

**Department of Administrative Services**  
Improving efficiency, compliance, and workplace performance

# Fleet Day - 2022

State Purchasing Division



# Welcome!

## PRESENTER



**Mrs. Jennifer Hallock**  
*Contract Management Specialist*  
*Jennifer.hallock@doas.ga.gov*

# Agenda

- **Introductions**

- **Session Topics**

- ✓ **Seven Stages of Procurement**

- ✓ **The Development of Statewide Contracts**

- ✓ **Statewide Contracts Portfolio**

- ✓ **Fleet Statewide Contracts**

- ✓ **New Contracts**

- ✓ **Supply Chain Disruption – Impact on Automobile Industry**

- ✓ **What Are My Options?**

- ✓ **Review – Vehicle Availability Matrix**

- ✓ **Interim Modified Vehicle Ordering Process**

- ✓ **Administrative Vehicles SWC Only**

- ✓ **AMIGI (Automobiles Manufactured in Georgia)**

**YOUR INPUT AND PARTICIPATION ARE IMPORTANT AND WELCOMED!**

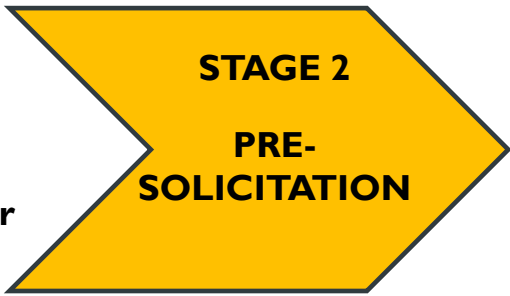
**WHAT GOES INTO DEVELOPING A STATEWIDE CONTRACT?**

**STRATEGIC SOURCING**

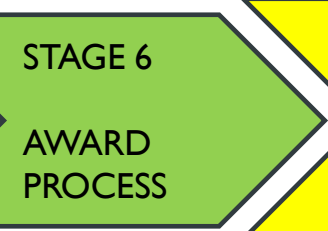
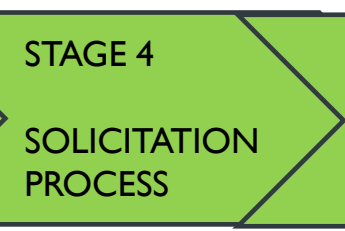
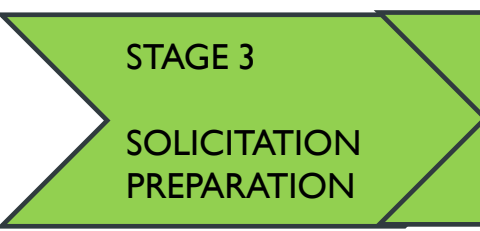
## SEVEN STAGES OF PROCUREMENT



- **Who is Buying**
- **Enterprise Spend**
- **Market Research: Current/ Future**
- **Interview Supplier Base**

