV

Purchase: $38,458.78
Lease: $228/month, $.19/mile
Incremental: $17,341.70

Federal Sustainability Requirements for Products Purchased with Fleet Card

- Ensure that re-refined engine lubricating oil and retread tires are purchased if available
- Recycled, bio-based, FEMP-designated or non-ozone depleting products should be used where practical
- For alternative fuel vehicles, agency cardholders must purchase alternative fuel where readily available at a reasonable cost

Implementing Sustainability: Fleet Planning

Optimizing Your Fleet

Greater ability to meet federal requirements

Reduced agency fleet costs

How to Optimize

- Know your agency and your fleet
- Clearly define agency mission and goals
- Use the tools available to you
- Explore all available vehicles and options
- Use vehicle allocation methodology (VAM)
- Right-size vehicle fleet
- Have a mixed fuel portfolio
- Substitute vehicles for Fleet Solutions
  - Use Dispatch Reservation Module and look to Motorpool options
  - Look to STR/Short term rentals in place of vehicles that are sitting

Improving Overall Fleet Sustainability

FUEL ECONOMY				
	More Green	←		**Less Green**
Size	Small			Large
Transmission	Continuously Variable (CVT)			Automatic
Vehicle Class	Sedan			Truck/SUV
Advanced Powertrain	Battery/Electric	Hybrid	Diesel/CNG/E 85	Gas
Engine Displacement	Smaller			Bigger
Vehicle Weight	Lighter			Heavier
Cylinders	Less			More
Age	Younger			Older

Why More Efficient Vehicles?

GHG Emission Reductions

No/less fleet GHG emissions from use of electricity

Operating costs

Lower fuel cost per mile and maintenance costs

Support market development

Lead by example in growing the electric vehicle market

Performance

Quiet, comfortable, and quick

Ancillary Services and Solutions

- AFV Guide & Tool
- Desktop Workshops
- Dispatch Reservation Module
- Electric Vehicle Charging Station Solutions
- FedFMS
- Newsletters

- Short Term Rental (STR) Program
- Standardized Law Enforcement Upfit Packages
- Telematics
- Training & Education
- Vehicle Consolidations

Automated Solutions

Data to effectively and efficiently manage your fleet

Assist with compliance

Delivery national security

Access to detailed information

Ability to find vehicles that meet your needs

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Electric Vehicle Charging Infrastructure

Level 1

2-5 miles of range per hour of charging

120V charging, 7-21 hours for full charge. Charging cord provided standard with vehicle.

Harder to capture data by vehicle. Least expensive.

Level 2

10-20 miles of range per hour of charging

240V charging. 2-5 hours for full charge. Stations can collect data with optional data/network services.

Works with any type of PHEV/EV. Moderately expensive.

Level 3 (DC Fast Charging)

60-80 miles of range per 30 minutes of charging

480V charging. Delivers full charge in 30 minutes-1 hour. Stations can collect data.

Not all EVs can use all DC fast charger connection types. Most expensive.

Telematics

- BPA - 2 Categories Awarded
  - Category 1 - GPS Tracking
    - Speed, location data, Idling, utilization
  - Category 2 - GPS Tracking & Vehicle Diagnostics
    - Speed, location data, Idling, utilization AND Maintenance, Fuel Consumption, Emissions

Description	GPS Tracking	GPS with Vehicle Diagnostics
Device (per unit)	$100.00	$100.00
Installation (per unit)	$46.55	$46.55
Monthly Wireless Plan & Web Access	$10.00	$12.00
Total Upfront Costs	$146.55	$146.55
Annual Service Cost	$120.00	$144.00

Customer Feedback

We're Listening

- Modernized GSA Fleet Drive-thru and AutoChoice Systems
- Provided new after hours roadside assistance program
- Released Customer Leasing Guide, inclusive of Fair Wear and Tear policy
- Increased training opportunities
- Streamlined the acquisition process for leasing customers
- Added order status as provided by the manufacturer in AutoChoice
- Facilities Vendor and Customer Self Service (VCSS) email notification
- Expanded WEX Acceptance

On the Horizon

- Fleet Drive-thru and FEDFMS modifications for FAST ALD reporting
- GSA Fleet2GO Mobile Application
- Federal Fleet Manager Certification Program

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Questions

Contact

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