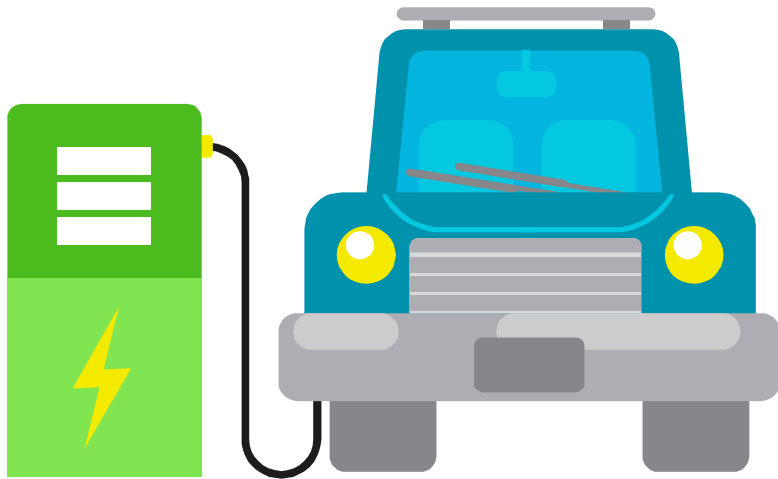


# Learn How to Procure Zero Emission Vehicles (ZEVs) and Access GSA's Vehicle Contracts

GSA Fleet  
Desktop Workshop



# Agenda



- ❖ GSA Fleet Overview
- ❖ Tribal Eligibility
- ❖ Zero Emission Vehicles (ZEVs)
- ❖ GSA Fleet ZEV Offerings
- ❖ How to Work With GSA
- ❖ Question and Answer

# GSA Fleet Value Proposition



Right Vehicle



Right Price



Great Service



Required Data

# GSA Fleet Offerings



## Purchasing

- 38K -50K vehicle purchases annually
- Mandatory source for new non-tactical vehicles
- Multi-year contracts that leverage government-wide buying power to achieve significant discounts



## Leasing

- 227K vehicles, across 80+ federal organizations
- Non-mandatory, best-in-class solution
- Leasing benefits include: telematics, acquisition, fleet card services, dedicated service representative, maintenance & accident mgmt, safety mgmt, online tools & reporting, and remarketing



## Rental

- Vehicle rentals (up to 120 days) / equipment rentals (up to 365 days)
- Ideal for seasonal work, special events, surge and emergency requirements
- Rental benefits include: access to a streamlined procurement process, vehicles/equipment come with a ready-to-use fuel card, ability to add drivers at no additional cost

# GSA Fleet Vehicle Purchasing



## Vehicle Contracts

- Multi-year contracts based on product line
- Continuous solicitation for emerging technology
- Compliance with all regulations
- Dedicated engineering team
- Federal Vehicle Standards ensure vehicles are safe, durable, economical, and provide uniformity



## Benefits

- Online ordering tool for vehicle placement
- Manage agency-owned vehicles in GSAFleet.gov
- Large selection of vehicles: sedans, police use vehicles, light duty trucks, medium and heavy duty trucks, buses, ambulances, wheelchair vehicles, and wreckers and carriers
- More information at [www.gsa.gov/vehiclepurchasing](http://www.gsa.gov/vehiclepurchasing)

# GSA Fleet Leasing

You can use GSA Fleet to lease a wide variety of vehicle and fuel types for your agency. Features of GSA Leasing include:



Fleet Service Representative



Fleet Services Card



Acquisition



Maintenance and Accident Management



Safety



Online Tools & Telematics



Remarketing

## Benefits of GSA Leasing

- Streamlined Fleet Overhead
- Industry Expertise
- Guaranteed Vehicle Replacements
- Full Service
- Low Cost Provider through Shared Service
- Flexibility in Fleet Configuration and Size
- Automated Information Systems

# GSA Fleet Short-Term Rental (STR)

The GSA Fleet STR Program streamlines procurement for rental vehicles for less than 120 days and rental equipment for up to 365 days.