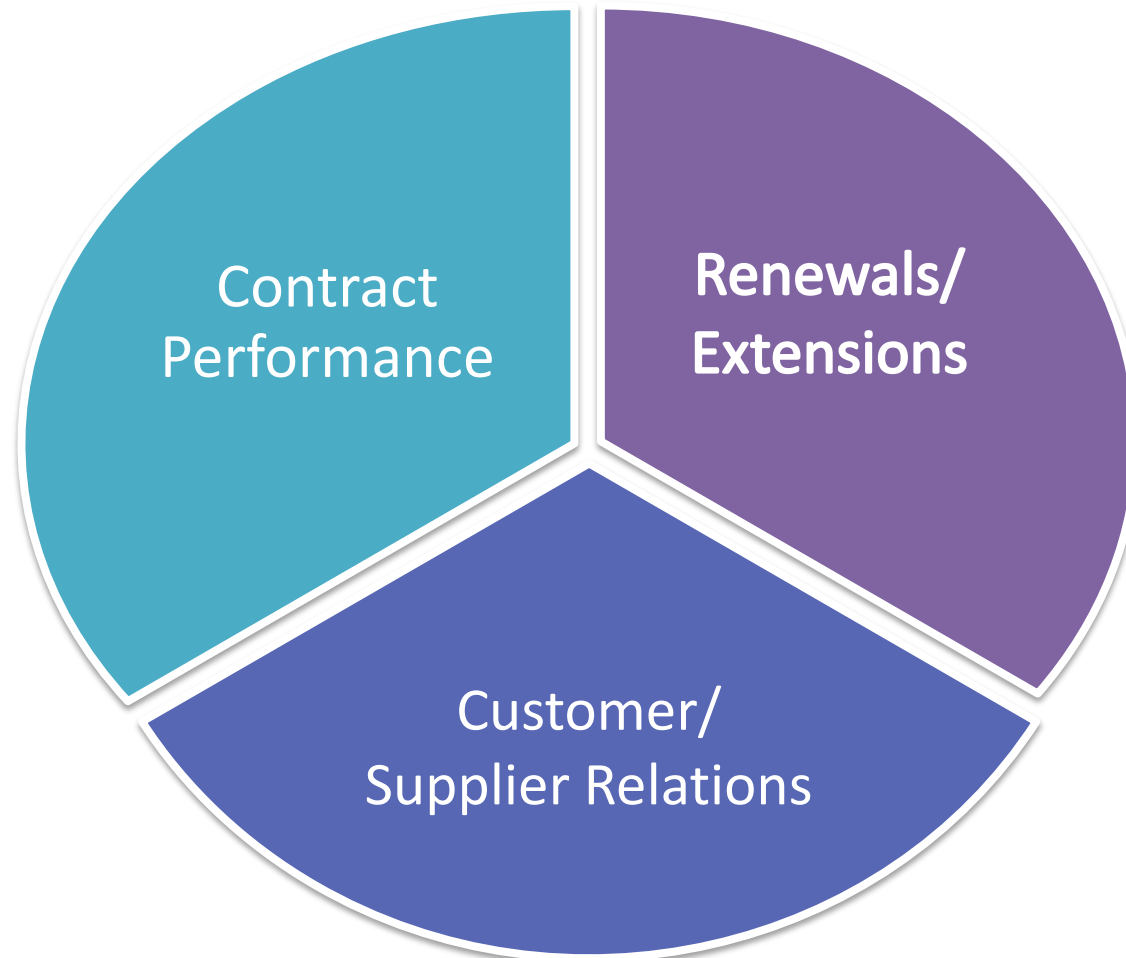


- **Identify the Scope**
- **Spend and Market Analysis**
- **Develop Cross Functional Team**
- **Identify Solicitation Strategy**



