

## Online NYC Fleet Auctions Surpass 20,000 Units Sold

By: Keith T. Kerman

NYC Government Fiscal Year 2019 is now in the books. As we do each year, we will spend the upcoming newsletters reporting on the fiscal year performance of the City fleet. We begin this year with our revenue report.

While few would think of fleet as having a revenue component, there is a complex fiscal program supporting fleet services, including revenue programs relating to selling outdated vehicles and pursuing restitution when private vehicles damage City fleet units. As part of a broad set of Citywide Savings and Efficiency Initiatives that have been launched with OMB, in FY16 DCAS began a program to expand fleet revenues. Fleet is more aggressively pursuing claims and has been supported in this effort by our new telematics data, Fleet Office of Real Time Tracking (FORT), and a partnership and MOU with the City Comptroller.

We have also been working with agencies, including as part of Mayoral Executive Order 41 of 2019, to call in older vehicles for salvage and sale, expanding revenue and eliminating costly maintenance needs for these older units.

In the four years since the savings initiatives were launched, DCAS has increased fleet revenues \$2.5 million a year or 32%. We are close to self-funding the entire central fleet office on these increases alone!

In 2012, DCAS went from in-person to online auctions, for our City fleet units. Online auctions open these opportunities more widely and streamline the process.



This initiative also freed up 6 acres at the Brooklyn Navy Yard for economic development. Recently, we surpassed our 20,000th unit sold through online auctions. Our DCAS claims unit had its best revenue year ever topping \$800,000 per year. Per claim return was also the highest. This was despite losing staff during the year. While DCAS handles claims for most agencies, NYPD, FDNY, and DEP also have separate claims units.

Thanks to Jon Ells and Marcin Gubernat who lead our revenue efforts under Sherry Lee and Eric Richardson, and to agencies who have reported and helped us pursue these claims and retired vehicles. Let's keep the pace in FY20.

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