



## Agency Priority Goal Action Plan

# Expansion of Centralized Services

### Goal Leaders:

Allison Brigati, Deputy Administrator, GSA

Alan Thomas, Commissioner, Federal Acquisition Service (FAS)

# Overview

---

## Goal Statement

- GSA will develop and expand common solutions and service offerings for mission-support services, to drive more efficient and effective processes that help agencies maximize mission delivery. Specifically, to eliminate redundancies and reduce government-wide fleet costs, GSA's Fleet program will partner with agencies to study their vehicle inventories to identify savings and efficiency opportunities, reviewing over 75,000 vehicles in FY 2018 and 100,000 in FY 2019 and consolidating over 1,700 vehicles in FY 2018 and 5,000 vehicles in FY 2019, pending study results.

## Challenge

- Government-wide motor vehicle management is disaggregated, often leading to redundancies and operational inefficiencies.

# Overview

---

## Opportunity

- Currently, GSA Fleet leases more than 217,000 vehicles to Federal agencies, which represents approximately 1/2 of the non-postal Federal fleet. Agencies continue to make buy vs. lease decisions internally and reach out to GSA when they wish to convert to GSA Fleet leased vehicles. This approach may be leading to missed opportunities for reducing costs and improving operational efficiencies.
- Conduct independent cost comparison studies to determine if it is more cost advantageous for agency-owned vehicles to be converted to GSA Fleet leased vehicles. A third-party is being utilized to provide an unbiased determination of the most cost effective source of fleet management services, as well as other cost-saving opportunities such as car sharing.

# Goal Structure & Strategies

---

- GSA conducted studies of six agency fleets (Air Force, Army, Army Corps of Engineers, Energy (DOE), Homeland Security (DHS), and Veterans Affairs (VA) in FY 2018 (Year 1). Agriculture, Interior, Justice, Navy, and Marine Corps (USMC) are being studied in FY 2019 (Year 2) with four more to follow in FY 2020. GSA contracted with Grant Thornton to conduct the studies. The studies will include a lease vs. own analysis to determine if leasing from GSA is more cost effective. The studies will also include a review of each agency's fleet operation to identify other opportunities for savings and for improvement in fleet management.
- If the study results indicate that it is more cost effective to lease from GSA, the first agency-owned vehicles will be consolidated into the GSA fleet beginning in FY 2019. Full consolidation efforts are expected to take several years.
- Success is dependent on the agencies participating in and cooperating with the study effort, and following through to consolidate their vehicles if studies indicate that is the most cost-effective course of action for the Government. Support from OMB to ensure agencies fully cooperate will be essential if the goals are to be reached.

# Summary of Progress – FY19 Q2

---

## Vehicle Studies Progress with Agency Partners:

- The GSA Administrator sent the completed Air Force, Army, Army Corps of Engineers, DOE, and VA studies to the heads of agencies and requested meetings to discuss the findings and next steps.
- Completed the DHS study.
- Initiated the Navy and USMC studies. The 50% draft of the Navy study was sent to Navy for review and comment on March 27.
- The Department of the Interior (DOI), Department of Agriculture (USDA) and Department of Justice (DOJ) studies will begin in Q3.

# Key Milestones

The GSA Fleet program set forth an ambitious schedule to procure third-party services to conduct motor vehicle studies, partner with agencies to begin the studies, and provide the best solution for current and future fleet management needs.

Milestone Summary			
Key Milestone	Milestone Due Date	Milestone Status	Comments
Award blanket purchase agreement (BPA) for consulting support	Q2 FY 2018	Complete	BPA set up with multiple firms participating
Award Task Order for studies	Q3 FY 2018	Complete	Task order awarded on May 8th to conduct all motor vehicle fleet studies.
First round of motor vehicle consolidation studies underway	Q3 FY 2018	Complete	Study playbook completed on July 6th. Initial agency kick off meetings were held with six agencies the week of July 9th.
First round of motor vehicle consolidation studies completed	Q1 FY 2019	On Track	All studies but DHS completed as scheduled. DHS completion delayed due to shutdown but substantially completed in March and under final review with OMB.
Determination of motor vehicles to consolidate from first study	Q2 FY 2019	On Track	Administrator sent Air Force, Army, Corps of Engineers, DOE and VA studies to agency heads and requested meetings to discuss findings and next steps.
Second round of motor vehicle consolidation studies underway	Q2 FY 2019	On Track	Navy and USMC studies underway. DOI, USDA and DOJ studies will begin in Q3.