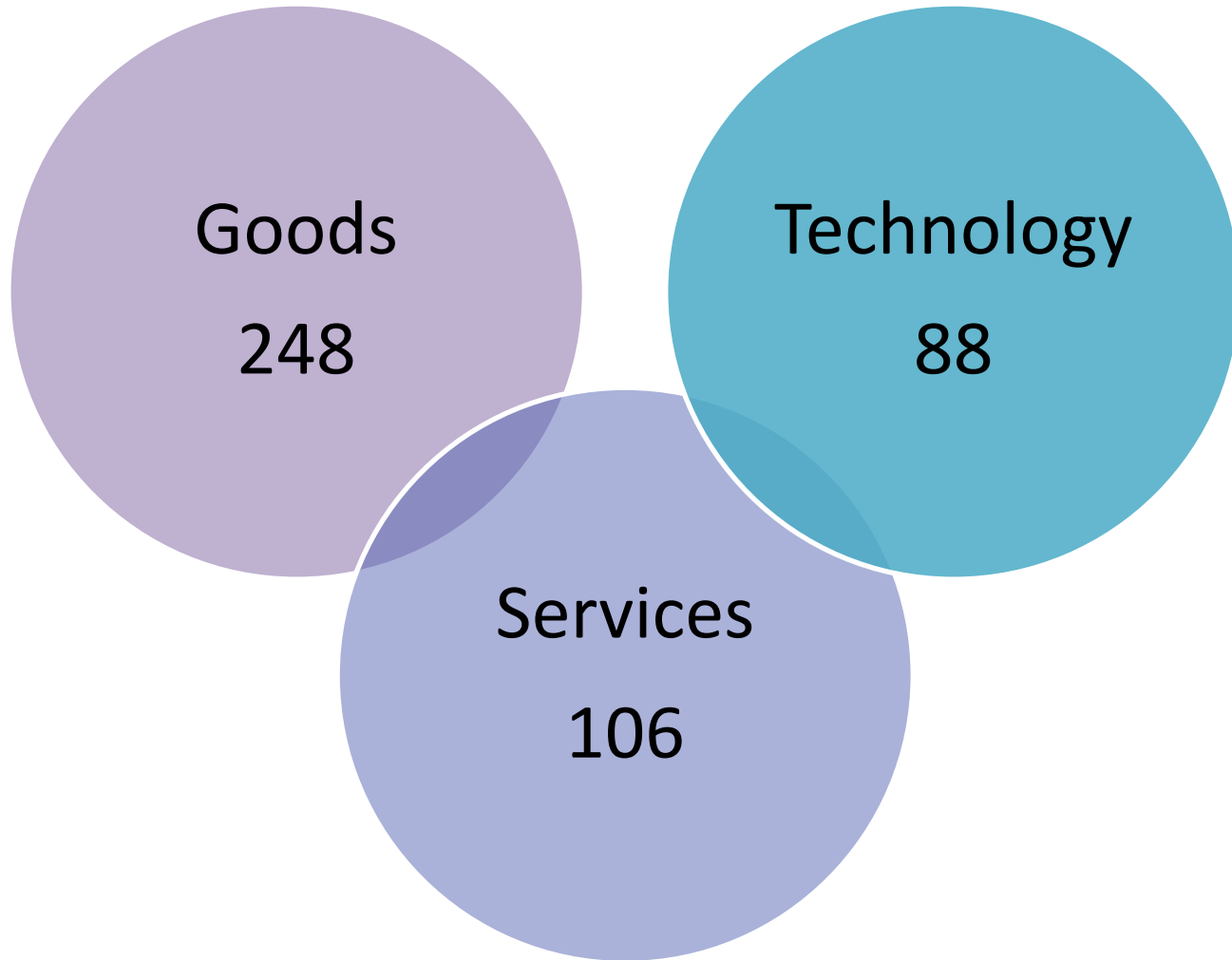
# Seven Stages of Procurement

## Stage 7 Contract Process



# Statewide Contract Management Portfolio

**Total Active Statewide Contracts: 442**



# Fleet Statewide Contracts

Contract Number	Contract Title
99999-SPD-ES40199373	❖ Administrative Vehicles
99999-001-SPD0000183	❖ Police Pursuit and Special Service Vehicles
99999-001-SPD0000138	Public Mass Transit and Transportation Related Vehicles
99999-001-SPD0000138	Supplemental Mass Transit and Transportation Related Vehicles and Related Equipment and Accessories
99999-SPD-SWL20200630	School Buses with Related Accessories, Supplies, Parts, and Services
99999-SPD-SPD0000155	Truck Chassis and Bodies
99999-SPD-ES40199376LS	Open & Closed Vehicle Leasing
99999-SPD-ES40199376BS	Bus Rentals
99999-SPD-SWL20201105	Customized Fleet Supply Chain & Parts Inventory Management
99999-001-SPD0000122	❖ AMIGI (Automobiles Manufactured in Georgia Initiative)
99999-001-SPD0000203	❖ New Tires & Retread Tires
99999-001-SPD0000201	❖ Automobile Parts (Just-In-Time)

