GSA Office of Fleet Management
Center for Vehicle Acquisition

This meeting is being recorded

GSA FY24 Fall Open Season Conference

Joint Programs - Light Vehicles Branch
June 27, 2024
Nicole Quigley, Contracting Officer

Agenda

- Welcome: Leonard Fedoruk, GSA Vehicle Purchasing Director
- Open Season Process: Nicole Quigley/Jeff Park, GSA Contracting
- Technical Specifications: John Hampson, Vehicle Engineering Branch Chief
- AutoBid Process & GSAFleet.gov: Caroline Kassar, GSA Operations and Maintenance Branch

Welcome

Leonard Fedoruk,
Director, GSA Vehicle Purchasing

GSA Office of Fleet Management
Center for Vehicle Acquisition

Open Season (OS) Process

Nicole Quigley
GSA Contracting Officer

Joint Programs

- Programs for FY24 Fall Open Season Cycle:
  - 47QMCA21R0008 - 2022 Light Vehicle Program
  - 47QMCA23R0011 - 2024 Outside continental U.S. (OCONUS) Vehicle Program
  - 47QMCA23R0076 - 2024 Star of Life Ambulance Program
  - 47QMCA21R0013 - 2022 Transit Bus Program
  - 47QMCA22R0014 - 2023 Vocational Light Truck Program

Open Season Process

- Automated process currently completed via AutoBid
- Allows updated pricing and specifications
- Onboarding of new vendors
- New model submissions
- FY25 Federal Standards (Published Summer of 2024) will govern submissions

Open Season Process

- Refer to section C of your contract or solicitation
- Bi-annual (usually Spring & Fall)
- **Existing contractors** under this program may:
  - Update new model year, pricing, base vehicle minimum data, optional equipment availability/pricing/collisions, clarifications, and engine and fuel tab data for existing awarded line items
  - Propose new models not previously awarded
- **New offerors** not currently under contract may:
  - Submit proposals for new models not on contract with any contractor,
  - Submit proposals for the next model year for existing models

Important Dates

Light Vehicles, Light Duty Vocational Trucks, Star of Life Ambulance & Outside Continental U.S. (OCONUS) Programs

- July 2, 2024 – New model request due
- July 2, 2024 – AutoBid account requests due
- July 22, 2024 – AutoBid open
- August 21, 2024 – AutoBid closed
- August 21, 2024 – Technical Exceptions Worksheets (TEWs), Availability Worksheet, Law Enforcement Upfit (LU) quotes due
- September 30, 2024 – End of Fiscal Year
- October 4, 2024 - Awards / Opening in GSAFleet.gov

AutoBid Account

- Any new requests or changes to AutoBid user accounts must be submitted via the posted form to AutomotiveEDI.Partnerships@gsa.gov
- Deadline is July 2, 2024
- Existing contractors only need to submit a new form if there is a change to the account/user information

New Model Requests

- Deadline: July 2, 2024
- Existing contractors should submit list of makes/models for any new vehicles they wish to propose
- Contracting Officer will provide a link to Google Form for their program
- All awarded models will automatically be available in AutoBid
- This is specific to each contractor
- New offerors should submit a list of all makes/models they wish to propose
- Contracting team will submit to John Hampson, GSA Vehicle Engineering Branch Chief, at john.hampson@gsa.gov ~~(with CC: to your cognizant Contracting Officer)~~

AutoBid Schedule

- AutoBid will open on July 22, 2024 for all contractors / offerors who properly requested an AutoBid account
- AutoBid will close on August 21, 2024, at Noon ET

AutoBid Submission

- Data should be pre-populated from contract award
- For New Model Year (NMY) models, enter any changes to model year, pricing, options, collisions, clarifications, fuel economy
- Any updates to minimum specs have to be submitted on a Technical Exceptions Worksheet (TEW)
- Option pricing has to be re-entered, even if no change
- For models that are not changing, do not click submit
- Price increases on models already awarded for that Model Year (MY) in previous open seasons will NOT be considered
- For new requested models, no data will pre-populate
- Minimum specifications will have to be submitted on a separate spreadsheet provided by GSA

