



Contract Holder
Contract GS-33F-007DA

**General Services Administration
Federal Acquisition Service
Authorized Federal Supply Schedule Price List**

Schedule Title: Transportation, Delivery & Relocation Solutions

Schedule: 48

SIN: 451-99 New Services

Contract Number: GS-33F-007DA

For more information on ordering from Federal Supply Schedules click on FSS Schedules at fss.gsa.gov.

Contract Period: December 15, 2015 to December 14, 2020

Company:

Vision Fleet, Inc.

4136 Del Rey Ave

Marina Del Rey, CA 90292

Phone: 303-999-8866

Fax: 310-954-0995

Email: sales@visionfleet.com

Website: <http://visionfleet.com/gsa/>

Contract Administrator

Ryan Daley

1011 Walnut Street

Suite 200

Boulder, CO 80302

Phone: 303-999-8866

Fax: 310-954-0995

Email: ryan@visionfleet.com

Business Size: Small Business.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the opinion to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: gsaadvantage.gov.

Customer Information

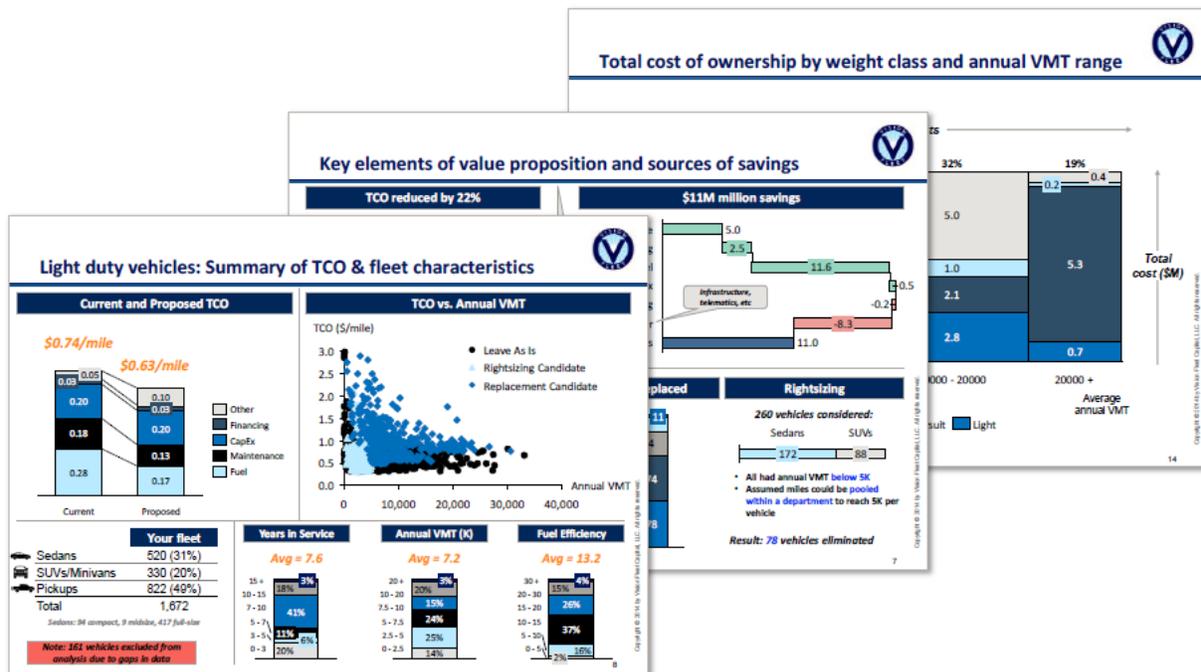
1. **SIN:** 451-99 New Services
 - a. **Lowest priced model number and unit price:** \$0.47 per mile
 - b. **Labor Category descriptions and qualifications:** Not Applicable
2. **Maximum Order:** \$1,000,000
3. **Minimum Order:** \$32,000 Annual Base Cost (see Page 5)
4. **Geographic Coverage:** Continental United States, Hawaii, and Alaska.
5. **Point(s) of production (city, county, and State or foreign country):** Not Applicable
6. **Discount from list prices or state of net price:** Discounts will apply to orders which do not require Electric Vehicle Supply Equipment (EVSE) and/or Car-sharing technology. Discounts may also apply for lease lengths that extend beyond 5 years (See Page 5).
7. **Quantity Discounts:** None.
8. **Prompt payment terms:** 0.2% if paid within 30 days.
9. **Government Purchase Cards:**
 - a. **Notification whether Government Purchase Cards are Accepted At or Below the Micro-Purchase Threshold:** Yes
 - b. **Notification whether Government Purchase Cards are Accepted Above the Micro-Purchase Threshold:** Yes
10. **Foreign Items:** None.
11. **Delivery Terms:**
 - a. **Time of Delivery:** To be negotiated at the task order level.
 - b. **Expedited Delivery:** Not Applicable
 - c. **Overnight and 2-Day Delivery:** Not Applicable
 - d. **Urgent Requirements:** Not Applicable
12. **F.O.B. Points:** Destination.
13. **Ordering**
 - a. **Ordering Address:**
Vision Fleet, Inc.
4136 Del Rey Ave
Marina Del Rey, CA 90292
 - b. **Ordering Procedures:**
Phone: 303-999-8866
Fax: 310-954-0995
Email: ryan@visionfleet.com
14. **Payment Address:**
Vision Fleet, Inc.
4136 Del Rey Ave
Marina Del Rey, CA 90292
Phone: 310-850-0401
Fax: 310-954-0995
Email: dana@visionfleet.com
15. **Warranty Provision:** No warranty needed – rental service provided.
16. **Export Packing Charges:** Not Applicable.

