



Agency Priority Goal | Action Plan | FY 2023 – Q4 Progress Update

Address the Climate Crisis through Zero-Emission Fleet Vehicles

Goal Leader(s):

Sonny Hashmi, Federal Acquisition Service Commissioner

Goal Overview

Goal statement

- As part of GSA's efforts to tackle the climate crisis, the agency will support near-term global reductions in greenhouse gas emissions and a long-term goal of net-zero global emissions by helping agencies increase their conversions to clean- and zero-emission vehicles (ZEVs). In line with Executive Order (E.O.) 14057, GSA will help agencies achieve 100% of all acquisitions of light-duty vehicles purchased as ZEVs by 2027 and 100% of all vehicle acquisitions as ZEVs by 2035. GSA will work with customer agencies to maximize the replacement of conventionally fueled vehicles that are eligible to be replaced with ZEVs, increasing the presence of ZEVs in the Federal Fleet each fiscal year. (*Note: The speed of ZEV deployment and the number of ZEVs purchased will be influenced by funding and market availability.*)

Problem to Be Solved

- The use of conventionally fueled motor vehicles by agencies to execute their missions is a contributing source of Scope 1 greenhouse gas emissions from the Federal Government.
- The majority of vehicles in the Federal Fleet are conventionally fueled. GSA will assist the Federal Government in replacing conventional vehicles with ZEVs that will drastically reduce vehicle emissions generated by agencies.

What Success Looks Like

- Actions aligned to this goal will prepare agencies to meet E.O. goals related to acquiring all light-duty vehicles as ZEVs by 2027.
- Interim success will be realized through a meaningful increase in the percentage of ZEVs purchased and operated within the Federal Fleet and the build-out of supporting infrastructure.

Goal Targets

Achievement statement		Key indicator(s)	Quantify progress			Frequency
By...	GSA will...	Name of indicator	Target value	Starting value*	Current value**	Update cycle
9/30/2023	Provide access to ZEV models to be deployed across the Federal Government.	Number of ZEV models available for Government customers to purchase or lease.	65	0	70	Quarterly
9/30/2023	Ensure that the GSA leased fleet that is not yet ZEV-eligible is as efficient as possible.	Percent increase in miles per gallon for the GSA leased fleet.	23%	0%	37.10%	Annual
9/30/2023	When practical from a cost and mission fulfilment perspective, support the replacement of conventional vehicles with ZEVs.	Percent of new vehicle orders that are ZEVs compared to the total number of vehicles procured in the FY where an affordable ZEV was available.	25%	0%	26.48%	Annual

*Value as of 10/1/2022

**Value as of 9/30/2023

- Key Indicators and targets above demonstrate a balanced approach to supporting the Federal Government's response to the climate crisis and reducing greenhouse gas emissions from the operation of motor vehicles to deliver agency missions.
- These indicators focus on the following:
 - Bringing market offerings to the Government
 - Increasing efficiency of the Fleet that cannot be converted to ZEVs immediately
 - Supporting the acceleration of ZEVs acquisitions, ramping up to the E.O. mandates

Goal Team

The team that supports this goal is dispersed within current GSA operations. Current business practices and business models will be leveraged. The composition of the team may change, should additional resources be appropriated through Congressional action.

- GSA Administrator and FAS Commissioner
- FAS Assistant Commissioner for Office of Travel, Transportation and Logistics (TTL)
- GSA Fleet Director
- GSA Fleet
 - Purchasing Division
 - Business Management Division
 - Offering Support Division
 - Product Integration Division
 - Marketplace and Innovation Division
 - Vehicle Management Division
 - Zonal Operations Division
- GSA TTL Office of Acquisition Operations Director
 - Center for Vehicle Acquisition
- PBS Office of Design and Construction
- PBS Office of Facilities Management
- FAS Office of Policy and Compliance
- OGP Acquisition Policy Division
- OGP Asset and Transportation Management