Ideal for seasonal work, special events and emergency requirements



Eliminates ownership and maintenance costs; STR charges are included on your GSA Fleet bill



Fuel cards are included



Expanded STR offerings allows customers to rent equipment for entire projects



Summer demand is high - submit requests early

## Vehicle & Equipment Rental Availability

- Sedans (all sizes), mini-vans, Sport Utility Vehicles (SUVs), light trucks, buses
- Passenger and cargo vans; box, flatbed, and stake trucks, refrigerated trucks and trailers
- Single and double axle conventional tractors
- Forklifts, scissors/boom lifts, generators, backhoes, dump trucks, excavators
- Drum rollers, light towers

# Tribal Eligibility



# Tribal Eligibility Depends on the Program

The authority to lease vehicles from GSA Fleet Management is distinct from purchasing vehicles

## Vehicle Purchasing

[40 U.S.C. §501 - 502](#)  
governs GSA Purchasing  
Programs

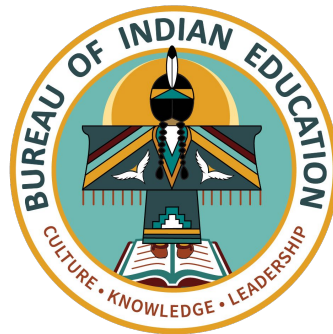
**VS.**

## Vehicle Leasing

[40 U.S.C. §601 - 611](#)  
governs the GSA Fleet  
Leasing program

# Who Determines Tribal Eligibility for Purchasing?

- GSA's Office of Government-wide Policy (OGP) determines eligibility requests for vehicle purchasing
  - 40 U.S.C. § 501 governs determining eligibility to use **all** GSA purchasing programs
  - OGP maintains a pre-approved list of eligible Tribes on their [Eligibility Determinations Website](#) (Use search feature under Item 1.)
  - Send requests for determinations to: [gsaeligibilitydetermination@gsa.gov](mailto:gsaeligibilitydetermination@gsa.gov)



# Who Determines Tribal Eligibility for Leasing?

- GSA Fleet, in coordination with GSA's Office of the General Counsel (OGC), make vehicle leasing eligibility determinations



# How Can I Access GSA Leased Vehicles?

1. **Federal Agency Sponsorship** - Agencies (DOI, HHS, HUD, etc.) lease vehicles from GSA and provide vehicles to tribal entities for their use
2. **Direct Tribal Access** - Legal authorities allow Tribes to lease vehicles directly from GSA Fleet to include:
  - Indian Self-Determination and Education Assistance Act ("ISDEAA"), Pub. L. No. 93-638, 88 Stat. 2203 (1975) (codified as amended at 25 U.S.C. § 5321, et seq.)
  - Tribally-Controlled Schools Act ("TCSA"), Pub. L. No. 100-297, 102 Stat. 130 (1988)(codified as amended at 25 U.S.C. § 2501, et seq.)
3. **Access as a Contractor** - The Contracting Officer of an awarded contract must authorize Contractor Use in accordance with [Federal Acquisition Regulation \(FAR\) Subpart 51.2](#)

# What Do I Need to Know About Tribal Eligibility Validation for Leasing?

- Validations are made on a continuous and ongoing basis
- Tribal organizations must submit documentation, to include:
  1. A signed contract, compact, grant, or agreement (including contract number, if applicable) issued under ISDEAA or TCSA; and
  2. A current funding agreement with an active period of performance.
- Tribal eligibility validation can take time, but is more efficient if all required documentation is provided to the local GSA POC (Fleet Service Representative or Fleet Manager)



# Who Can I Contact for Vehicle Leasing Information?

GSA Fleet Leasing has a vast network of local Fleet Service Representatives (FSRs)