Welcome

Jeff Park,
GSA Contract Specialist

Supplemental Submission

- **Technical Exceptions Worksheet (TEW):** Any changes to minimum specifications or new option code requests
  - Be sure to define any equipment or options listed on Technical Exceptions Worksheet (TEW)s
- **Minimum Requirements Spreadsheet**: Any requested new models (if needed)
- **Line Item Availability Template:** Offered items for this Open Season (OS)
  - Cutoff and reopening dates, shipment times, and any explanations of price increases
  - Please provide accurate, realistic shipment timing After Receipt of Order (ARO)
- **Revised Law Enforcement Upfit (LU) Quote Worksheets:** *ALL* Law Enforcement Upfit (LU) options proposed
- Additional Systems & Equipment (AS&E) itemized price calculations for covered line items
- Deadline will also be August 21, 2024, at Noon Eastern Time (ET)
- Ensure all information is updated (Correct Point of Contact (POC)s, years, programs, titles) or as directed by specific program requirements…

Statutory Price Limitation (SPL)

Light Vehicles to include Sedans, Light Trucks, and SUVs Program & Outside Continental U.S. (OCONUS) Programs

- SPL is $26,733 for sedans
- SPL is $27,873 for passenger vans and station wagons
- “Additional Systems & Equipment (AS&E)”
- AS&E = anything above what is necessary for the “ordinary operation” of the vehicle
- AS&E figure is entered in AutoBid for applicable SINs
- In addition, offerors will have to submit AS&E itemized price calculations with supplemental submission
- Evaluated price (offered price - AS&E - destination charge) must be below Statutory Price Limitation (SPL)

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Center for Vehicle Acquisition

How to Fill Out a Technical Exceptions Worksheet (TEW)

GSA

Attachment E2 **Technical Exceptions Worksheet**

Offeror: XXXXXX
Solicitation: 47QMCA22R0014
Revision: FY24 Open Season #2 (FY23 Fall)

Issue Summary	
Open	0
Closed	0
Total	0

Type Index

Action Index
GSA= GSA makes changes
OFF- Offeror makes changes
NONE- No action

Line Item	GSA Minimum Equipment Code Or Option Code	From:	To:	Reason for Exception (Offeror)	GSA Review	Action	Status	Final
73.1	GVWR	9000	11000	New data has been published since AutoStandard was completed				
123B.1	AP	Stand Alone	Package, ABC, $1,500	Auto Pedal Adjust (AP) no longer available as a stand alone option. Requires ABC package				
81C.1	XBAT	N/A	Package, XBAT, $5,000	New extended range battery option for F550, increase range up to 500 miles.				
111D.1	NOS	Package	N/A	Nitrous Oxide System, NOS, no longer available.				

How NOT to Fill Out a Technical Exceptions Worksheet (TEW)

GSA

Attachment E2 **Technical Exceptions Worksheet**

Offeror: XXXXXX
Solicitation: 47QMCA22R0014
Revision: FY24 Open Season #2 (FY23 Fall)

Type Index

Issue Summary	
Open	0
Closed	0
Total	0

Action Index
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Line Item	GSA Minimum Equipment Code Or Option Code	From:	To:	Reason for Exception (Offeror)	GSA Review	Action	Status	Final
73	Increase GVWR	Improved chasiss	Increase to 12,000 lbs	New data has been published since AutoStandard was completed				
Crew cab HD	Floor mats	minimum req	Floor mats aren't currently available due to supply chain issues. Will ship to dealership upon delivery.					
Dodge Raptor 3500	R2D2		New package option	$5,000				

New Offerors

- New offerors must also submit full proposal documents as outlined in the Request for Proposal (RFP)
  - See solicitation Section F for proposal instructions, and Section G for Evaluation criteria
- New proposals will go through a full evaluation for responsiveness, responsibility, and technical acceptability just as all contractors have upon initial submission
- New offerors MUST reach out to the contracting team to set up an intake meeting to discuss proposal submission requirements

888E Process

- Intended to accelerate the adoption of Electric Vehicle (EV)s
- Ability to offer full-electric vehicles at any point throughout the yearly contract cycle
- On-Board new offerors at any time
- We can create new Special Item Number (SIN)s to accommodate offerings if we think they will be in demand

