

## Increasing Diversity in Fleet Service Suppliers

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In June 2017, DCAS issued a [request for information \(RFI\)](#) aiming to increase diversity and competitiveness in fleet contracting. Fleet uses contracts across a wide spectrum of areas including vehicle acquisitions, fuel, servicing, parts, training, and to support major initiatives such as Vision Zero and NYC Clean Fleet. In 2017, DCAS received 16 responses to the [RFI](#).

In the last three years, we have seen some important participation in fleet contracts by M/WBE vendors. One of Fleet's biggest projects is the capital installation of fast electric charging. Our electrical services vendor is an M/WBE and has already completed over \$3 million of installation work in the last year for this exciting green network, with work continuing. We will have more to say on that project soon. NYC Fleet agencies like Parks, NYPD, FDNY, and DOC use gators and tractors to perform off-road work. Our main supplier of this critical equipment is an M/WBE who provided \$1.6 million in fleet equipment, 56 fleet units, just last year.



An M/WBE vendor registered with the City supplied our first portable electric charger, called a Mobi, which expands the capacity of our electric charging network, NY's largest. An M/WBE vendor also supplied our first virtual reality simulator which has been deployed at NYC Parks to enhance on-the-road driver training as part of Vision Zero.

In response to the COVID-19 pandemic, fleet agencies have now spent more than a half-million dollars this year on disinfecting services for fleet vehicles potentially exposed to the virus. An M/WBE has been

the main supplier of these critical safety services, continuing weekly, for DCAS and NYCHA. We discussed these services as they were first emerging in an [April newsletter](#).

DCAS supplies Client Services through a vendor network based on a NY State requirement contract. Our network vendor uses service suppliers from across NYC to maintain, repair, and tow DCAS client fleet units. The vendor does internal M/WBE tracking, which is separate from the City's tracking but still a potential indicator of progress in diversifying fleet contractors. As per the vendor tracking, DCAS has increased the use of diverse contractors by 43% since the RFI, going from \$1.58 million per year from FY15 to FY17 to \$2.26 million per year from FY18 to FY20. DCAS has presented on this effort at the Fleet Federation meetings and also encouraged the network vendors to seek official M/WBE status with the City, which many have.

An M/WBE vendor that is registered with the City has become one of our certified vendors for installing truck side-guards as part of Vision Zero and has completed 690 guards so far. Truck side-guards are still very new in the USA. We are of course trying to change that. As part of this initiative, DCAS certified service vendors to install the safety technology and we were pleased to have an M/WBE among those initial suppliers. We hope to see, and spur, a large expansion in market demand for truck side-guards as the years go forward.



We continue to seek additional vendors to diversify our supplier base and increase competition in our contracting. Vendors can get in touch with DCAS Fleet [here](#) to present on offerings or services within fleet, or reach out to DCAS Procurement to register with the City or learn more about the M/WBE program [here](#). Thanks to the M/WBE vendors who have participated in this effort so far and supported various fleet services and major initiatives.

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