❖ Denotes Highly Utilized SWC

**NEW**

# NEW TIRES AND RETREAD TIRES

**Mandatory Statewide Contract**  
**Effective Date: 07/01/2022**

**#99999-001-SPD0000203**  
**Current Term Expires: 6/30/2024**

Category	Awarded Suppliers
Category 1: Medium Truck Tires	Bridgestone Americas, Inc. Continental Tire The Americas, LLC Michelin North America, Inc.
Category 2: Pursuit Tires	Bridgestone Americas, Inc. The Goodyear Tire and Rubber Co.
Category 3: Passenger Tires	Bridgestone Americas, Inc. The Goodyear Tire and Rubber Co.
Category 4: Light Truck Tires	Bridgestone Americas, Inc. Continental Tire The Americas, LLC The Goodyear Tire and Rubber Co. Michelin North America, Inc.
Category 5: Farm, Tractor, Heavy Equipment, and Off the Road Tires	Michelin North America, Inc. Bridgestone Americas, Inc.
Category 6: Heavy Truck Tires	Michelin North America, Inc. Continental Tire The Americas, LLC
Category 7: Medium Truck Tires: Retread	The Goodyear Tire and Rubber Co. Michelin North America, Inc.
Category 8: Light Truck Tires: Retread	The Goodyear Tire and Rubber Co. Bridgestone Americas, Inc.
Category 9: Farm, Tractor, Heavy Equipment, and Off the Road Tires: Retread	Bridgestone Americas, Inc. Michelin North America, Inc.
Category 10: Heavy Truck Tires: Retread	The Goodyear Tire and Rubber Co. Michelin North America, Inc.



NEW

# AUTOMOBILE PARTS (JUST-IN-TIME)

**Mandatory Statewide Contract**

**#99999-001-SPD0000201**

**Effective Date: 11/01/2022**

**Term Expires: 10/31/2024**

**(REPLACES THE PREVIOUS SWC #99999-SPD-SPD0000127\*)**

Category	Awarded Suppliers	Contract Number
All Categories	NAPA Auto Parts (Genuine Auto Parts)	99999-001-SPD0000201-001
All Categories	Advance Auto Parts	99999-001-SPD0000201-002

Contract information, including the Information and Benefit Sheets, can be found on the Supplier's Contract Summary Page located within [Team Georgia Marketplace](#). The catalog type is Punchout.

## 99999-001-SPD0000201-0002

Auto Parts (Just-In-Time)

Open Summary ▾

Supplier: Advance Stores Company, Inc. Begin Date: 11/1/2022 Version Type: Original

Contract Type: Mandatory Statewide Contract Expire Date: 10/31/2024



Active for Shopping: No

## 99999-001-SPD0000201-0001

Auto Parts (Just-In-Time)

Open Summary ▾

Supplier: GENUINE PARTS COMPANY Begin Date: 11/1/2022 Version Type: Original

Contract Type: Mandatory Statewide Contract Expire Date: 10/31/2024



Active for Shopping: No

# Supply Chain Disruption – Impact on Automobile Industry

## MARKET UPDATE



■ PPI UPDATE

Producer Price Index (PPI)				March 2021-2022
August 2021 to July 2022				
PI336---336	Transportation Equipment Manufacturing	5.62%	UP	5.19% DN
PI484	Truck Transportation	23.13%	UP	25.86% UP
PI44111-116	New Car Dealers	13.41%	UP	29.41% UP
PI3361201	Trucks, 14,000 Lbs. and Under	3.87	UP	1.38% DN
PI336110	Automobiles, Light Trucks and Utility Vehicle Manufacturing	4.24	UP	3.73% DN
PI4413---113	Automotive Parts, Accessories and Tire Stores	20.69%	UP	25.71 UP

- Volatility Primary Commodities creates volatility for Secondary Commodities & (Vice Versa)
- Rising Logistics, Pandemic induced shortages and High Demand
- Semiconductors Prices up for last three years; Anticipated decrease over next three years due to production increases
- Volatility Primary Commodities creates volatility for Secondary Commodities & (Vice Versa)
- Prices not expected to return to pre-pandemic levels *Procurement 10 Report by Zach Locy and Aidan Manley*

What are my options for purchasing a vehicle?