- GSA.gov and Search “[Find a Fleet Service Representative](#)”
  - Provides an interactive map where you can search for an FSR by State
- Email - [gsa.fleet.acquisition@gsa.gov](mailto:gsa.fleet.acquisition@gsa.gov)



# Zero Emission Vehicles (ZEVs)

# Types of ZEVs

## BEVs

### 100% Electricity & Battery

Ranges 100-400

0 emissions

LD Acquisition Cost 50% more

Charging plentiful & # of models growing

## FCEVs

### 100% Hydrogen & Battery

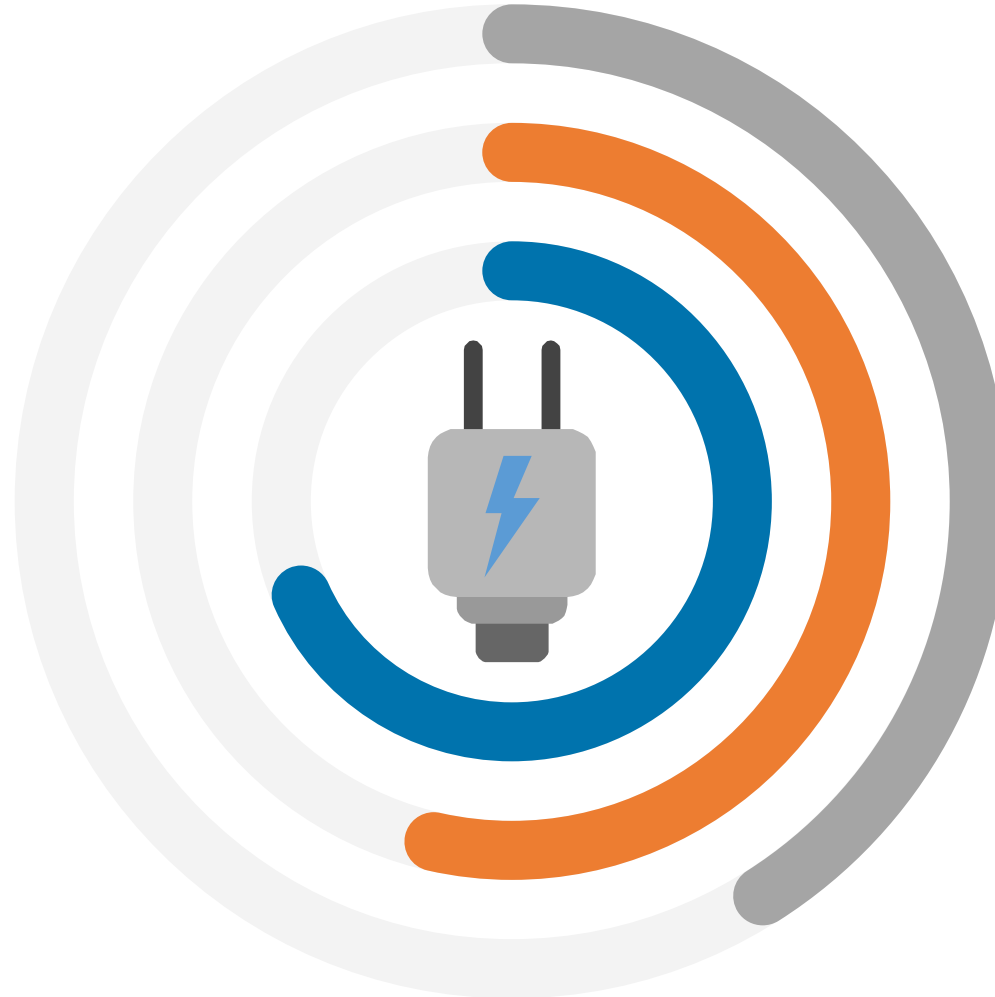
Ranges 350-450

0 emissions

LD Acquisition Cost 200% higher

Charging Limited (mostly in CA)