Vehicle Availability

- Vehicles are available year-round
- Orders may be placed via GSAFleet.gov 24/7
- Vendors may close items or provide closeout dates via Vehicle Available List (VAL)
- “Rules of the Road” provides important updates
- Vehicle buying: vehicle.buying@gsa.gov

GSA Engineering

John Hampson
Chief, Vehicle Engineering Branch
Vehicle Purchasing Division

Federal Standard Development

- Draft standards are released each year and are commented on through public comment collector - industry and customers
- Standards finalized based on industry, customers, and GSA specification, National Highway Traffic Safety Administration (NHTSA), Department of Transportation (DOT), & other Federal Regulations
- Separate standard for each SIN
- Commercially available vehicles only

Engineering Support Services

- Market Research and Analysis of Alternatives
- Emerging Technologies
- Systems Engineering and Integration
- Assistance with the GSA process
- Option “Collision” analysis and support
- Project Planning and Management
- Industry Expertise
- Technical evaluation boards
- Warranty/Post Delivery Support
- Certified Contracting Officer’s Representatives (COR)

2025 Federal Standards

- Starting with the 2025 Federal Vehicle Standards (beginning October 3, 2024) there will be 2 options to cover charging equipment:
  - CHL1 - LEVEL 1 CHARGER CORD PROVIDED(120 VAC @ 15 AMP), NEMA 5-15
  - CHL2 - LEVEL 2 CHARGER CORD PROVIDED(240 VAC @ 50 AMP), NEMA 14-50
- Charging provisions will no longer be required

GSA Systems

Caroline Kassar,
Operations and Maintenance Branch

About AutoVendor - AutoBid

- AutoBid is a secure online application for submitting offers to GSA Automotive.
- Vendors must have a Unique Entity Identifier (UEI) Number and should be registered in the System for Award Management (SAM).
- AutoBid Opening and Closing dates are determined by GSA's Office of Acquisition Operations.
- Vendors are responsible for the accuracy of data submitted.
- After Final Closing, vendors cannot make changes to their offers in AutoBid.

About GSAFleet.gov

- GSAFleet.gov currently will be used by suppliers for all contract administration activities.
  - Order management
  - Weekly status reports
  - Vendor Updates for awarded contract lines (10/2024)
    - Colors
    - Photos and Documents
    - Allocation

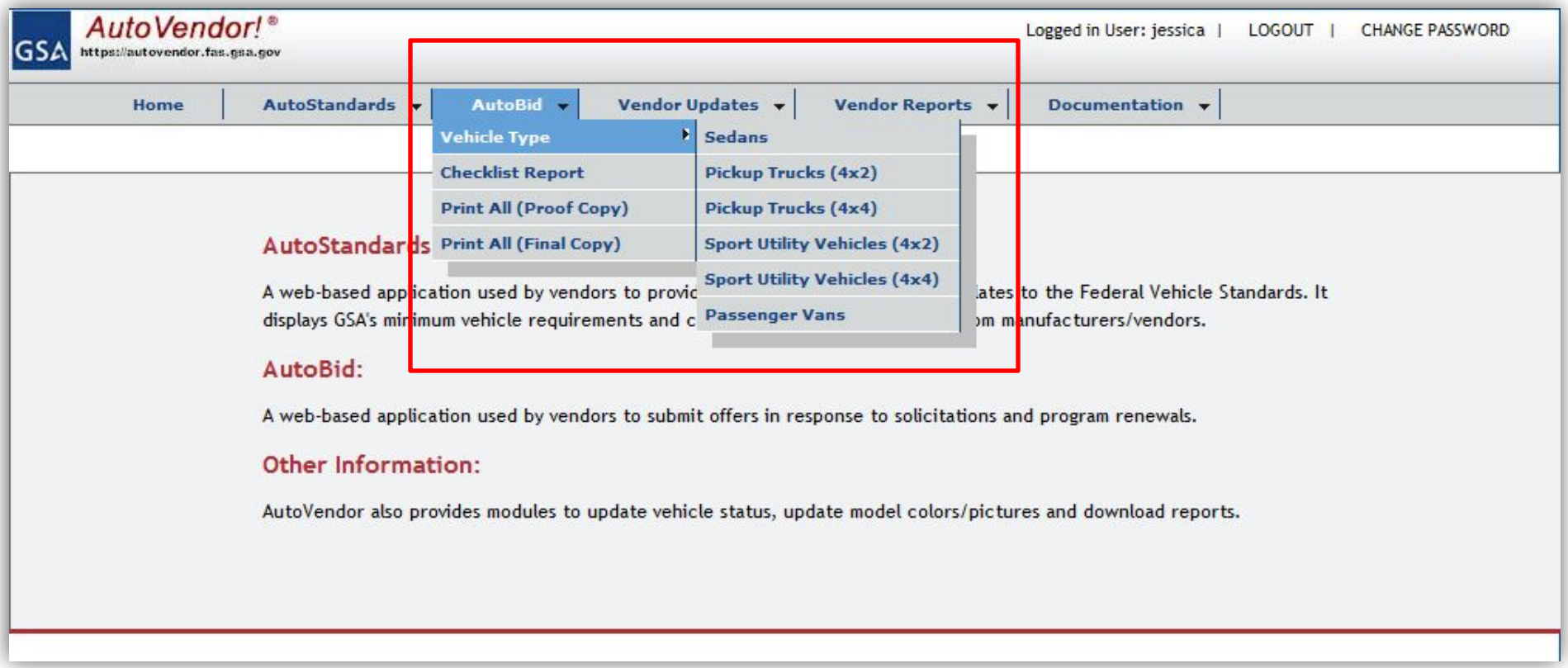
NOTE: Offers will be submitted via Autobid for this open season.