# Review

## Vehicle Availability Report

### Statewide Contract Vehicle Availability As Of October 11, 2022

Most Recent Changes Are Highlighted in Yellow

#### Administrative Vehicles (SWC #99999-SPD-ES40199373)

Class	Statewide Contract #	Awarded Supplier	Vehicle Model	Current Model Year	2023 Base Price	2022 Price Information Only	Current Term
SUV, Full-Size	99999-SPD-ES40199373-004	Griffin Ford Sales	Ford Expedition	2023	TBD	\$ 40,250.00	Extension
SUV, Mid-Size	99999-SPD-ES40199373-002	Allan Vigil Ford Lincoln Mercury	Ford Explorer	2023	TBD	\$ 32,810.00	Extension
Truck, 1 Ton (Medium Duty)	99999-SPD-ES40199373-002	Allan Vigil Ford Lincoln Mercury	Ford F-350	2023	TBD	\$ 39,125.00	Extension
SUV	99999-SPD-ES40199373-002	Allan Vigil Ford	Ford Edge	2023	TBD	\$ 37,095.00	Extension
Van, Cargo	99999-SPD-ES40199373-002	Allan Vigil Ford	Ford Transit Connect XL	2023	TBD	-	Extension

ePACT Compliant	Order Window Opens	Order Window Closes	Communication To Customers	Current Availability	Estimated Availability Date (If Currently Unavailable)
No	8/15/2022	TBD	N/A	Available for order	
Yes	8/5/2022	TBD	N/A	Available for order	
Yes	Estimated 10/17/2022	TBD	N/A		2023 Model anticipated to be available in mid October
No	8/16/2022	TBD	N/A	Available for order	
Yes	8/16/2022	TBD	N/A	Available for order	

# Where to Locate Vehicle Availability Report

<https://doas.ga.gov/state-purchasing/statewide-contracts>



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## Report of Vehicle Availability Under Statewide Contracts as of 10/11/2022

Attached is a comprehensive overview of our Statewide Contracts for Administrative Vehicles, Police Pursuit Vehicles, and Georgia School Buses as well as the Anticipated 2023 Order Entry Availability Date (Begin) and the Anticipated 2023 Manufacture Start-up Dates. For any questions regarding Administrative Vehicles, Police Pursuit Vehicles, Georgia School Buses, or the AMIGI contracts, please contact Dr. Carl Hall at [carl.hall@doas.ga.gov](mailto:carl.hall@doas.ga.gov). [📎 Vehicle Availability Report Under the Statewide Contract](#)

# INTERIM MODIFIED VEHICLE ORDERING PROCESS\*

\*Only Applies to the Administrative Vehicles Statewide Contract - 99999-SPD-ES40199373

This process change is effective beginning July 11, 2022 and will remain in effect until the State Purchasing Division determines the change is no longer needed.

The modified process steps for vehicle acquisition are:

1. State Entities are required to utilize the mandatory statewide contract to purchase vehicles. Awarded suppliers within each vehicle class/category must be used to purchase the vehicle desired by the Entity.
2. Suppliers in the awarded vehicle class/category have up to ten (10) business days to commit in writing their ability to fulfill orders received by Entity. If the awarded supplier cannot commit to fulfill orders received by the Entity Buyer within the ten (10) business day window, the Entity Buyer must receive written documentation that the order cannot be fulfilled.
3. After the Entity has received documentation from the awarded supplier that the order cannot be fulfilled, the Entity can submit a Request to Utilize the *Modified Vehicle Ordering Process Form* to Contract Management at [contract.management@doas.ga.gov](mailto:contract.management@doas.ga.gov) requesting the ability to submit orders to any of the other statewide contract vehicle suppliers who were not in the awarded vehicle class/category to determine if they have available inventory (list of awarded and non-awarded statewide contract suppliers by vehicle class/category is included on the Modified Vehicle Ordering Process Form).
4. The request submitted to Contract Management from the Entity must be in writing and include:
  - Proof that the supplier in the awarded vehicle class/category was contacted and provided an opportunity to respond.
  - Documentation from the awarded supplier indicating it could not fulfill the order.
5. If the request is approved by Contract Management (within 3 business days), the Entity must then reach out to all the non-awarded statewide contract vehicle suppliers within the vehicle class/category to determine if they have available inventory to meet Entity needs. The non-awarded vehicle statewide contract suppliers can choose to respond to Entity request and offer to provide a vehicle at either the current awarded SWC price or provide their best available price. Entity will choose the best supplier based on pricing and time of delivery.
6. This process may be utilized by all Authorized Users provided its local laws, rules, and regulations allow.