- 17. Terms and Conditions of Government Purchase Card Acceptance (Any Thresholds Above the Micro-Purchase Threshold):** Vision Fleet, Inc. will accept Government Commercial Credit Cards.
- 18. Terms and Conditions of Rental, Maintenance, and Repair:** To be negotiated at the task order level.
- 19. Terms and Conditions of Installation:** The installation of Telematics, Electric Vehicle Supply Equipment (EVSE) and/or Car-sharing technology to be negotiated at the task order level.
- 20. Terms and Conditions**
 - a. of Repair Parts:** To be negotiated at the task order level.
 - b. for Any Other Services:** To be negotiated at the task order level.
- 21. List of Services and Distribution Points:** To be negotiated at the task order level.
- 22. List of Participating Dealers:** To be negotiated at the task order level.
- 23. Preventative Maintenance:** Preventative maintenance is included in the rates listed on Page 5. Specific preventative maintenance providers to be negotiated at the task order level.
- 24. Special Attributes**
 - a. Environmental Attributes:** Vision Fleet offers leases on Plug-In Hybrid Electric (PHEV) and pure Battery Electric Vehicles (BEV). These vehicles are more efficient than their Internal Combustion Engine (ICE) gasoline and diesel powered counterparts. PHEVs and BEVs enable Federal agencies to take actions that reduce their fleet-wide per-mile greenhouse gas emissions, they reduce the use of fossil fuels, and increase the use of alternative fuels and advanced vehicle technologies.
 - b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details and be found. The EIT Standards can be found at <http://www.section508.gov/>. (e.g. Contractor's website or other location.):** Not Applicable.
- 25. Data Universal Number System (DUNS) Number:** 079296607
- 26. Notification regarding registration in Central Contract Registration (CCR) database:**
 - a. System for Award Management (SAM):** Currently Registered
 - b. CAGE:** 7FNR2

Pricing: Rapid Fleet Assessment (RFA)

Product	Price	Detailed Product Description
Rapid Fleet Assessment Report	\$2,105 per fleet	An analytics-based report that summarizes the opportunity for fleet managers to introduce electric vehicles into their fleets (both battery electric and plug-in hybrid electric) and recommends fleet management best practices as a source of additional value.

