



# Office of General Services

## OGS Procurement Services



July 3, 2019



@NYSPro



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**Office of  
General Services**

# NYS Vehicle Marketplace

July 3, 2019



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# What is the Vehicle Marketplace?

1

## THE BACKDROP CONTRACT

A centralized, continuous recruitment contract that allows more dealers to participate in statewide purchases of vehicles to increase competition and drive down prices.

2

## CURRENTLY AN INTERNET / EMAIL PROCESS

A website where authorized users' vehicle requests are posted for contractors to review and submit their bids via email.

# History *circa 2014*

## Limited Participation

- 2 Awards (22737 & 22759)
- 8 Contractors (Dealers)

## Limited Customer Choice

- Example: only one ½ ton pick-up was available
  - **AVAILABLE:** Ford F-150
  - **NOT AVAILABLE:** Chevy Silverado



# What is Available on the Marketplace?

*Customers purchase “off the lot” or “built to specifications”*

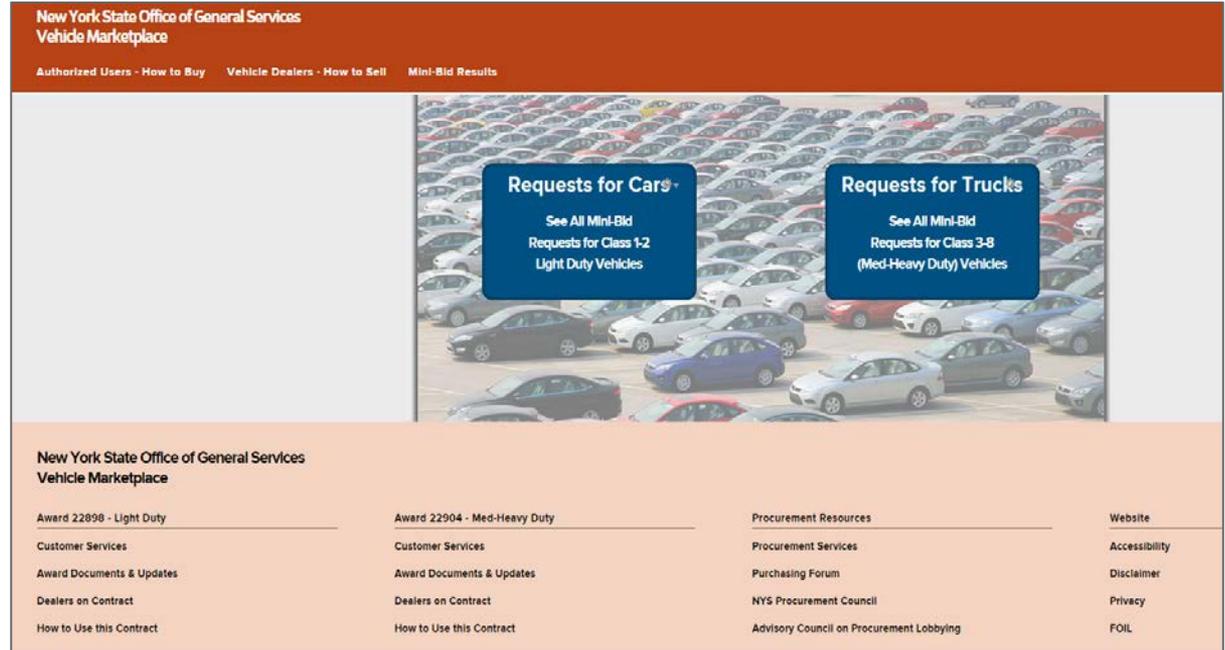
- Light Duty Vehicles (Class 1-2)
  - Cars, vans, SUVs and pickups up to  $\frac{3}{4}$  ton
- Heavy Duty Vehicles (Class 3-8)
  - Trucks: 1 ton and larger; commonly upfitted with dump body, utility body, flatbed, bucket lift, etc.



# How it Works

# The Vehicle Marketplace Website

- Resources for buyers and dealers
- Easy online system
- Competitive bidding
- Transparency



New York State Office of General Services  
Vehicle Marketplace

Authorized Users - How to Buy Vehicle Dealers - How to Sell Mini-Bid Results

Requests for Cars  
See All Mini-Bid Requests for Class 1-2 Light Duty Vehicles

Requests for Trucks  
See All Mini-Bid Requests for Class 3-8 (Med-Heavy Duty) Vehicles

New York State Office of General Services  
Vehicle Marketplace

Award 22898 - Light Duty	Award 22904 - Med-Heavy Duty	Procurement Resources	Website
Customer Services	Customer Services	Procurement Services	Accessibility
Award Documents & Updates	Award Documents & Updates	Purchasing Forum	Disclaimer
Dealers on Contract	Dealers on Contract	NYS Procurement Council	Privacy
How to Use this Contract	How to Use this Contract	Advisory Council on Procurement Lobbying	FOIL

[www.vehicles.nyspro.ogs.ny.gov](http://www.vehicles.nyspro.ogs.ny.gov)



# Easy Procurement Process!

- Determine your needs & Obtain approval(s)
- Complete Form A, create specifications document, and email both to OGS
- Bid results are emailed to the authorized user
- Authorized user has the discretion to award part, all, or none



# The Outcome



# Potential Savings Opportunities

- Larger bidder pools = Competitive bidders
- Increased Competition = Lower pricing for you!
- Requests for large quantities of vehicles - even lower prices
- All major manufacturers available on the Marketplace





# Examples of Savings

## Light Duty Vehicles

Mini-Bid #	Vehicle Requested	MSRP	Contract Price	Savings
17030234	2017 Ford Explorer	\$32,940	\$26,454	-19.7%
17030065	2017 Ford Fusion	\$22,995	\$17,319	-24.7%
17030110	2017 Chevy Silverado 2500 HD	\$39,745	\$27,891	-29.8%



# Summary

- The NYS Vehicle Marketplace offers authorized users more...
  - Manufacturers and vehicle types to choose from
  - Ways to order: “off-the-lot” or built to specs
  - Simple process; our team does most of the work
- Increases competition and savings
- Purchases have increased about 29% since launch

# The Future of the NYS Vehicle Marketplace



# eProcurement Platform

- The Mini-Bid process will be conducted through the eProcurement Platform
- All Microsoft Excel forms will be converted into an online version
- Mini-Bid history

# Authorized User View

- This view shows all of your published Mini-Bid requests.

## Solicitations

[Create Solicitation](#) or [Plan Solicitation](#)

[Help ?](#)

Current Solicitations   Planned Solicitations   Archived Solicitations

Flag	No. ▼	Published on	Name	Procedure	Phase	Role	Suppliers	(Un)read messages
●	1654	-	<a href="#">(2) Chevrolet Silverado 1500 4WD - City of Sarah (Test/Demo)</a>	Price request	Awarding	Participant	1	1  (1)
●	1650	-	<a href="#">(2) Ford Escape AWD SE - City of Sarah (Test/Demo)</a>	Price request	Awarding	Participant	1	1  (1)

- Published Solicitations
- Solicitations**
- Contracts
- Documents
- My Profile
- Company
- Contact groups
- Templates

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Company administrator:



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[Report manager](#)

-  [Export Solicitations overview](#)
-  [Export Solicitations overview](#)



# Exciting Features

- Specification Building Tool
- Q & A
- Export availability

# Questions or Help?

For questions about the  
Vehicle Marketplace,  
contact us!

[nysvehiclemarketplace@ogs.ny.gov](mailto:nysvehiclemarketplace@ogs.ny.gov)



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