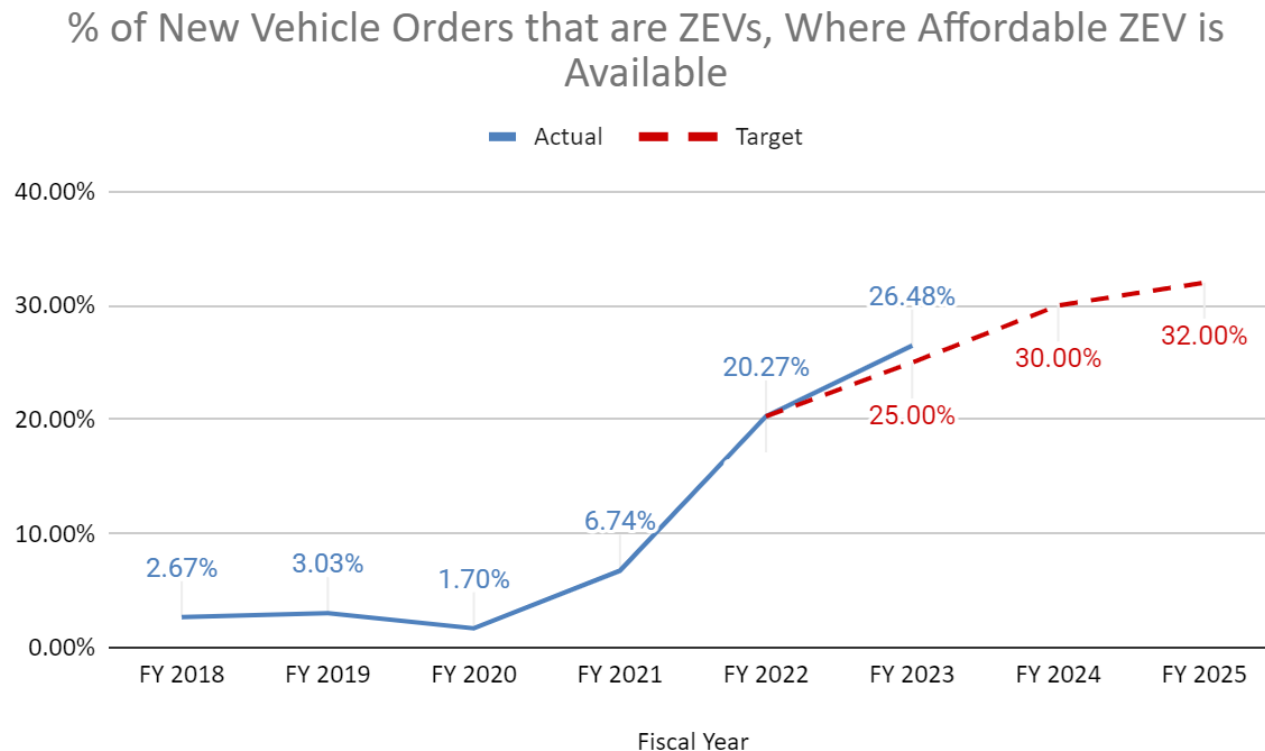
Goal Strategies

- GSA works with the automotive industry on a continuous basis and is aware of new technologies and offerings as they come to market. GSA Fleet utilizes contracting practices that allow for new technology offerings to be made available for purchase or lease by agencies throughout the fiscal year. This ensures that agencies have access to the most recent ZEV models that are available to meet mission requirements.
- Whenever a ZEV alternative is not available to replace a replacement-eligible vehicle, GSA Fleet Leasing will ensure the vehicle purchased for its fleet is more fuel efficient than the existing vehicle. This will reduce the overall emissions from vehicles being used by agencies and will support efficiency of operations as the projected miles per gallon rating of the replaced vehicles increases. It is important to balance efficient operations of the fleet that is conventionally fueled as ZEVs are deployed.
- When agencies are purchasing vehicles for agency-owned operations or selecting replacements for GSA leased vehicles, GSA will support the procurement of ZEVs when economically feasible and when a ZEV can meet the agency requirement. Tracking the purchase of ZEVs relative to conventionally fueled vehicles will assist in monitoring progress in meeting out-year ZEV acquisition targets. While agencies have the ultimate decision on the type of vehicle they purchase or lease, GSA provides the ability for agencies to meet Administration electrification goals.

Key Indicators

The table below represents the “**Percent of new vehicle orders that are ZEVs compared to the total number of vehicles ordered in a fiscal year where an affordable ZEV is available**”.

This indicator tracks progress over time of converting vehicles to ZEVs and shows the aggressive targets that have been established in FY 2022 and FY 2023.



Key Milestones

Milestone Summary

Key Milestone	Milestone Due Date	Milestone Status	Change from last quarter	Comments
Bring on new ZEV offerings	9/30/2023	Ahead	70 models made available (net increase of 4 over the 66 available through Q3).	GSA currently has 70 models awarded, as a result of skillful negotiations, supplier partnerships and the market forces, our recent mid-season awards resulted in bringing on a few additional light duty offerings in September. Latest offerings include the Ioniq 6 SE, Subaru Solterra AWD SUV and Kia EV6 in both AWD and RWD configurations.
Work with Agencies to accelerate and execute FY23 orders and maximize the number of ZEVs in the Federal Fleet.	9/30/2023	On track	New plug-in hybrid awards, training and communications marketing new offerings led to a push for more orders during the last quarter. A total of 1,322 additional ZEVs were purchased.	With agencies having clarity of FY 2023 appropriations, GSA worked with agencies to maximize orders for ZEVs this fiscal year. By Fiscal Year end, agencies purchased 5,823 vehicles--a 63% increase from FY22.
Accelerate ZEV deployment through education, communication and training on ZEV and EVSE.	9/30/2023	On track	Held 5 Executive meetings with EVSE Solution providers to ensure dedication and commitment to FedRAMP process (an ATO will allow them to sell through the BPA). With a goal of accelerating ZEV infrastructure deployment, during Q4, GSA hosted a second EVSE Showcase, this time virtual, that had over 774 registrants, 14 sessions, 23 vendor booths and attendance across 40 agencies and tribal entities.	GSA will continue looking for opportunities to accelerate the deployment of ZEVs and infrastructure through training and education. GSA also anticipates two charging provider firms will achieve FedRAMP authorization in Q1 of FY24, ensuring agencies are able to safely and securely deploy managed charging.