Example RFA Snapshots



RFA is a cost effective and quantitatively rigorous way for fleet managers to gain an understanding of their potential to meet more of their fleet users’ driving needs with electric miles in a way that simultaneously: (1) reduces total operational costs, (2) improves environmental performances, (3) meets the operational needs of the organization, and (4) improves driver safety. The report’s contents provide a baseline understanding of the fleet’s key performance metrics and assists fleet managers in the identification of suitable vehicles and use case for the transition to electric vehicles (EVs). Furthermore, the RFA report also recommends fleet management best practices that are independent of vehicle fuel types such as fleet right-sizing, right-typing, and car-sharing as an additional source of value.

The RFA price includes data collection, quantitative analysis, report preparation, a customer presentation, and one month of customer support to answer follow-up questions related to the contents of the report.

Pricing: Vision Fleet Solution (VF-S) Pricing

When purchasing the VF-S, Vision Fleet staff will help fleet managers customize an electric vehicle program to their needs to ensure operational success. The customer's per mile price block will depend on the customer's specific usage requirements, but include up to the allotted number of vehicles shown in the pricing schedule for each price block. Vision Fleet provides the entire solution at no upfront capital cost to the customer. Finally, Vision Fleet further incentivizes fleets to drive electric as much as possible by offering a \$0.02/mile credit on all electric miles driven, and offers a low \$0.36/mile rate for miles driven in excess of the annual base mileage commitment.

VF-S 2016 Pricing for 250,000 miles/year for 5 years					
Vehicle Quantity Blocks	Annual Vehicle Miles Traveled (VMT) per vehicle	Total Annual Base Miles	Per Mile Base Rate	Annual Base Cost	5-Year Base Cost
Up to 15 Vehicles	>= 16,667	250,000	\$0.47	\$117,500	\$587,500
16-20 Vehicles	12,500 - 15,625		\$0.55	\$137,500	\$687,500
21-25 Vehicles	10,000 - 11,905		\$0.64	\$160,000	\$800,000
26-30 Vehicles	8,333 - 9,615		\$0.72	\$180,000	\$900,000
Miles in excess of the Total Annual Base Miles			\$0.36		
Electric Miles Credit Incentive			-\$0.02		

- Applicable mileage rate depends on the final number of cars required to meet the total number of miles purchased.
- Mileage rates are subject to adjustment to account for additional, unforeseen costs including, but not limited to, geographically disparate deployments, unusually high infrastructure costs, and/or atypical vehicle mix requirements.
- A discount of \$0.02 on the per mile base rate will apply to orders which do not require Electric Vehicle Supply Equipment (EVSE).
- Discounts may apply for lease lengths beyond the initial 5 years. Lease length discounts are to be negotiated at the task order level.

Minimum Order Description

The VF-S minimum order threshold represents an opportunity to deploy, in appropriate circumstances, an electric vehicle pilot project as an initial phase to a larger deployment of vehicles within an agency's fleet. Under this minimum order a fleet would receive 5 vehicles (both PHEV and BEV) for a 5-year lease term and a minimum of 10,000 miles per year, per vehicle. This mileage threshold falls into the 21-25 vehicle block and is therefore priced at \$0.64 per mile, which equals an annual base cost of \$32,000 and a 5-year base cost of \$160,000.

Vision Fleet Overview

Founded in July 2013, Vision Fleet is a privately-held corporation that works with corporate and government vehicle fleets to assess, finance, deploy, and manage Alternative Fuel Vehicles (AFV's), with a specific focus on zero emission vehicles (ZEVs) like battery electric vehicles (BEVs), and plug-in hybrid electric vehicles (PHEVs). Hereafter referred to collectively as EV's.