GSA Fleet System Access

- AutoVendor (AutoBid): AutoVendor.fas.gsa.gov
- GSAFleet.gov: https://gsafleet.gov/
- To request accounts for both systems, email the Request for GSA Fleet Systems Account Form to: automotiveedi.partnerships@gsa.gov
- Be sure these fields are completed:
  - Company Name
  - Unique Entity Identifier (UEI) Number
  - Address
  - Business Size (small or large)
  - Vendor Manager(s) for account management
  - User's Name and email address(es)
  - Telephone
  - Email address(s) for order receipt

Selecting a Vehicle Type

- Select AutoBid drop down and click on “Vehicle Type.”
- A list of vehicle types will appear to the right.



Selecting a Schedule Line

- A list of schedule lines will appear for the vehicle type, select one to view details

Home | AutoStandards | AutoBid | Vendor Updates | Vendor Reports | Documentation

Select Vehicle Type:

- Sedans
- Police Use Vehicles - Sedans
- Pickup Trucks (4x2)
- Pickup Trucks (4x4)
- Cab and Chassis (4x2)
- Cab and Chassis (4x4)
- Sport Utility Vehicles (4x2)
- Sport Utility Vehicles (4x4)
- Utility Trucks (4x2)
- Utility Trucks (4x4)
- Stake Bed and Dump Trucks (4x2)
- Stake Bed and Dump Trucks (4x4)
- Passenger Vans
- Cargo Vans

AutoBid Checklist Report:

- Checklist Report
- Print All (Proof Copy)
- Print All (Final Copy)