Models Limited (likely to take off in long-haul trucking or busing)



## PHEVs

### Gasoline + Electricity

All electric range: 20-50

Total Range (on gas): 310-640

15%–55% less tailpipe CO<sub>2</sub>






LD Acquisition Cost 50% more

Models Limited



# What are the Benefits of ZEVs?



-  Zero Emissions (potential)
-  More Efficient
-  Less Maintenance
-  Fuel Savings
-  Enhanced Performance
-  Opportunity for Off-Grid Energy Use/Generation

# U.S. Vehicle Electrification Initiative

## Advancing the EV Market

- FAST Act of 2015
- E.O. 14037 (50% of auto sales ZEVs by 2030)
- Infrastructure Bill - \$7.5B for ZEV Charging across U.S.
- Inflation Reduction Act
- Chips Act







## Leading by Example

- E.O. 14057 (100% of light-duty vehicle acquisitions as ZEV by 2027; 100% of all acquisitions as ZEV by 2035)
- Federal fleet electrifying today
- GSA providing charging infrastructure solutions to support ZEVs

## Opportunities

- Partner with industry and participate in ZEV/EVSE pilot programs
- Build out of charging infrastructure looking to off grid/renewable solutions where capacity doesn't exist
- Transition existing vehicles to ZEVs where they meet needs

# What to Expect: On the Road with a ZEV

-  Delivers instant power from a stop and glides effortlessly and quietly and it's more connected!
-  Use one pedal to come to a complete stop using regenerative braking technology and even gain back some lost range
-  Charging differs from fueling with gas
-  Fueling costs will be reduced by ~50% and potential for maintenance cost savings
-  Using extra energy to temperature control EVs in extreme heat or cold or towing can drain the battery faster. Other factors include terrain, vehicle model and extreme temperatures
-  Your EV will likely not need to be in the shop as much

# Considerations

- Will an *available* ZEV model meet mission requirements and policy?
- Is funding available?
- Charging the vehicle?
- Are there dealerships/service shops in proximity to vehicle's garage location that can service the ZEV?