The Vision Fleet Solution (VF-S) Clean Miles Solution

The VF-S pricing charges customers for a block of clean, alternatively fueled miles driven annually using Vision Fleet-provided EVs for 5 years. The vehicles are fully supported by Vision Fleet through the entire life of the contract. The VF-S provides a mixed fleet of PHEV and BEVs and all the requisite services needed to support their successful implementation and operation. Current market availability for these products is somewhat limited; therefore, the current Vision Fleet offering an associated pricing reflect the GSA equivalent vehicle type under SIN 8 – Sedan/Station Wagon; Subcompact, 4 door, 4 passenger. The products and services bundled into the per mile pricing include:

- EV program design
- Vehicle selection, procurement and delivery
- Electric vehicle supply equipment (EVSE) (e.g. charging infrastructure) design, procurement and installation
- EVSE maintenance and operation
- Hands-on vehicle deployment and operational support
- Driver and fleet manager training and education
- Fuel (gas and electric) and maintenance cost reimbursements
- Fuel card and service program administration
- Car-sharing technology, implementation and maintenance support
- Vehicle telematics devices
- Data services and EV analytics
- Vehicle health monitoring and continuous deployment assessment
- Roadside assistance service
- Performance and greenhouse gas emissions reporting
- Comprehensive EV system and fleet management support

Vehicle selection, procurement, and delivery

Vision Fleet works with the customer to target not only which vehicles in the fleet are suitable for an electric replacement, but also assists in the selection of specific EV makes and models most suitable for the intended uses. Decision-making relative to final number and mix of vehicles to be procured through Vision Fleet ultimately remains with fleet management and procurement personnel, however, material variations from Vision Fleet's basic vehicle mix expectations (50% PHEV / 50% BEV with both New and Certified Pre-Owned Vehicles included) can result in pricing modifications. Vision Fleet procures and delivers the vehicles and takes the vehicles at the end of the contract.

Fuel

Vision Fleet's offering includes the cost of gasoline and electricity. The purchase of gasoline in PHEV's is managed through Vision Fleet gasoline fuel cards. Vision Fleet will also credit fleet customers for the kilowatt-hours used, based on the applicable electricity rate paid by the fleet, to charge vehicles procured through Vision Fleet.

Electric Vehicle Supply Equipment (EVSE)

Vision Fleet provides standard level-2 (L2) charging infrastructure sufficient to support high levels of battery utilization and electric vehicle miles traveled (e-vmt) across the deployment and works with customers to optimize site location and design, permitting, installation, and operation. The precise number of EVSE units to be installed will vary based on the location and concentration of vehicles deployed. Any variations in price as a result of additional or more-costly EVSE deployments than the allotted budget will be negotiated with each individual customer.

Car-sharing technology

Vision Fleet offers a car-sharing technology package along with its vehicles to enable shared access to the Vision Fleet pool of cars. This car-sharing platform enables automated scheduling, keyless entry, and management of the associated usage data. The precise number of car-sharing units to be installed will vary based on customer need, compatibility with mission requirements, and on the locations and concentration of vehicles deployed. Any variations in price as a result of less than 100% of vehicles being deployed with car-sharing will be negotiated with each individual customer.

Hands-on deployment, training, and operational support

Vision Fleet staff will lead the implementation from start to finish and offer driver and fleet manager training as well as ongoing operational support to ensure long term program success and effective continuous improvement. Through the operational support, Vision Fleet also takes on preventive maintenance and repairs.

Reporting and greenhouse gas emissions management

Through a combination of on-board telematics installed on each vehicle and a proprietary analytics platform (called Vision Fleet iQ [VFiQ]), Vision Fleet assesses the individual and fleet-wide performance of EVs, as well as the utilization of and changing needs for EVSE. A web-based reporting platform gives fleet managers and other program stakeholders real-time access to the same information. On a monthly basis, the insights provided by that analysis allow Vision Fleet to identify actionable recommendations for our customers to adjust or adapt the program to further optimize their energy and cost savings. VFiQ can also facilitate data integration (e.g. via API or FTP data feeds) with existing fleet management systems and compliance reporting systems (e.g. the Federal Automotive Statistical Tool [F.A.S.T.]) to monitor petroleum and alternative fuel use as well as greenhouse gas emissions at an asset-level.

Roadside assistance & vehicle health monitoring

Vision Fleet offers a roadside assistance package along with each car. Additionally, the telematics devices and accompanying analytics enable Vision Fleet to provide vehicle health monitoring, diagnosis of engine health problems, and monitoring of a preventative maintenance schedule for each vehicle.