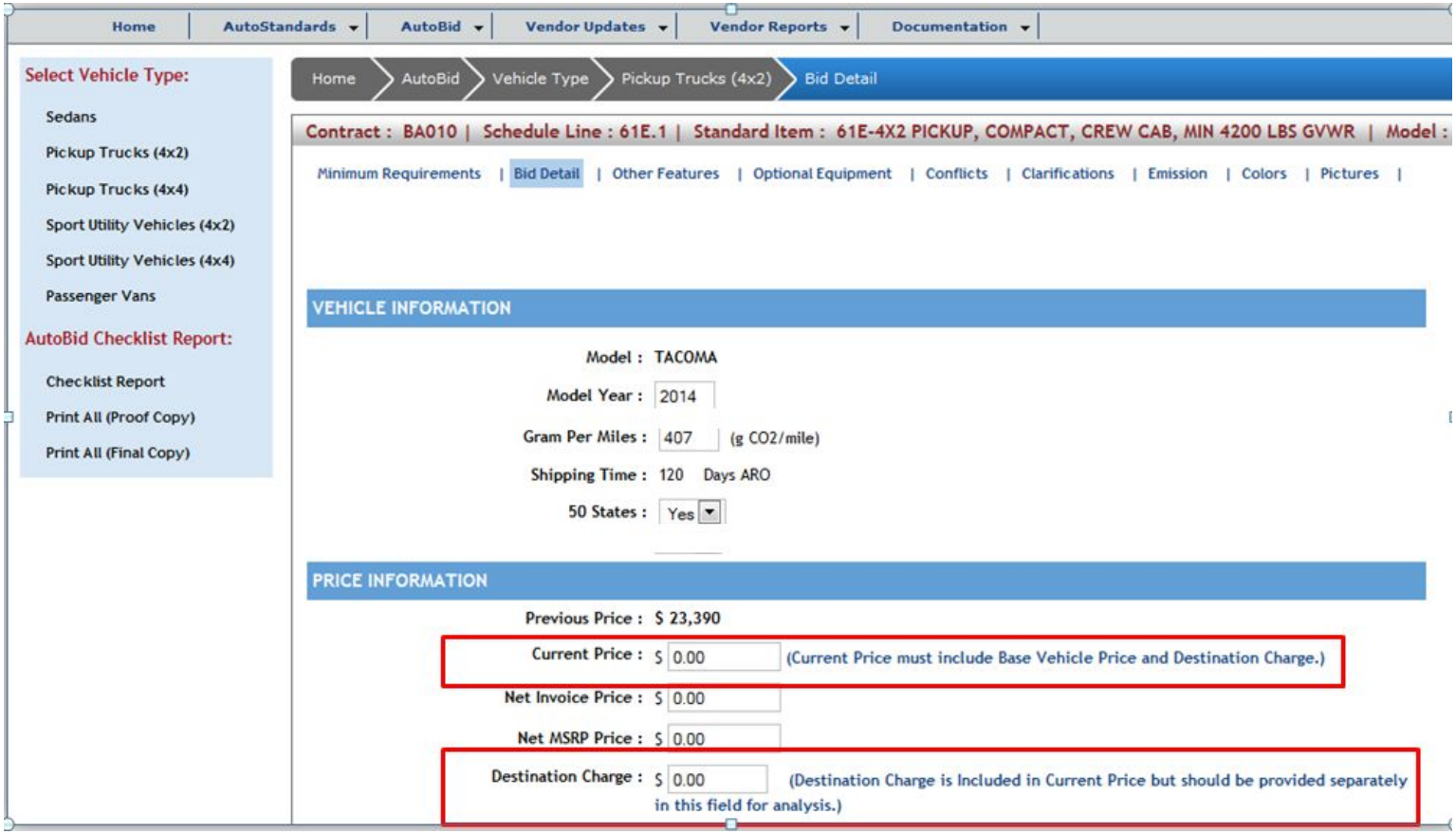
Home > AutoBid > Vehicle Type > Pickup Trucks (4x4)

Pickup Trucks (4x4)

Sch Line	Model	Description	Status
DUM10 - 831587949 - CHRYSLER GROUP, LLC			
46.1	1500	4X4 PICKUP, FULL SIZE, REGULAR CAB, MIN 6000 LBS GVWR	Pending
46C.1	1500	4X4 PICKUP, FULL SIZE, EXTENDED CAB, MIN 6250 LBS GVWR	Pending
49.1	2500	4X4 PICKUP, FULL SIZE, REGULAR CAB, MIN 8000 LBS GVWR	Pending
49A.1	3500	4X4 PICKUP, FULL SIZE, REG CAB, DRW, MIN 10,001 LBS GVWR	Pending
49B.1	3500	4X4 PICKUP, FULL SIZE, REG CAB, SRW, MIN 10001 LBS GVWR	Pending
55.1	1500	4X4 PICKUP, FULL SIZE, CREW CAB, MIN 6700 LBS GVWR	Pending
55C.1	1500SSV	4X4 PICKUP,FULLSIZE,CREW CAB,6700 GVWR,SPECIAL SERVICE VEH	Pending
56R.1	PWRWAGON	4X4 PICKUP,FULL SIZE,CREW CAB,MIN 8000 LBS GVWR,EXTREME DUTY	Pending
57.1	2500	4X4 PICKUP, FULL SIZE, CREW CAB, MIN 9201 LBS GVWR	Pending

Bid Detail

- Enter the required data.
- The "Current Price" (this price should include the Destination Charge), and the Destination Charge (list separately for analysis).