# INTERIM MODIFIED VEHICLE ORDERING PROCESS\*

\*Only Applies to the Administrative Vehicles Statewide Contract - 99999-SPD-ES40199373

## Request Form

### FORM - Request to Utilize Modified Vehicle Ordering Process (Administrative Vehicles Statewide Contract # 99999-SPD-ES40199373)

This form is required to request approval to purchase a vehicle under the Modified Vehicle Ordering Process. The process is applicable to Statewide Contract for Administrative Vehicles (SWC 99999-SPD-ES40199373). Please complete the form and submit it, along with the email confirmation of the unavailability of the requested vehicle from the statewide contract supplier contacted, to Contract Management at [contract.management@doas.ga.gov](mailto:contract.management@doas.ga.gov).

Cells highlighted with an \* below are Required fields

#### Entity Requestor Information

Date:	*	
Requesting Entity	*	
Requestor Name	*	
Requestor Email	*	
APO/CUPO Name	*	
APO/CUPO Email	*	
APO/CUPO Phone		

#### CONTACT WITH AWARDED STATEWIDE CONTRACT SUPPLIER(S) (Select SWC Supplier Name and Vehicle Category/Class Requested from drop down list)

Statewide Contract Supplier Name/Number	*	Select From This Dropdown
Vehicle Category/Class Requested	*	Select From This Dropdown

**IMPORTANT:** Approval from Contract Management must be received before you reach out to non-awarded suppliers.

Statewide Contract for Administrative Vehicles AWARDED SUPPLIERS by Category/Class & Supplier Bided - Not Awarded				
Category	Class	Awarded Supplier	Awarded Vehicle	Supplier(s) Presented Bid
Sedan	Subcompact	Kia America	Kia America Rio LX	Allan Vigil Ford, Akin Ford, Griffin Speedway Ford, Hard Chevrolet
	Mid-Size Sedan	Kia America	Kia L5	Akin Ford, Griffin Speedway Ford, Hardy Chevrolet, Wade Chevrolet
Sport Utility Vehicles	Compact SUV	Allan Vigil Ford	Ford Escape	Hardy Chevrolet, Wade Ford, Kia America
	Compact SUV	Akin Ford	Jeep Patriot	Hardy Chevrolet, Wade Ford, Kia America
	Mid-Size SUV	Allan Vigil Ford	Ford Explorer 3.5L V6 Engine	Akin Ford, Griffin Speedway Ford, Hardy Chevrolet, Wade Ford
	Full-Size SUV	Griffin Speedway Ford	Ford Expedition	Allan Vigil Ford, Akin Ford, Hard Chevrolet
	Full-Size SUV	Hardy Chevrolet	Chevrolet Tahoe	Akin Ford, Griffin Speedway Ford, Wade Ford

# AUTOMOBILES MANUFACTURED IN GEORGIA INITIATIVE (AMIGI)

Convenience Statewide Contract

#99999-001-SPD0000122

Effective Date: 07/01/2015

Current Term Expires: 6/30/2025

This contract was specifically created to work with Georgia-based automobile manufacturers. KIA is the only eligible manufacturer to date. Around the state, 14 authorized AMIGI dealers are active for use with this contract. **This contract is for the purchase of new inventory from the dealer's lot.**

Using only the list of authorized AMIGI dealers:

- Find the vehicle you want to purchase
- Obtain 3 written quotes
- Issue your purchase order



Remember that your 3 quotes and the vehicle(s) you purchase must be obtained from the list of authorized AMIGI dealers. You must also follow the Ordering Instructions (located on the Information Sheet), which can be found in [Team Georgia Marketplace](#) on the Supplier's Contract Summary Page under Attachments. There you will also find the list of authorized AMIGI dealers.

Pricing is established at the time of purchase.



