

Acquisition of Motor Vehicles

The Government sector and other eligible contract buyers can now take advantage of the huge savings achieved through the new committed volume process for motor vehicle acquisition introduced by NSW Procurement. Committed volume provides the opportunity for a reduced capital cost which in turn can lead to lower lease rates. A new accredited panel of motor vehicle manufacturers has been implemented which is designed to allow flexibility and adaptability to a dynamic and ever changing market place. Capped pricing and a Request for Quotation (RFQ) process are features of the panel.

KEY BENEFITS

- An opportunity for you to leverage your vehicle expenditure through this whole of Government approach
- Buyers benefit from market dynamics due to six month 'committed volume' RFQ arrangement
- Key value drivers in line with the NSW State Plan i.e. reduced Greenhouse emissions, safety standards, support local industry and overall value for money
- Increased variety within vehicle categories to support fleet management objectives with regard to residual management
- Increased range of commercial vehicles now covered by contract reducing administrative overhead of tendering for agencies
- smartbuy® - the NSW Government electronic marketplace allows buyers to compare and get the best deal for their business

PRODUCTS & SERVICES

This contract includes acquisition of:

- Passenger vehicles
- Sport Utility Vehicles (SUV)
- Light Commercial Vehicles (LCV)
- Heavy Commercial Vehicles (HCV)

CONTRACT PERIOD

01/04/08 to 31/03/12

HOW TO PURCHASE

You can check out vehicle prices on smartbuy®, the NSW Government endorsed e-Procurement solution. Quick, efficient and all in one place, smartbuy® offers you the opportunity to make product comparisons and value based decisions. Log in today at www.smartbuy.nsw.gov.au

To check your organisation's eligibility to purchase under this State contract or register as a new customer, please contact the Client Support Centre: **1800 NSW BUY (1800 679 289)** or email nswbuy@services.nsw.gov.au.

For details on ordering through StateFleet for Government Agencies go to www.statefleet.ogp.commerce.nsw.gov.au

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CONTRACT 653

ADDITIONAL INFORMATION

- A reduced supplier base meaning greater volume commitment to suppliers
- Accredited panel of suppliers reviewed (at least) annually - more sensitive and adaptive to market conditions
- Minimum vehicle specification based on government functional need
- Reverse/auto novation is prohibited
- Purchase of the RFQ process requires alignment with NSW Government in terms of minimum retention

CLIENT SPONSORS

The following agencies formed the Client Reference Group:

- Department of Education and Training
- NSW Health
- NSW Police
- Roads & Traffic Authority
- State Fleet

SUPPLIERS

PASSENGER VEHICLES	SPORTS UTILITY VEHICLES (SUV)	COMMERCIAL VEHICLES
Ford Motor Company	Ford Motor Company	Ford Motor Company
GM Holden Ltd	GM Holden Ltd	GM Holden Ltd
Hyundai Motor Corp	Hyundai Motor Corp	Hino Motor Sales Aust
Kia Motors	Kia Motors	Hyundai Motor Corp
Mercedes Benz Aust	Mitsubishi Motors	Isuzu Aust
Mitsubishi Motors	Nissan Motor Company	Iveco Trucks Aust
Nissan Motor Company	Subaru (Aust) Pty Ltd	Kia Motors
Subaru (Aust) Pty Ltd	Suzuki (Aust) Pty Ltd	Mercedes Benz Aust (Vans)
Suzuki (Aust) Pty Ltd	Toyota Motor Corp	Mercedes Benz Aust (Fuso Trucks & Buses)
Toyota Motor Corp	Volkswagen	Mitsubishi Motors
Volkswagen		Nissan Motor Company
		Scania
		Toyota Motor Corp
		UD Trucks
		Volkswagen



Procurement
1800nswbuy

02/11

FURTHER INFORMATION

For further information or to obtain a copy of the Contract Guide, please contact the Client Support Centre.



1800 NSW BUY
1800 679 289



www.nswbuy.com.au
www.nswprocurement.com.au



nswbuy@services.nsw.gov.au