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# NYS Vehicle Marketplace

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@NYSPro @nysprocurement

# 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.


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# 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


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# What is Available on the Marketplace?

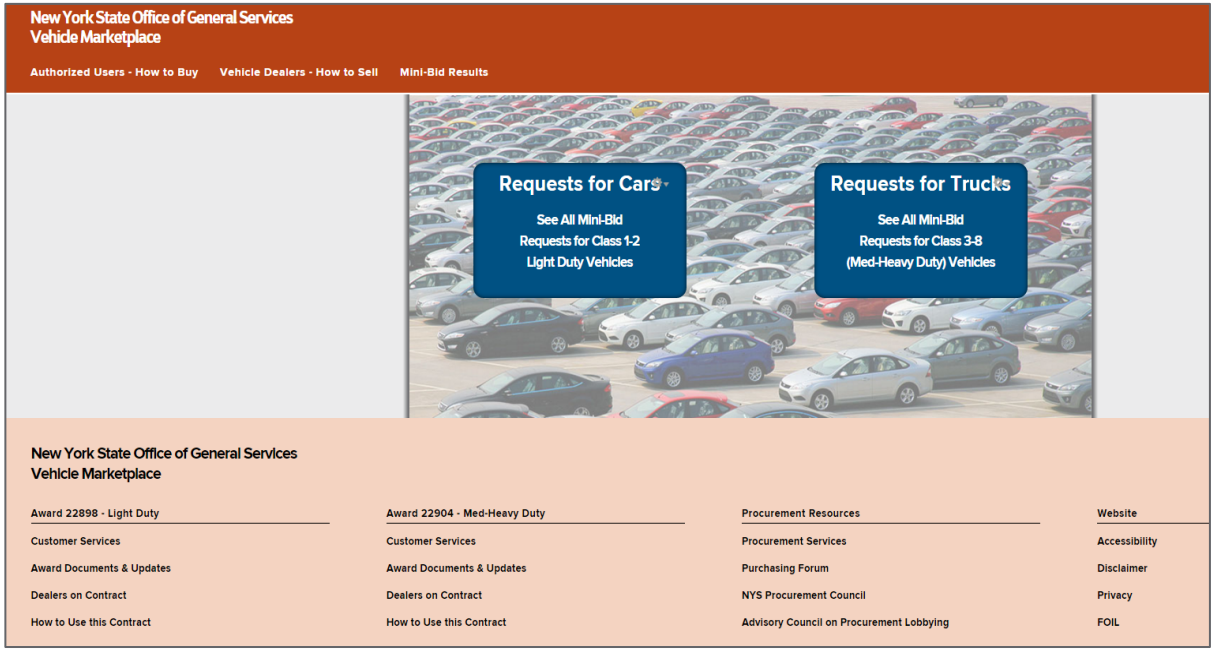
***Customers purchase "off the lot" or "built to specifications"***

- Light Duty Vehicles (Class 1-2)
  - Cars, vans, SUVs and pickups up to ¾ 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




www.vehicles.nyspro.ogs.ny.gov

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# 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
- 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 | - | (2) Chevrolet Silverado 1500 4WD - City of Sarah (Test/Demo) | Price request | Awarding | Participant | 1 | 1 (1) |
| | 1650 | - | (2) Ford Escape AWD SE - City of Sarah (Test/Demo) | Price request | Awarding | Participant | 1 | 1 (1) |

Export Solicitations overview
Export Solicitations overview

Report manager

Published Solicitations
Solicitations
Contracts
Documents
My Profile
Company
Contact groups
Templates

Company administrator:
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# Exciting Features

- Specification Building Tool
- Q & A
- Export availability

# Questions or Help?

For questions about the Vehicle Marketplace, contact us!

nysvehiclemarketplace@ogs.ny.gov