Narrative – FY 2023 Q4

Summary of Performance: *Over the past two years this effort has been successful in preparing agencies to meet E.O. goals related to acquiring all light-duty vehicles as ZEVs by 2027. GSA exceeded annual targets for increasing the percentage of ZEVs purchased and operated within the Federal Fleet and also has been instrumental in building out supporting infrastructure.*

Despite lingering supply constraints, GSA continues to build and strengthen supplier relationships resulting in the ability to offer vehicle models that mirror the commercial market and meet agency requirements. Cost and a lack of supporting ZEV infrastructure continues to threaten Federal Agencies success at meeting E.O. 14057 goals.

In Q4, GSA brought on additional ZEV offerings, bringing the total for the year up to 70 ZEVs offered which resulted in 5,823 ZEV purchases in FY23. In the GSA Leased Fleet, the light-duty vehicles entering the fleet were on average 37.10% more efficient than the outgoing vehicles they replaced which was largely impacted by the ZEV purchases which made up 29% of all vehicles included in the metric. Throughout FY23, GSA aimed to not only offer a variety of ZEV models but to help agencies prepare for receiving ZEVs and accelerate EVSE deployment. We kicked off the fiscal year by hosting an in person EVSE Showcase in Washington D.C. that connected over 100 agency personnel with twenty-one charging station manufacturers, network providers, and engineering firms. Attendees participated in educational sessions and were able to see and learn about the products in a staffed exhibit hall. GSA offered 7 ZEV and EVSE specific sessions at our in-person [FedFleet](#) 2023 event in January. Attendees were also able to tour the Auto Show floor and visit an exhibit hall filled with chargers and ZEVs. In August, we held a second EVSE Showcase, this time virtual, that had over 774 registrants, 14 electrification sessions led by experts and 23 EVSE vendor booths. Over 40 agencies and tribes were represented. These options encourage the transition to a zero-emission fleet.

GSA will continue to promote our contracting vehicles which streamline the procurement of EVSE equipment, solutions, and EVSE-related design/construction install services. Through our contracting solutions, we are ensuring all IT charging providers awarded through our EVSE Blanket Purchase agreement are vetted for cyber security and supply chain risks. In Q4, two EVSE providers achieved the official “[in process](#)” FedRAMP designation, indicating that they are only a few months away from achieving FedRAMP authorization.

GSA is starting off the fiscal year strong, with ZEVs already available for purchase and two charging providers. We are updating our resources with our open season awards and will offer ZEV-specific training in October.

Overall FY 2022-2023 APG IAP Update

- In addition to exceeding targets in Q4, in summary, ZEV acquisitions improved significantly each year since FY21. In FY23, 5,823 ZEVs were ordered, which equates to 26.48% of all new vehicle orders where an affordable ZEV was available. These ZEV acquisitions were a major contributor to the improved efficiency of total light-duty leasing acquisitions, measured by miles per gallon, which improved by 37.10% in FY23 compared to 18.49% in FY21.
- To support these new ZEV acquisitions, in FY22, FAS established electric vehicle supply equipment (EVSE) blanket purchase agreements to streamline federal agencies' ability to procure charging stations. Through the end of Q3 in FY 2023, there have been over \$4.8M in sales through these agreements (Q4 results not yet available at time of reporting).
- Below are pictures from GSA's in-person EVSE showcase held in Q1 of FY 2023.



- Improvements that occurred as a result of the APG IAP include:
 - An increase in the number of ZEVs in the federal fleet, an increase in federal fleet efficiency and a reduction in petroleum consumption.
 - Agencies deploying EVSE infrastructure to support current and future ZEVs in their fleets.

Data accuracy & reliability

Measures:

- Number of ZEV models available for Government customers to purchase or to lease
- Percent increase in miles per gallon for the GSA leased fleet
- Percent of new vehicle orders that are ZEVs compared to the total number of vehicles ordered in FY where an affordable ZEV was available

GSA will leverage its business systems and processes to capture the data required to calculate and track these measures.

Given that this information is contained in a controlled environment to support GSA Fleet operations that are subject to annual financial audits and oversight, there is high confidence in the accuracy and reliability of the data being used for these metrics.