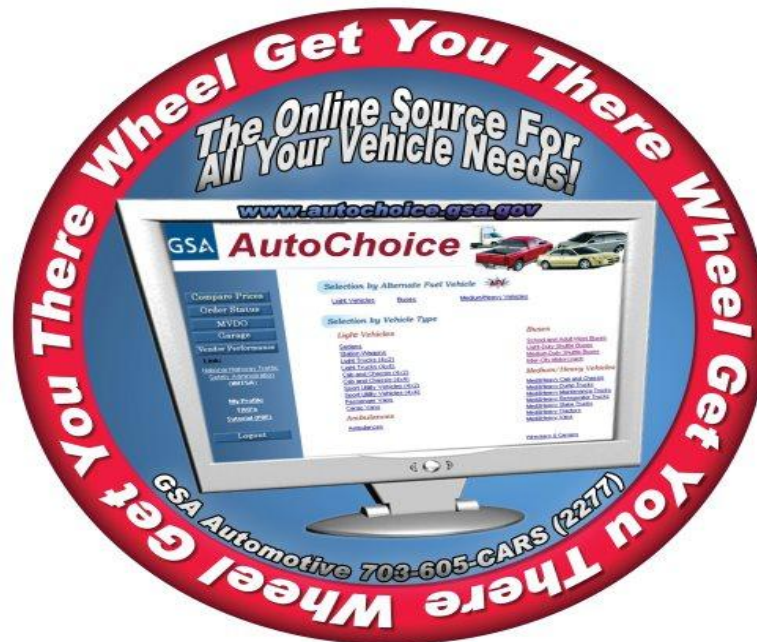


Vehicle Buying Overview

GSA Automotive

www.gsa.gov/automotive

Right Vehicle, Right Price, Great Service!



GSA Automotive

- GSA is a mandatory source of supply for the purchase of all new non-tactical vehicles for Executive Agencies and DoD under Federal Property Management Regulation (FPMR). 41 CFR § 101-26.501.
- Visit www.gsa.gov/automotive for a listing of eligible users and to view the FPMR 101-26.501.
- GSA Automotive purchases vehicles directly through the Original Equipment Manufacturers (OEMs) at prices below invoice.

In addition, GSA also has contracts with the OEMs' representative dealers with a variety of makes and models at competitive pricing.

Types of Vehicles and Vehicle Related Products GSA Offers

- Alternative Fuel Vehicles (AFVs)
- Ambulances
- Buses
- Emerging Technology (Electric)
- Light trucks (includes pickup trucks, SUVs and vans)
- Medium and heavy trucks
- Sedans and station wagons
- Police use vehicles
- Wreckers and carriers
- Wheelchair vans
- Aerial devices and digger derricks
- Charging Stations for electric vehicles
- Construction and road maintenance equipment
- Fire trucks
- Low speed vehicles
- Mobile command centers
- Remanufactured engines
- Tankers
- Tires
- Trailers
- Trash collectors and recycling equipment
- Vehicle accessories and equipment
- Vehicle leasing
- Vehicle upfitting services



Federal Vehicle Standards

The purpose of the Federal Vehicle Standards is to achieve a practical degree of standardization within the Federal Government's automotive fleet and to simplify competitive procurement of vehicles.

The Standards establish various types and sizes of vehicles and general equipment requirements.



The following vehicles are covered by the Federal Vehicle Standards:

- Ambulances Federal Specification KKK-A-1822F
- Buses Federal Standard 833
- Emerging Technology (Electric) Federal Standard 122, 307, 794, 807, 833
- Heavy Duty Trucks Federal Standard 807
- Medium Duty Trucks Federal Standard 794
- Sedans and Station Wagons Federal Standard 122
- SUVs and Light Trucks Federal Standard 307

apps.fss.gsa.gov/vehiclestandards/

Alternative Fuel Vehicles (AFV)

