



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 219,000 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 (USACE), Energy (DOE), Homeland Security (DHS), and Veterans Affairs (VA) in 2018 (Year 1). Agriculture, Interior, Justice, Navy, and Marine Corps (USMC) are being studied in 2019 (Year 2) with four more to follow in 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 Q3

Vehicle Studies Progress with Agency Partners:

- The Department of the Interior (DOI), Department of Agriculture (USDA) and Department of Justice (DOJ) studies began in Q3.
- The 90% draft of the Navy study was sent for review and comment. The 50% draft for USMC study was sent for review and comment.
- A meeting with senior leadership at VA was held in May to discuss the study and next steps. A follow up meeting is being scheduled.
- A meeting with senior leadership at Energy is scheduled for Q4 to discuss the study findings and next steps.
- The GSA Administrator met with the Chief Management Officer for DoD in Q3 to discuss the completed DoD fleet studies (Air Force, Army and USACE), as well as DoD funding issues that are delaying Navy and USMC vehicle consolidations.
- There is limited progress to report. Several agencies have not responded to the study findings and recommendations. Some of the agencies, that have engaged and expressed interest in consolidating their vehicles with GSA Fleet, need assistance reallocating resources to implement an action plan and realize the significant savings generated by leasing from GSA. For the rest of the agencies, actual consolidations have not yet occurred as action plans have been slow to develop.

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	Complete	All studies completed.
Determination of motor vehicles to consolidate from first study	Q2 FY 2019	Delayed	Sent Air Force, Army, USACE, DOE and VA studies to agency heads and requested meetings to discuss findings and next steps. Agencies have been very slow to respond (or non-responsive) to requests to meet to discuss next steps. Vehicles to consolidate have not yet been identified.
Second round of motor vehicle consolidation studies underway	Q2 FY 2019	Complete	Navy and USMC studies underway. DOI, USDA and DOJ studies will begin in Q3.

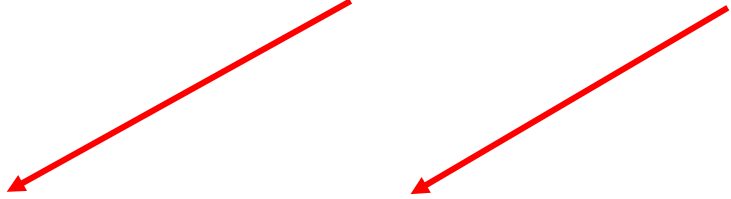
Key Milestones (continued)

Milestone Summary			
Key Milestone	Milestone Due Date	Milestone Status	Comments
Finalize first round of motor vehicle consolidations	Q1 FY 2020	Delayed	Year 1 agencies have been very slow to respond (or in some cases non-responsive) to requests to meet to discuss next steps. As a result, no consolidations are yet planned.
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	114,207**
Q4	76,238	

*Navy and USMC studies began in Q2.

**Interior, Agriculture and Justice studies got underway in Q3. Totals shown are cumulative.

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	179	777
Q3	608	1,676
Q4	1,797	

* 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. Totals shows are cumulative.

**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 has found 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:

- GSA, Office of Fleet Management - lead organization on studies and any resulting vehicle consolidations
- Office of Management and Budget (OMB) - oversight ensuring agency compliance with studies and consolidations
- 2018: Air Force, Army, Army Corps of Engineers, DOE, DHS, and VA
- 2019: USDA, DOI, DOJ, Navy and USMC

Program Activities:

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

Regulations:

- 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. The completed studies for Air Force, Army, Army Corps of Engineers, DOE and VA were provided to Congress at the request of Congressional staff on April 26, 2019.