



# Fleets for the Future Clean Cities

***Sustainable Fleet Technology  
Conference & Expo***

**August 22, 2018**



**NARC**

*Building Regional Communities*

***National Association of Regional Councils***

# F4F Team



# Fleets for the Future: Goals

Educate fleet  
purchasers

Create bulk  
procurement  
options

Deploy AFVs  
at low cost

Catalogue  
lessons  
learned

Scope: AFVs and fueling infrastructure for fleets, including EVs, NGVs, propane autogas vehicles, and more

# Two parallel efforts under F4F

## National procurement

- Selected an established buying cooperative to pilot test these concepts
- Any public fleet in the country can join

**Partners:** Sourcewell

## Regional procurements

- Local RPCs and COGs develop their own contracts, tailored to regional stakeholder input
- Procurements mainly open to **local** public fleets

**Partners:** MARC, NCTCOG, MAPC, MWCOG, PAG

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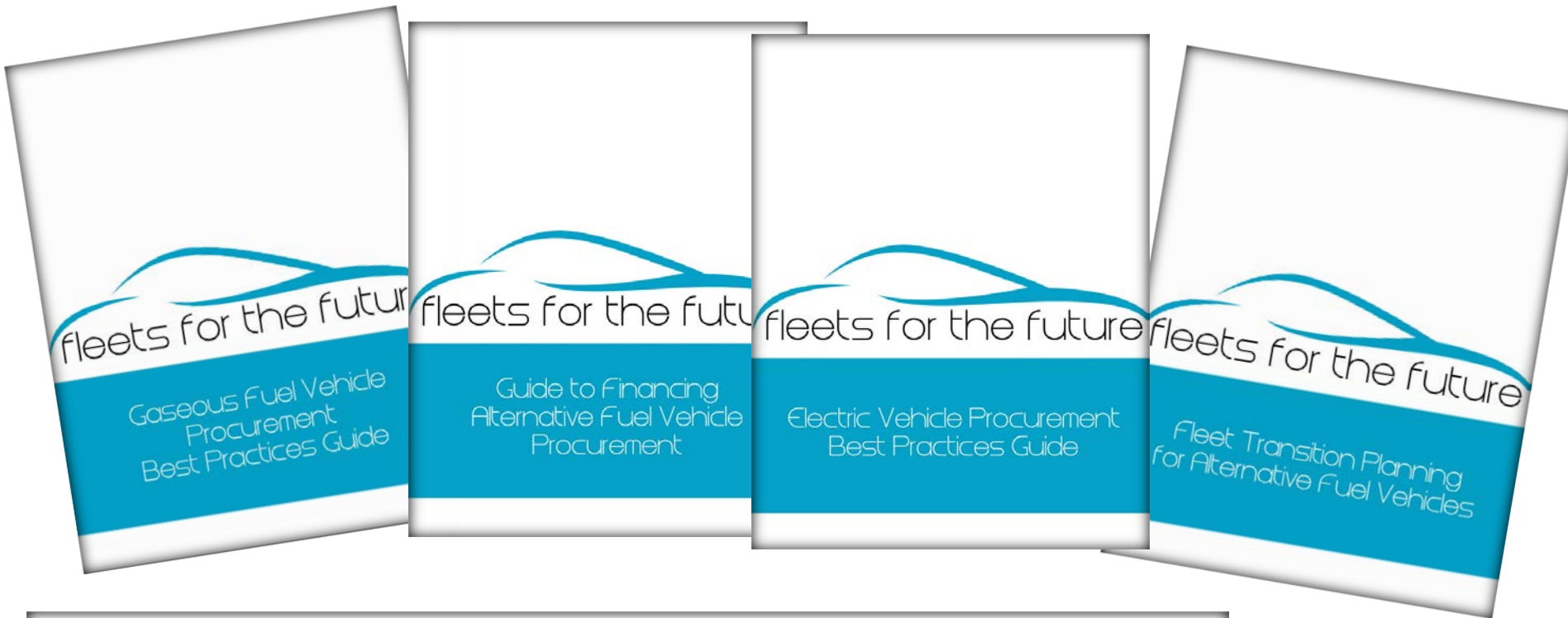
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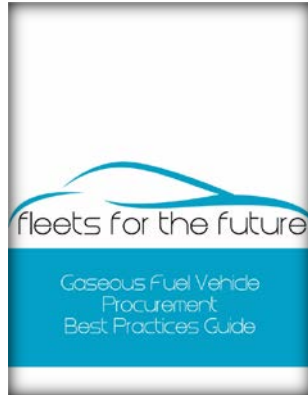
# Best practice guides: how to buy AFVs



## 7-Step Strategic Procurement Process



# Best practice guides: how to buy AFVs



## Fuel-specific best practice guides: topics

- ❖ Benefits of [\_\_gaseous fuel/electric\_\_] vehicles
- ❖ Applications best suited and why
- ❖ Technical considerations for deployment
- ❖ Procurement best practices



## Financing best practice guide

- ❖ Financial barriers
- ❖ Financing solutions
- ❖ Summary of best practices



## Transition planning best practice guide

- ❖ Stakeholder engagement
- ❖ Goals/timelines
- ❖ Prioritization
- ❖ Implementation

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# National Procurement Partner: Sourcewell



- Formally: National Joint Powers Alliance
- A **government agency**, governed by a publicly elected board of directors (M.S.123A.21)
- Sourcewell facilitates a **competitive solicitation** and award process nationally
- Membership
  - State and local government agencies
  - Public and private education
  - Other tax exempt organizations

# Why Sourcewell?

## **F4F sought a cooperative purchasing partner because our stakeholders...**

...need a solution that complies with key public procurement requirements (competitive awards)

...seek turnkey solutions to save time on specification and contract issuance

...want the best value to bring down upfront costs

...need a solution that will be available well after the conclusion of the grant

## **F4F evaluated numerous cooperatives and selected Sourcewell because...**

...Sourcewell expressed strong interest in expanding and promoting alternative fuel vehicles

... Sourcewell is well known and respected with over 50,000 public sector members

... Sourcewell has expertise in specification, evaluation, legal compliance, operation in all 50 states

... Sourcewell gets best tier pricing from the OEMs through its supplier partners

Other cooperatives considered: National IPA, US Communities, HGAC-Buy



# F4F Procurement Opportunities

<https://sourcewell-mn.gov/>



# What does Sourcewell offer?

## Industry—leading vehicle vendors offering alternative fuel options

- OEM offerings
- Turn key units
- Alternative Fuel upfitting
- Standard upfitting

## Competitively awarded Leasing options

- National Cooperative Leasing



## EVSE

- Electric Vehicle Supply Equipment and Related Services



## In development

- Fleet Management Services



# Vendors available through Sourcewell



# Are you ready for F4F?

## How can Clean Cities Coordinators Participate?

- Promote the F4F opportunities through your ongoing Coalition communication channels
  - Newsletters, email blasts, website, Social Media
- Incorporate F4F into an upcoming event
- Tools available to assist you
  - Communications toolkit, F4F team, recorded webinars, handouts

# Contact Information

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