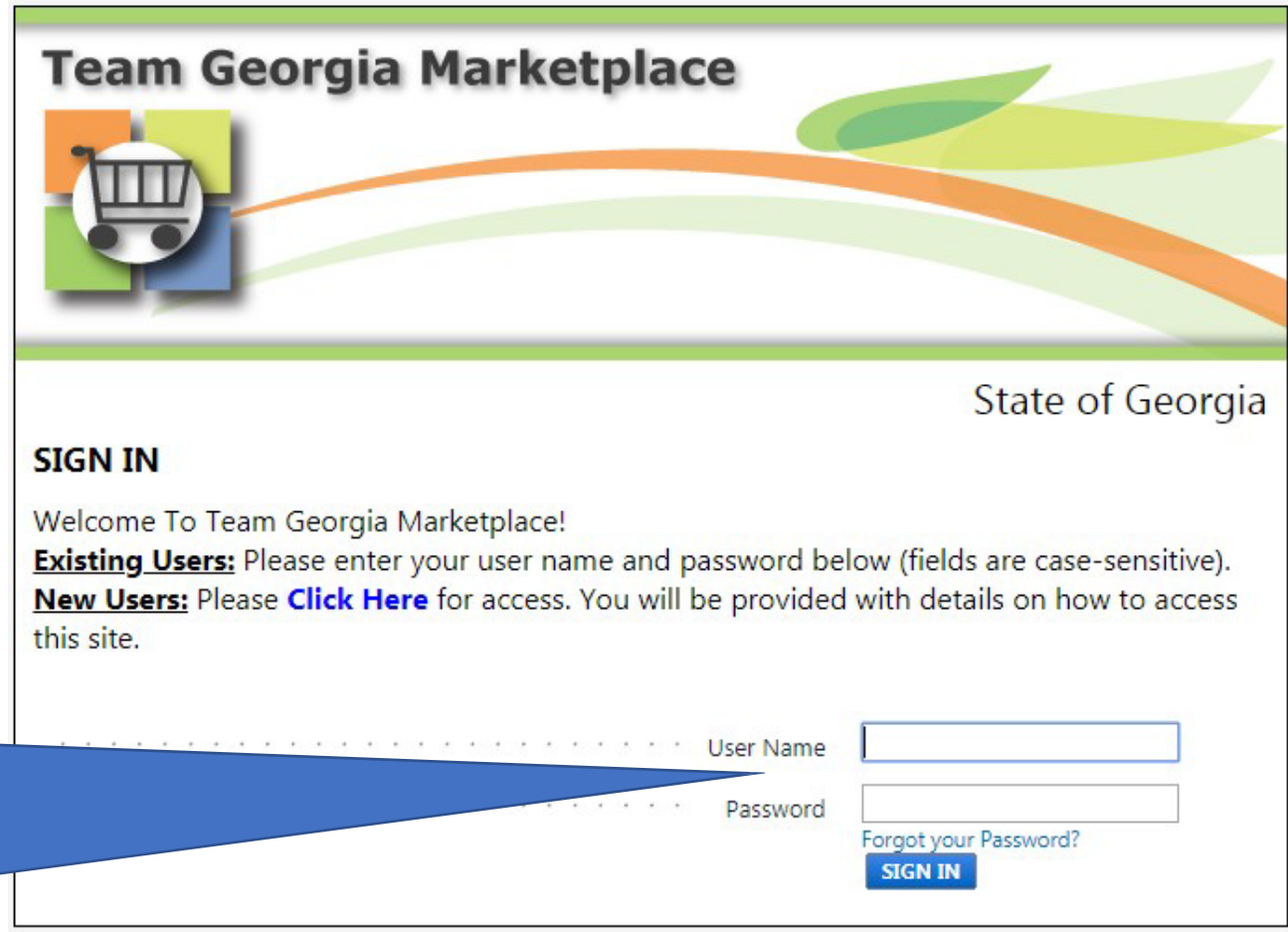


# APPENDIX A

## How to Find Contracts in Team Georgia Marketplace (TGM)

# Statewide Contract Index

## [Log In to Team Georgia Marketplace](#)



**Team Georgia Marketplace**

State of Georgia

**SIGN IN**

Welcome To Team Georgia Marketplace!