# Overcoming Challenges



## Costs

Supplier Partnerships; Stretching Budgets, Aggregating Demand, Strategizing



## Model Availability

Focus first on infrastructure, electrify low hanging fruit



## Coordination & Change

Frequent internal and external training, assistance with planning



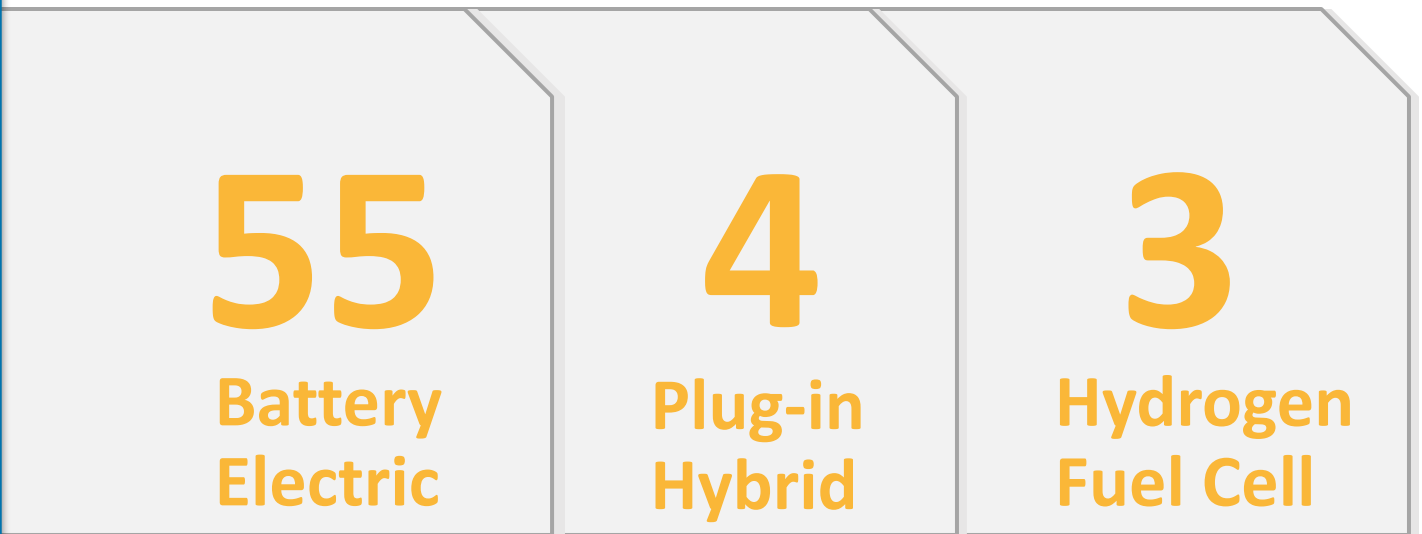
## Infrastructure

Turnkey solutions available for agencies in GSA and non-GSA managed space

# GSA Fleet ZEV Offerings

- Sedans
- SUVs
- Pickups
- Cargo Vans
- Stake trucks
- Tractors
- Shuttle Buses
- Transit Buses
- School Buses
- Work Buses
- Ambulances

# 62 ZEV Offerings



Download the [FY23 ZEV Fact Sheet](#) to see all of the current offerings!





# FY23 Light/Med. Duty ZEV Offerings

refer to [gsa.gov/afv](https://www.gsa.gov/afv) for latest ZEV fact Sheet and the [VAL](#) for the latest vehicle availability

## Sedans



- 8E Nissan Leaf
- 8E Chevy Bolt
- 9E Tesla Model 3

## Vans



- 20P Chrysler Pacifica
- 34E & 162E Ford e-Transit

## SUVs



- 98E Hyundai Kona
- 98E Chevy Bolt EUV
- 91/96E Ford Mach-E
- 91E/96E Hyundai Ioniq 5
- 98P Ford Escape PHEV
- 99P Lincoln Corsair
- 99P/112P Wrangler
- 100E/105E VW ID 4

## Pickups



- 55E Ford F150 Lightning
- 57E Hummer
- 57E Silverado

*\*Most are closed until our open season concludes in a few weeks*

# Light-Duty & Med Duty ZEVs

## Compact / Subcompact Sedan (BEV)



Name: Nissan Leaf  
SIN: 8E  
Price: \$37,232  
Incremental Cost: \$7,966h  
Range: 149/226 miles



Name: Chevy Bolt  
SIN: 8E  
Price: \$26,054  
Incremental Cost: \$4,825  
Range: 259 miles



Name: Tesla Model 3  
SIN: 9E  
Price: \$55,539  
Incremental Cost: \$29,434  
Range: 272 miles

## Minivan (PHEV)



Name: Chrysler Pacifica  
SIN: 20P  
Price: \$50,797  
Incremental Cost: \$9,928  
Range: 520 miles  
(32 all-electric)

## 4x2 SUV (BEV)



Name: Hyundai Kona  
SIN: 98E  
Price: \$35,348  
Incremental Cost: \$7,450  
Range: 258 miles



Name: Kia Niro  
SIN: 98E  
Price: \$28,994  
Incremental Cost: \$8,192  
Range: 560 miles  
(26 all-electric)



Name: Chevy Bolt EUV  
SIN: 98E  
Price: \$28,251  
Incremental Cost: \$423  
Range: 247 miles

## 4X2 SUV (PHEV)



Name: Ford Escape  
SIN: 98P  
Price: \$36,107  
Incremental Cost: \$8,202  
Range: 530 miles  
(37 all-electric)

## Cargo Van (BEV)



Name: Ford e-Transit  
SIN: 34E  
Price: \$53,394  
Incremental Cost: \$10,090  
Range: 150 miles

