F4F Team

- Aggregate demand for propane, electric, and CNG vehicles and infrastructure
- Reduce the cost for fleets
- Develop resources
- Catalog lessons learned
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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Best practice guides: how to buy AFVs

7-Step Strategic Procurement Process

1. Research/Engagement
2. Requirement Identification
3. Market Analysis
4. Bid Execution
5. Award and Contract
6. Contract Promotions
7. Evaluation
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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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

Sourcewell
Formerly NJPA

National Auto Fleet Group
A Division of Chevrolet of Watsonville

ZENITH MOTORS

Vendors available through Sourcewell

Sourcewell
Formerly NJPA
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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