AFV Team

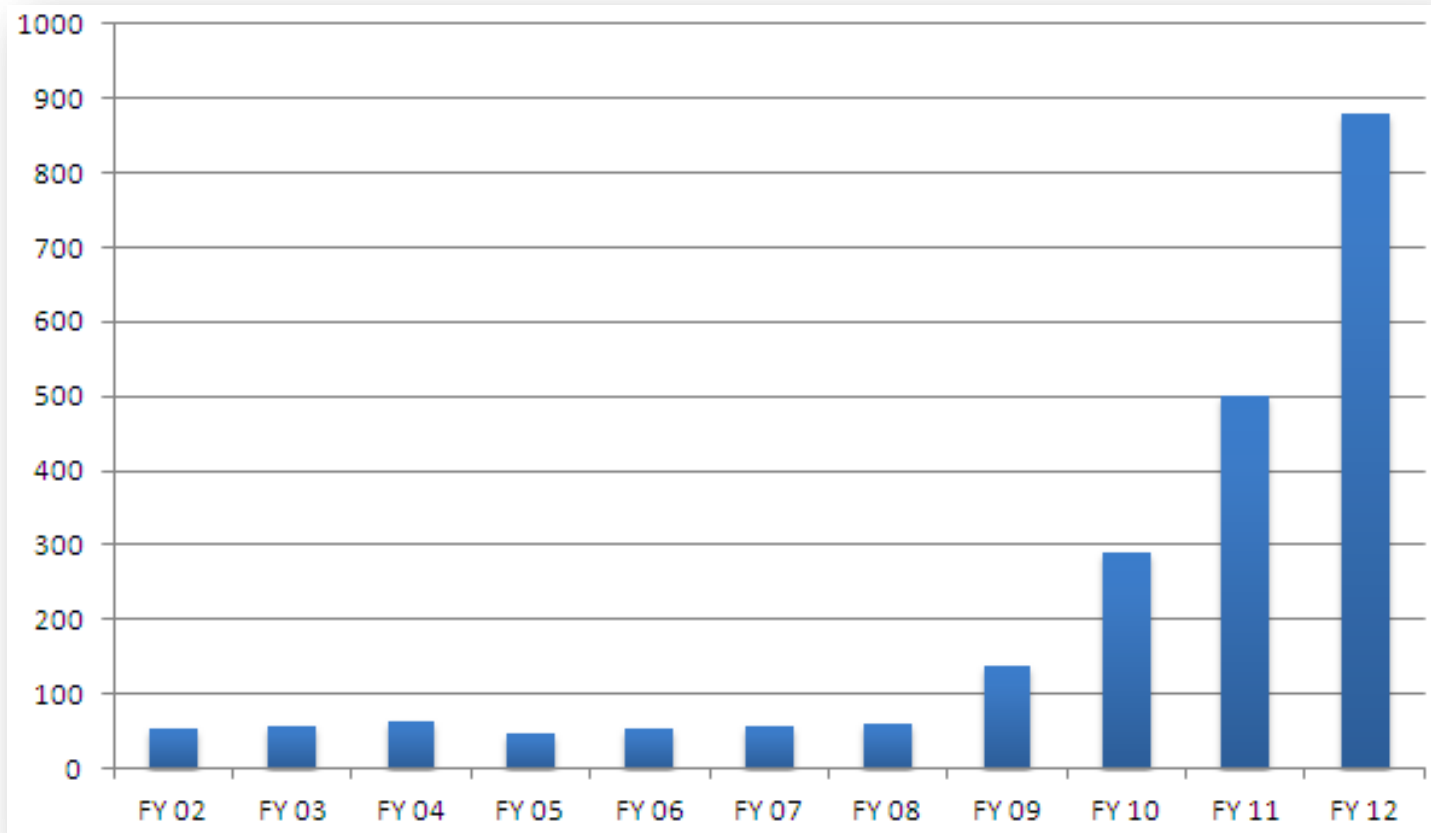
GOAL: Reduce our country's dependence on foreign oil and its production of greenhouse gas emissions

Road to Sustainable Fleets:

- Paradigm shift
- Increase AFV Offerings
- Electrification
- Use of Environmentally Friendly Products



AFV Configurations Offered By Year



AFV Team

Support customers by providing:

- AFV Buying Guide
- Webinars
- FAST/Fuel Report Assistance
- Legislation

AutoChoice

GSA Automotive's Online Vehicle Ordering Program

Most vehicles are available through AutoChoice

- Configure vehicles and choose equipment options
- View side by side comparisons of vehicle models from manufacturers
- Calculate actual vehicle prices for configured vehicles that include GSA's 1% surcharge
- Permits various levels of usage
- Submit your vehicle orders online
- Check vehicle order status online
- Customer Document Receipt of vehicles online
- View the GSA contract discounts to the manufacturers' suggested retail price and dealers invoice price
- View Miles Per Gallon (MPG) fuel ratings
- View Greenhouse Gas (GHG) Scores
- View vehicle manufacturers' past performance
- Select a dealership
- Select vehicle colors
- Link to the NHTSA's website to view crash test ratings
- Review status by Vehicle Identification Number (VIN)
- Alternative Fuel Vehicles (AFVs) pricing/history
- Report capabilities



AutoChoice

Use AutoChoice to order these vehicles:

- Alternative Fuel Vehicles (AFVs)
- Ambulances
- Buses
- Emerging Technology (Electric)
- Light Trucks (includes pickup trucks, SUVs and vans)
- Light Trucks with vocational bodies
- Medium and Heavy trucks
- Police use vehicles
- Sedans and Station Wagons
- Wheelchair Vans
- Wreckers and Carriers

To Order, Go To:

www.autochoice.gsa.gov

View the tutorial located on the AutoChoice web page to get started



Ordering Cycles – Vehicle Availability

- GSA's ordering cycle is 365 days a year.
- Contracts are traditionally awarded in September of each year.
- The Vehicle Availability List (VAL) provides the opening and last order date for vehicle makes and models.