# Key Milestones (continued)

Milestone Summary			
Key Milestone	Milestone Due Date	Milestone Status	Comments
Finalize first round of motor vehicle consolidations	Q1 FY 2020	On Track	
Second round of vehicle consolidation studies completed	Q1 FY 2020	On Track	
Determination of motor vehicles to consolidate from the second study	Q2 FY 2020	On Track	
Third round of motor vehicle consolidation studies underway	Q2 FY 2020	On Track	
Finalize second round of motor vehicle consolidations	Q1 FY 2021	On Track	
Third round of vehicle consolidation studies completed	Q1 FY 2021	On Track	
Determination of motor vehicles to consolidate from the third study	Q2 FY 2021	On Track	
Finalize third round of motor vehicle consolidations	Q1 FY 2022	On Track	

# Key Indicators

## Vehicles Under Study

Number of Vehicles Under Study			
FY16 Results	FY17 Results	FY18 Target	FY19 Target
n/a	n/a	25,000	100,000



	FY 2018 Results	FY 2019 Results
Q1	0	0
Q2	0	15,064*
Q3	0	
Q4	76,238	


\*GSA Fleet expects to have all FY19 studies underway during Q3 and to meet the target.



# Key Indicators

## Vehicles Consolidated

Number of Vehicles Consolidated			
FY16 Results	FY17 Results	FY18 Target	FY19 Target
1,136	911	500	5,000



	FY 2018 Results*	FY 2019 Results**
Q1	105	692
Q2	74	85
Q3	429	
Q4	1,182	

\* FY 2018 and FY 2019 consolidations were not related to the Agency Reform Plan study effort; they represent existing consolidation efforts that are part of ongoing operations. Consolidations for FY 2018 totaled 1,790.

\*\*GSA performs these studies to identify opportunities for vehicle consolidations. For GSA to achieve its target, partner agencies must finalize decisions around consolidations in the near term.

# Data Accuracy and Reliability

---

GSA is confident in our data capture for the number of vehicles consolidated and the number of vehicles that we study.

GSA encountered the following issues regarding data accuracy and reliability with the Year 1 agencies, and expects similar issues in Year 2:

- Completeness and accuracy of agency fleet data;
- A wide range of fleet management systems capabilities which hinder data quality and comparability; and
- Poor/insufficient data that prevents the contractor from completing a lease vs. own analysis that is sufficient for making a decision on whether to consolidate owned vehicles into GSA's leased fleet. GSA and the agencies will work diligently to identify useful source data from any available source. Qualitative factors from the review of the agency's fleet operation are also being used.

GSA data capture through vehicle study process:

- Data regarding the number of vehicles studied will come from the completed studies; and
- Data on the number of vehicles consolidated into the GSA fleet will be dependent upon study outcomes. Once vehicles are consolidated, GSA Fleet will have detailed data in its Fleet Management System.

# Additional Information

---

## Contributing Programs

### Organizations:

- o GSA, Office of Fleet Management - lead organization on studies and any resulting vehicle consolidations
- o Office of Management and Budget (OMB) - oversight ensuring agency compliance with studies and consolidations
- o For FY18: Air Force, Army, Army Corps of Engineers, DOE, DHS, and VA
- o For FY19: USDA, DOI, DOJ, Navy and USMC

### Program Activities:

- o Within Studied Agencies: Fleet Management, Finance/Budget, Property Management, and Executive leadership
- o Within GSA: Office of Fleet Management, Office of the Chief Financial Officer, Federal Acquisition Services Executive Leadership

### Regulations:

- o Implementation of consolidations does not require regulatory change

## Stakeholder / Congressional Consultations

No consultations held with Congress or other stakeholders beyond OMB and the agencies being studied