Optional Equipment

- Click the OEM drop-down to update the Option Type, and enter a price for the new model year. (The package option allows for including, excluding, or requiring other options).

Home | AutoStandards | AutoBid | Vendor Updates | Vendor Reports | Documentation

Select Vehicle Type:

- Sedans
- Pickup Trucks (4x2)
- Pickup Trucks (4x4)
- Sport Utility Vehicles (4x2)
- Sport Utility Vehicles (4x4)
- Passenger Vans

AutoBid Checklist Report:

- Checklist Report
- Print All (Proof Copy)
- Print All (Final Copy)

Home > AutoBid > Vehicle Type > Pickup Trucks (4x2) > Options

Contract : BA010 | Schedule Line : 61E.1 | Standard Item : 61E-4X2 PICKUP, COMPACT, CREW CAB, MIN 4200 LBS GVWR | Model : TACOMA-2014

Minimum Requirements | Bid Detail | Other Features | Optional Equipment | Conflicts | Clarifications | Emission | Colors | Pictures |

Status: Pending

A compact size pickup with a crew cab shall be provided. The vehicle shall be equipped with the specified length flush style, double walled construction metal bed and tailgate with stays, providing a maximum of 114 cm (45 in) unobstructed floor space between the wheel housings. The cab shall have 4 doors, each with a window. Rear seat arrangement for a minimum of three (3) passengers shall be provided.

GSA Option Code and Description	OEM Opt Type & Vendor Data	FY2014 Price	FY2015 Prev Price	FY2015 Price	Addl Shipment Days
Body/Chassis					
LB - LONG BED	Package (Stand Alone / Standard / Not Available / Package)	2530.0	0.0	0	0
Engines					
IE1 - Increased Power Engine 1	Stand Alone	2035.0	0.0	0	30
IE2 - Increased Power Engine 2		0.0	0.0	0	0
DE1 - Decreased Power Engine		0.0	0.0	0	0

Checklist Report - Status

- A successfully submitted bid will have a status of “Submitted” and a Submitted to GSA Date populated.

AutoVendor!®
https://autovendor.fas.gsa.gov

Logged in User: erica.rollins@gsa.gov | LOGOUT | CHANGE CREDENTIALS

Home | AutoStandards | AutoBid | Vendor Updates | Vendor Reports | Documentation

elect Vehicle Type:
- Med&Heavy Cab and Chassis
- Med&Heavy Dump Trucks
- Med&Heavy Refrigerated Trucks
- Med&Heavy Stake Trucks
- Med&Heavy Vans
- Med&Heavy Maintenance Body
- Med&Heavy Forestry Body
- Med&Heavy Cable and Hook Hoist Trucks
- Wreckers and Carriers

utoBid Checklist Report:
- Checklist Report
- Print Current SchLine
- Print All (Proof Copy)
- Print All (Final Copy)

Home > AutoBid > Auto Bid - Checklist Report

Checklist Report

Vehicle Type	Std Item	Model	ModelYear	Est. Price	Status	Submitted To GSA	Date Update
Solicitation: 47QMCAXXXXXX							
Contract: XX011 - UEI- COMPANY XXXX							
Med&Heavy Cab and Chassis							
	410.1F	MODEL	2024	$99,999.00	Submitted	2021-09-02 07:03:37.0	2021-09-02 06:53:25.0
	414.1F	MODEL	2024	$99,999.00	Submitted	2021-09-02 07:03:53.0	2021-09-02 06:51:10.0
	511.1F	MODEL	2024	$99,999.00	Submitted	2021-09-02 07:04:08.0	2021-09-02 06:51:59.0
	513.1F	MODEL	2024	$99,999.00	Submitted	2021-09-02 07:04:22.0	2021-09-02 06:56:59.0
	514.1F	MODEL	2024	$99,999.00	Pending		2021-09-03 06:57:48.0
	714.1F	MODEL	2023	$0.00	NoBid		2021-08-30 16:11:48.0
Med&Heavy Dump Trucks							
	441.1F	MODEL	2024	$0.00	Pending		2021-08-24 09:59:13.0
	444.1F	MODEL	2024	$99,999.00	Submitted	2021-09-02 07:03:03.0	2021-09-02 06:59:42.0