# Light-Duty ZEVs (cont.)

## 4X2 SUV (BEV)



Name: **Ford Mach-E**  
SIN: 91E  
Price: \$44,855  
Incremental Cost: \$15,375  
Range: 224 miles



Name: **Hyundai Ioniq 5**  
SIN: 91E  
Price: \$43,799  
Incremental Cost: \$14,330  
Range: 249 miles

## AWD SUV (BEV)



Name: **Ford Mach-E**  
SIN: 96E  
Price: \$61,598  
Incremental Cost: \$18,962  
Range: 300 miles



Name: **Tesla Model Y**  
SIN: 96E  
Price: \$74,475  
Incremental Cost: \$45,832  
Range: 279 miles



Name: **Hyundai Ioniq 5**  
SIN: 96E  
Price: \$49,541  
Incremental Cost: \$21,143  
Range: 344 miles

## 4X4 SUV (PHEV)



Name: **Jeep Wrangler**  
SIN: 99P  
Price: \$64,242  
Incremental Cost: \$34,584  
Range: 370 miles  
(22 all-electric)



Name: **Lincoln Corsair**  
SIN: 99P  
Price: \$49,343  
Incremental Cost: \$19,831  
Range: 430 miles  
(28 all-electric)



Name: **Jeep Wrangler Rubicon**  
SIN: 112P  
Price: \$61,140  
Incremental Cost: \$2,615  
Range: 370 miles  
(22 all-electric)

## 4X4 LD Pickup



Name: **Ford F-150 Lightning**  
SIN: 55E  
Price: \$46,034/\$58,784  
Incremental Cost: \$4,194  
Range: 230/320 miles

## 4X4 MD Crew Cab (BEV)



Name: **Hummer EV**  
SIN: 57E  
Price: \$113,618  
Incremental Cost: \$65,060  
Range: 350 miles



Name: **Chevy Silverado**  
SIN: 57E  
Price: \$76,398  
Incremental Cost: \$28,205  
Range: 400 miles

# Heavy Duty & Specialty

## Class 6 Delivery Van



Name: Global Enterprise/MOTIV (BEV)  
SIN: 3361E on MAS  
Price: \$467,142  
Incremental Cost: N/A  
Range: 105 miles

## Class 4/6 Box Truck



Name: Global Enterprise/MOTIV (BEV)  
SIN: 3361E on MAS  
Price: \$373,714  
Incremental Cost: N/A  
Range: 105 miles

## Class 4/6 Stake Bed Truck



Name: Global Enterprise/MOTIV (BEV)  
SIN: 55E  
Price: \$350,357  
Incremental Cost: N/A  
Range: 105 miles

## Ambulance



Name: EL 264 Transit EV (BEV)  
SIN: 212E  
Price: \$285,773  
Incremental Cost: \$156,206  
Range: 140 miles

## Wheelchair Van



Name: Ford E-Transit (BEV)  
SIN: 281E  
Price: \$103,020  
Incremental Cost: \$32,356  
Range: 150 miles

# Shuttle, Ambulance, Wheelchair & Coach

## HD Coach Bus



Name: MCI J4500e  
SIN: 397E  
Price: \$1,190,335  
Incremental Cost: \$482,786  
Range: 230 miles

## Low-Entry HD Coach Bus



Name: MCI D45CRTe LE (BEV)  
SIN: 398E  
Price: \$1,472,289  
Incremental Cost: \$816,515  
Range: 170 miles

## LD Shuttle Bus



Name: Starcraft Allstar (BEV)  
SIN: 241, 242, 341, & 342  
Price: \$273,792 - \$279,452  
Incremental Cost: \$166,650 - \$173,121  
Range: 90 - 130 miles

## Low Floor Transit Bus



Name: Proterra Catalyst (BEV)  
SIN: N/A  
Price: \$660,574 - \$771,869  
Incremental Cost: N/A  
Range: 49 - 350 miles

