



SmartPay®

Supporting your mission

U.S. General Services Administration

GSA FLEET OFFERINGS

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GSA SmartPay TRAINING FORUM

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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 and Equipment Rentals

4 Ancillary Services

Vehicle Purchasing Overview

- Mandatory source for all nontactical vehicles.
 - Over 40,000 vehicles purchased in FY23, valued at \$1.9B.
 - GSA Fleet leasing is the biggest customer
- Leverage the buying power of the Federal Government and achieve outstanding discounts below dealer invoices
- 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 | vehicle.buying@gsa.gov

Leasing

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

Leasing Offering Features



Fleet Service Representative



Fleet Services Card



Acquisition



Maintenance and Accident Management



Safety



GSA Fleet.gov and 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



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

Vehicle listing finalized and both sign a Memorandum of Agreement.

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

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

Short Term Rentals

- 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 allow 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

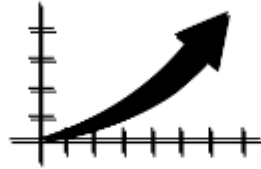


Zero Emission
Vehicles

What's new at GSA Fleet?



Fleet Electrification



Telematics



[GSAFleet.gov](https://www.gsa.gov/transaction/gsa-fleet)

Fleet Electrification

- Executive Order 14008 and 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 and www.gsa.gov/evse

Electric Vehicle Supply Equipment (EVSE)

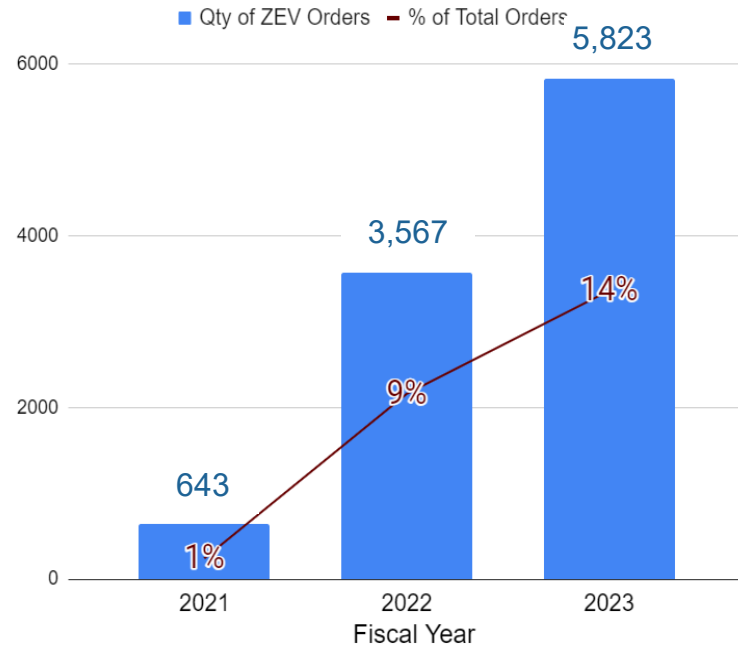
GSA is the one-stop shop for fleet electrification



- Streamlined contracting vehicle
- Precompeted 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 and no procurement activities required
- **Advantages:** Automated mileage reporting, EV energy consumption, and other maintenance data
- **Secure:** FedRAMP Cybersecurity Certification, no GPS option

GSAFleet.gov

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

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



