



**Office of
General Services**

NYS Vehicle Marketplace

November 12, 2019



@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.



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



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)

Published Solicitations

» **Solicitations**

Contracts

Documents

My Profile

Company

Contact groups

Templates

Company administrator:



Sarah Rose
111-222-3344
sarah.rose@ogs.ny.gov

[Report manager](#)

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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