## Type C School Bus



Name: IC Bus PB10E (BEV)  
SIN: 320E, 322E  
Price: \$392,190 - \$396,780  
Incremental Cost: \$259,329 - \$263,251  
Range: 135 miles

# Transit Buses

## 34 Passenger 40 Foot



Name: Proterra ZX5+  
SIN: 377D  
Price: \$1,042,548  
Incremental Cost: \$535,065  
Range: 232 miles



Name: Gillig Low Floor Electric  
SIN: 377D, 377H  
Price: \$912,698  
Incremental Cost: \$406,488  
Range: 234 miles



Name: BYD K9M (BEV)  
SIN: 377D, 377H  
Price: \$894,707 - \$925,307  
Incremental Cost: \$388,673 - \$418,973  
Range: 160 - 200 miles



Name: New Flyer XBE40 (BEV)  
SIN: 377D, 377H  
Price: \$1,027,846  
Incremental Cost: \$520,506  
Range: 213 - 251 miles



Name: New Flyer XCF40  
SIN: 377F  
Price: \$1,271,070  
Incremental Cost: \$761,346  
Range: 240 miles

## 46 Passenger 60 Foot



Name: New Flyer XBE60  
SIN: 377E, 377I  
Price: \$1,517,385  
Incremental Cost: \$1,005,247  
Range: 153 miles



Name: BYD K11M (BEV)  
SIN: 377E, 377I  
Price: \$1,368,301  
Incremental Cost: \$857,624  
Range: 193 miles



Name: New Flyer XFC60 (FCEV)  
SIN: 377F  
Price: \$1,742,200  
Incremental Cost: \$1,227,858  
Range: 240 miles

# Funding Opportunities



Joint Office of  
**Energy and  
Transportation**

<https://driveelectric.gov/tribal-funding/>

**Bipartisan  
Infrastructure Bill**

Includes nearly \$230 million in funding for the Tribal Transit on Indian Reservations Program.

**Inflation  
Reduction Act**

Up to \$100K in direct pay for EV Charging Stations (Sec. 30C)

Up to \$40K for Zero-Emission Vehicles

# How to Work with GSA



# How to Work with GSA Vehicle Purchasing

- A. Request assistance through [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov)
- B. Vehicle Buying will reference the eligibility list maintained by OGP to determine if eligibility has been established. See [Eligibility Determinations Website](#); reference search feature Item 1.
- C. If the tribal entity is not on the list, Vehicle Buying will refer the request to OGP at [gsaeligibilitydetermination@gsa.gov](mailto:gsaeligibilitydetermination@gsa.gov) to make an eligibility determination.
- D. Once eligibility is determined, Vehicle Buying will refer the tribal entity to their sponsoring agency to obtain the Activity Address Code (AAC) needed for GSA ordering systems. The sponsoring agency is the agency issuing the contract, compact, grant or agreement.
- E. The sponsoring agency will work with GSA's Office of General Supplies and Services to obtain the AAC [ordermgmt@gsa.gov](mailto:ordermgmt@gsa.gov).
- F. The Tribal entity will then provide the AAC issued to GSA [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov).
- G. Vehicle Buying will verify the AAC is valid, assist the tribe with setting up an AutoChoice account, and provide training on the purchasing process.

GSA Fleet employees should contact [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov) or (844) 472-1200 to obtain up to date sponsoring agency point of contact information.