**Existing Users:** Please enter your user name and password below (fields are case-sensitive).  
**New Users:** Please [Click Here](#) for access. You will be provided with details on how to access this site.

..... User Name

..... Password

[Forgot your Password?](#)

**SIGN IN**

Sign in to  
access  
information on  
Statewide  
Contracts  
User name:  
tgmguest  
Password:  
tgmguest

# Statewide Contract Index - Search

The screenshot displays the 'Team Georgia Marketplace' website interface. The top navigation bar includes 'Home', 'Shop', 'Contracts', and 'Reporting'. The main content area is titled 'Shopping Dashboard-TGM Guest'. A red box highlights the 'Advanced Contract Search' section, which contains a search icon and the text 'Click [here](#) for the Advanced Contract Search & Quick Category Search links'. A blue callout bubble points to this section with the text 'To search for information on Contracts'. To the right, there is a 'Shop From the Top' section with a search bar and dropdown menu. Below this are sections for 'SPD Spotlight', 'SPD Communications', 'System Notifications', 'Catalog Discrepancy', and 'Showcases'. The 'Showcases' section features logos for Staples, VWR, and Fisher Scientific.

Use the search feature to search for information on the contract status, contract administrator, suppliers, etc.

# Statewide Contract Index – Search Features

Home

Shop

Contracts

Reporting

Menu Search

Team Georgia Marketplace

Contracts > Contracts > Search Contracts > Search Contracts

Contract Viewer ★ 🚩 🔔 311.25 USD Search (Alt+Q)

**Search Quick Access**

[Active Statewide Contracts](#)  
Office, Computer, and Education Furniture contracts

**Welcome To Team Georgia Marketplace's Statewide Contracts Page! TGM Guest Users: Use The Quick Access Menu To View Specific Statewide Contracts. For More Specific Inquires Use The Field Below To Search By Contract Number, Description, and/or Supplier.**

Advanced Search ?

Contract/Supplier Information:  🔍

Contract Status:  ▼

Contract Expire Date:  ▼

Contract Start Date:  ▼

**Search by contract name, number, summary, etc.**

# Order of Precedence – Statewide Contracts

## Statewide Contract Index – Search Results

The screenshot displays a web application interface for searching statewide contracts. The browser tabs include 'Campaigns | Mailchimp', 'Supplier Training', and 'Search Contracts'. The URL is 'solutions.sciquest.com/apps/Router/ContractSearch'. The page features a navigation menu on the left with options like 'Home', 'Shop', 'Contracts', and 'Reporting'. The main content area is divided into several sections:

- Search Details:** Shows search terms 'Natural Gas', filtered by 'Begin/Expire Date: All', and 'Contract Status: Active'. A 'Save New Search' button is present.
- Refine Search Results:** Lists 'Contract Type' (Mandatory Statewide Contract (23), Convenience Statewide Contract (2)), 'Contract Version' (Original (25)), and 'Supplier' (Scana Energy Marketing Inc (2), HARDY CHEVROLET INC (1), WADE FORD INC (1), Gas South (1)).
- Contract Search Results:** Displays a list of 25 results, sorted by 'Best Match' with 200 items per page. The first four results are detailed below:

Contract Number	Contract Description	Supplier	Begin Date	Version Type	Expire Date	Active for Shopping
99999-SPD-ES40199411-02	Natural Gas Firm G-11	Scana Energy Marketing Inc	11/1/2013	Original	10/31/2019	Yes
99999-SPD-ES40199411-01	Natural Gas Firm G-11	Gas South	11/1/2013	Original	10/31/2019	Yes
99999-001-SPD0000099-0002	Natural Gas Interruptible Deli	Scana Energy Marketing Inc	11/1/2013	Original	10/31/2019	Yes
99999-001-SPD0000153-0001	Management of Georgia Natural Gas Procurement Prog	PHELTS,W BRENT	4/1/2018	Original	3/31/2020	Yes

The page footer includes the URL 'https://solutions.sciquest.com/apps/Router/ShoppingDashboardUserDetails?tmstp=156680927...' and is powered by JAGGAER | Privacy Policy.