Vehicle Shipment Times

Shipment time may increase based on selected optional equipment.

Ambulances	195 – 255 Days
Buses	150 - 300 Days
Emerging Technology (Electric)	150 – 195 Days
Light Trucks	90 Days
Light Trucks w/ Vocational Bodies	90 – 240 Days
Medium and Heavy Trucks	150 – 210 Days
Sedans and Station Wagons	90 Days
Wheelchair Vans	180 Days
Wreckers	150 – 210 Days

Multiple Award Schedules (MAS)

Automotive Superstore – MAS 23V and 751

MAS simplifies the ordering process by providing agencies access to Government-wide contracts with vendors for commercial vehicles and products. In accordance with Federal Acquisition Regulation (FAR) 8.404, you must solicit quotes from at least three schedule vendors.

With MAS, you can:

- Order directly from vendors
 - Use GSA Advantage to order online, or
 - Use Schedules E-Library to access vendor contacts
- Place order through GSA with 1% surcharge

Visit our website to link to GSA Advantage and Schedules E-Library

www.gsa.gov/automotive



GSA Automotive Vehicles and Products Available on MAS

GSA Schedule 23V

- Aerial devices and digger derricks
- Charging stations
- Construction and road maintenance equipment
- Fire trucks
- Low speed vehicles
- Mobile command centers
- Remanufactured engines
- Tankers
- Tires
- Trailers
- Trash collectors and recycling equipment
- Vehicle accessories and equipment
- Vehicle upfitting

GSA Schedule 751

- Leasing of sedans and light trucks
- Leasing of Emerging Technology (Electric)

To Order, Go To:

To access the Automotive Superstore go to the following website: www.gsaadvantage.gov or call 703-605-CARS (2277) to speak to a Customer Service Representative.

Click on the link for “e-Library” located on the right top of the screen.

On the top right click under Quick Schedule. “Go to Schedule” drop down menu. Select 23V and click on “Go”.

On the left side of the screen click on the Special Item Number link to view government and vendor contact information.



Express Desk

For Urgent and Compelling Vehicle Requirements

- GSA solicits competitive quotes from vehicle dealerships
- Vehicles delivered within 30 days or less
- Prices much higher than GSA AutoChoice contract prices
- **Justification** required
- Surcharge added to price 1% (August-September 5%)
- Vehicles delivered to your location or dealer location
- Before submitting Express Desk orders, call GSA on 703-6 (2277) to discuss your request.
- Fax your completed GSA Form 1781 (available at www.gsa.gov/automotive) with urgent and compelling **justification** to GSA at 703-605-9868.



Non-Standard Program

**Used to purchase vehicles not in our AutoChoice Program and/or
MAS Automotive SuperStore**

- Non Standard Program is for vehicles with requirements that are not available on AutoChoice, unique, and require specialized purchase description
- GSA Surcharge is 10% for first vehicle and 1% for additional units
- Specialty Vehicles are pharmacy trailers, interactive display vehicles, communication trucks, and mobile health clinics
- Dedicated engineers will work directly with you to develop specific requirements
- To inquire about the Non-Standard Program, call GSA on 703-605-CARS (2277) to discuss your request.

Waiver Requests

- Under unique circumstances, which meet the criteria set forth under FPMR 101-26.501(b)(c), it may be advantageous for an agency to effect its own procurement. GSA will grant waivers of procurement authority on a case-by-case basis in accordance with FPMR 101-25.501(b)(c).
- The waiver request must identify the rationale for the request, type of vehicle(s), date vehicle(s) are required and how the agency intends to facilitate the procurement if a waiver is granted. GSA Automotive will evaluate and render a decision. The rationale for granting or denying a waiver is supplied to the requester via e-mail or fax.
- In granting a waiver the agency must comply with meeting all FAR and Statutory Requirements.

Waiver requests can be e-mailed to vehicle.buying@gsa.gov

or mailed to:

General Services Administration

Federal Acquisition Service

Attn: Director of GSA Automotive

2200 Crystal Drive, Suite 10018

Arlington, VA 22202

More Information

- To find out more information about this vehicle buying overview or any of GSA Automotive's programs and policies, visit www.gsa.gov/automotive or call 703-605-CARS (2277).
- Other Links
 - www.autochoice.gsa.gov
 - apps.fas.gsa.gov/vehiclestandards/
 - www.gsaadvantage.gov
 - www.gsaelibrary.gsa.gov