General AutoBid Notes

- The bottom of each page contains the following buttons:
  - “Print Friendly” – Use to print a copy of the current page.
  - “Save“ – Use to save the current page.
  - “Send to GSA” – Use to submit the entire item to GSA. It’s not necessary to click “Send to GSA” for each Standard Item.
- The bottom of the Bid Detail tab contains a “No Bid” button. Click this button if you wish to enter a “No Bid” for an item.
- The left column on each page contains quick links to each Vehicle Type.
- The left column on each page also contains links to the following reports:
  - The “Checklist Report” indicates which items have been submitted to GSA and which items are still pending.
  - “Print Current Schedule Line” prints all of the tabs for the current standard item.
  - Print All (Proof Copy)” provides a report of all items. Use this report to proof your items before submitting to GSA.
  - “Print All (Final Copy)” provides the hard copy submission of all items that you are required to submit to GSA. Print this report after submitting your items to GSA.
- Problems take time to investigate. Please report immediately.

GSA Systems Points of Contact

- AutoBid related issues
  - AutomotiveEDI.Partnerships@gsa.gov
  - caroline.kassar@gsa.gov
  - michael.chipman@gsa.gov
- GSAFleet.gov Account Submission Forms and all other GSAFleet system related inquiries
  - Fleet Modernization: FleetSystemsModernization@gsa.gov
- GSA Automotive Customer Care:
  - (844) 472-1200 vehicle.buying@gsa.gov

CO Program Assignments

- GSA Light Vehicles Program: Gordon.Scott@gsa.gov
- GSA Main and Transit Bus Programs: Craig.Yokum@gsa.gov
- GSA OCONUS Program: James.Purdy@gsa.gov
- GSA Star of Life Ambulance Program: James.Purdy@gsa.gov
- GSA Vocational Program: Karissa.Dodier@gsa.gov
- GSA Wheelchair Van Program: Karissa.Dodier@gsa.gov

Questions / Feedback

Question 1

- During open season, will competitors be able to bid on and win an award on previously awarded makes and models already awarded to competing firms?

  GSA Response: Incumbent vendors will maintain awards on all previously awarded makes and models such as they do not increase unit prices or change to the next model year (2025 or later).

  Vendors may lower prices at any time for any make and model.

Question 2

- If we are a new offeror, submitting a new offer in AutoBid, how long does it take from receipt of proposal for an award determination to be made?

  GSA Response: New offerors shall submit the full proposal package as stated in the instructions to offerors section of the appropriate solicitation. GSA will review those packages in the order they are received and make a reasonable effort to evaluate in a timely fashion. GSA estimates 6-8 weeks.

Helpful Resources

- GSA.gov – GSA
- GSA.gov/Automotive – Vehicle Buying
- FedConnect.net - FedConnect for Proposal Submission
- SAM.gov – Contracting Opportunities
- Acquisition.gov – FAR / GSAM
- GSAFleet.gov - Order Management
- IPP.gov - Invoicing
- Supplier Guide

GSA Points of Contact

- Len Fedoruk - Director, GSA Vehicle Purchasing
  (703) 605 - 3413 leonard.fedoruk@gsa.gov
- Matt Gormley - Director, Center for Vehicle Acquisition
  (202) 733 - 7196 matthew.gormley@gsa.gov
- Greg Benedict - Chief, GSA Light Vehicle Acq. Branch
  (202) 227- 6450 gregory.benedict@gsa.gov
- John Hampson - Chief, GSA Vehicle Engineering Branch
  (202) 619 - 8928 john.hampson@gsa.gov
- Craig Yokum - GSA Contracting Officer
  (571) 748 - 8753 craig.yokum@gsa.gov
- William Wesolowski - Chief, Quality Assurance Branch
  (312) 718 - 3868 - william.wesolowski@gsa.gov
- Erica Rollins - Catalog Product Manager
  (210) 426-7719 - erica.rollins@gsa.gov
- James Purdy - Contracting Officer
  (215) 446 - 5843 - james.purdy@gsa.gov