



Karsan Selected To Deliver Prototypes Under USPS's Next Generation Delivery Vehicle Testing Process!

Following the call for the Request for Proposal (RFP) regarding the U.S. Postal Service's (USPS) "Next Generation Delivery Vehicle" testing process and its pre-qualification as one of the 15 suppliers to submit proposals to develop prototypes, Karsan has been awarded a contract to develop prototypes for the Service's future fleet replacement needs, managing to make it to the finals. Karsan, celebrating its 50th anniversary this year and standing out with its numerous transportation solutions devised for cities, will produce and deliver its new prototype for USPS testing and evaluation in approximately one year.

Karsan, carrying out production operations of commercial vehicles and leading-edge public transportation vehicles fit for both the domestic and export markets at its 2 separate plants located in Bursa, has been awarded a contract as one of six firms to deliver Next Generation Delivery Vehicle (NGDV) prototype vehicles for testing. As for the planning of the future fleet replacement needs, The United States Postal Service will decide following this test and evaluation period.

Following a review of the responses to the Request for Information (RFI), the USPS determined that 15 suppliers are prequalified to submit proposals to develop NGDV (next generation delivery vehicles) prototypes. As part of the process, all suppliers including Karsan were asked to submit proposals that represented their design conclusions concerning the delivery vehicles that would best meet USPS's organizational needs.



After a rigorous pre-evaluation process, the US Postal Service awarded contracts to six prime suppliers who together will produce 50 prototype vehicles as part of the next phase of the NGDV acquisition process.

Along with Karsan, the sole Turkish company among the six selected suppliers, AM General, Mahindra, Oshkosh, Utilimaster, and VT Hackney were also awarded contracts. The contract awards are valued at \$37.4 million and the suppliers also have the discretion to team or subcontract with additional suppliers. Karsan will develop its prototypes in cooperation with a German automotive manufacturer.

The period of performance for the contract(s) is approximately one year from the contract award for suppliers to develop and produce the prototypes, as it was announced. The Postal Service then plans to test the prototype vehicles during a period of approximately six months in a range of different climates, topography, population centers and delivery environments. The tests to be implemented with new vehicle prototypes will help demonstrate the ability of the proposed designs to meet operational needs, including the need to deliver to mailboxes across the United States.

Karsan, at a glance

Founded in 1966, Karsan Otomotiv Sanayii ve Ticaret A.Ş. operated under the Koç Group between 1979-1998 and following Inan Kıracı's purchase of the majority shares in 1998, the Company started to carry out its operations within the body of Kıracı Holding. Since 1981, Karsan has been a commercial vehicle manufacturer with 100% local capital. In line with its "Limitless Transportation Solution" vision set in 2009, Karsan has aimed to develop and manufacture a wide variety of products ranging from passenger cars to buses and minivans to heavy trucks and today the Company produces in its state of the art, flexible facilities Hyundai Motor Company's H350 model panel vans, minibuses as well as chassis for pick-up trucks and Menarinibus branded buses under license besides Karsan JEST, Karsan ATAK and Karsan Star vehicles manufactured under its own brand. Marketing, sales and after sales services of such products are performed via Karsan Marketing.