# How to Work with GSA Vehicle Leasing

- A. Request assistance through your Fleet Service Representative or send an email to: [gsafleet@gsa.gov](mailto:gsafleet@gsa.gov)
- B. GSA will work with our Office of General Counsel to determine eligibility for leasing assistance
  - GSA will review the underlying contract, compact, grant or agreement to establish that it is issued under an appropriate authority (ISDEAA or TCSA).
  - GSA will validate that the period of performance for the underlying contract, compact, grant or agreement is still active.
- C. Once eligibility is determined, GSA Fleet Service Representatives will assist with obtaining a Billing Office Account Code (BOAC), vehicle order placement and all other leasing services

# GSA Multiple Award Schedule (MAS)

## GSA Multiple Award Schedule:

- The GSA MAS Schedule provides the Federal community access to a variety of transportation and logistics products and services
- GSA can help walk you through the ordering process and assist in putting your acquisition package through Autochoice
- To find contract and production information, please visit [gsaelibrary.gsa.gov](https://gsaelibrary.gsa.gov)

## Offerings

- **Electric / Autonomous** vehicles and accessories (SIN 3361e)
- **Fire Fighting** apparatus and attachments
- **Law Enforcement** vehicles and attachments
- **Special Vocational** vehicles and attachments
- **Construction** equipment and attachments
- **Snow Maintenance** equipment
- **Trailers** and attachments
- **Aircraft Ground Support** vehicles and equipment
- **Upfitting** services
- **Low-speed vehicles**
- **Tires**
- Leased **heavy-duty vehicles**
- Automotive **body and repair services**

# Charging Station Deployment: GSA's One Stop Shop

## Charging Station Blanket Purchase Agreements

- 16 BPA-holders, 30+ brands over 1,100+ products
- Hardware offerings for Level 1, 2 & DC Fast
- Ancillary product services
- Federal IT security compliance
- Product onboarding
- Small Business preferences



FAR 51 Class Deviation allows IDIQ contractors to buy from BPAs

## Installation & Infrastructure IDIQs

- Feasibility studies & site assessments
- Construction and design/build
- EVSE Installation
- Electrical infrastructure upgrades
- Site work
- Testing, commissioning & utility coordination
- Small Business set-aside

# Solar Station in Action



**Army Corps of Engineers - Solar Install  
in Galveston, TX**

# EV Charging Station Products and Services Available from GSA

## Level 1 & Level 2 CLIN 001-002



## DC Fast CLIN 003



## Services CLIN 006

- Activation
- Site Prep
- Permitting
- Consulting
- Basic Install
- Commissioning
- Site Assessment
- Utility Outreach
- Wiring

## Power Mgt & Networks CLINs 007-CLINs 008



## Solar & Portable CLINs 004-005



## Charging as a Service CLINs 002-003

- Assembly
- Activation
- Support
- Data
- Analytics
- Power mgmt
- Monitoring
- Maintenance
- Access control

# Solar and Portable Charging Solutions

- EVSE BPA Offerings:
  - CLIN 004: Solar/Off-Grid Charging Stations
  - CLIN 005: Portable Charging Stations



For more information, check out GSA's [Electric Vehicle Charging Stations Home Page](#)

# Charging on the go!



## Charge at Public Stations

- A ChargePoint RFID Card can be connected to any WEX fleet service card and used at public ChargePoint stations
- Cost included in GSA Fleet monthly lease rate
- Charging data available in the Drive-thru FUR reports
- Reach out to your FSR to learn more about the ChargePoint cards or view fact sheet on [GSA.gov/evse](https://www.gsa.gov/evse)



## Tesla Charging

- Automatic access to SuperCharger network for GSA leased vehicles - plug-in and charge up, nice and easy
- Charging fees are covered in mileage rates
- Access non-Tesla chargers through adapters
  - Keep adapters in your vehicle
- Check out the GSA Tesla Quick Guide: [gsa.gov/afv](https://gsa.gov/afv)



# Training and Resources



Explore GSA's Inventory of Fleet Trainings and Resources:



[GSA Fleet Training | GSA](#)



Also, check out [the Department of Energy's electrification resources](#)

# Questions & Answers

Contact us:

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

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

[federal.fleets@nrel.gov](mailto:federal.fleets@nrel.gov)

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



Fleet<sup>®</sup>