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Title: Approve the award of a purchase contract to Samsara Network Inc. of San Francisco, California, to provide a citywide municipal fleet management solution for vehicle telematics, engine trouble codes, emissions testing, and asset tracking in the amount of \$613,500 for city vehicles and equipment

Sponsors: General Services Department

Indexes:

Code sections:

Attachments: 1. RFP, 2. Samsara Contract, 3. Proof of Publication, 4. Proposal of Opening Record, 5. Proposal Evaluation, 6. Comment and Review, 7. Board Resolutions

Date	Ver.	Action By	Action	Result
5/25/2023	1	City Council	APPROVED	Pass

REPORT TO THE CITY COUNCIL

FROM: BRIAN BARR, Director
General Service Department

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General Service Department, Fleet Management Division

SUBJECT

Approve the award of a purchase contract to Samsara Network Inc. of San Francisco, California, to provide a citywide municipal fleet management solution for vehicle telematics, engine trouble codes, emissions testing, and asset tracking in the amount of \$613,500 for city vehicles and equipment

RECOMMENDATION

Staff recommends Council approve the award of a three-year Cooperative Purchase Agreement to provide a citywide municipal fleet management solution for vehicle telematics, vehicle diagnostics, emissions testing, and asset tracking in the amount of \$613,500 for city vehicles and equipment.

EXECUTIVE SUMMARY

The Department of General Services, Fleet Management Division, is seeking to establish a cooperative purchase agreement for the purchase of an onboard fleet management solution that includes vehicle telematics, engine trouble codes, emissions testing, and GPS asset tracking. The City has been using GPS equipment in fleet vehicles since 2007, and currently utilizes multiple providers to provide asset tracking services of City equipment. This purchase agreement will allow the Fleet Management Division to consolidate the technology under a single contract from Samsara

as well as expand its capabilities. Departments and Fleet Management will have the ability to locate city vehicles and equipment, plan routes, be notified of upcoming maintenance and vehicle dashboard alerts. These new capabilities will provide Fleet Management with immediate notification of vehicle mechanical issues, allowing for a prompt response minimizing repairs. In addition, this system will enable the Fleet Management Division to enroll in the California Bureau of Automotive Repairs Continuous Testing Program for vehicle emissions. The cooperative purchase agreement will be acquired through a competitively solicited cooperative procurement process administered by Sourcewell.

The City has noticed affected bargaining units of the centralization of the GPS services and potential installation of a GPS system in City vehicles which currently do not have a system installed and has concluded its meet and confer obligation.

BACKGROUND

The General Services Department, Fleet Management Division is responsible for maintaining approximately 2,500 active vehicles and equipment for the City of Fresno. This includes vehicle acquisitions, whole-life maintenance, fueling, and end-of-life disposal. Fleet Management serves the city departments by providing reliable like new transportation to support their needs and service responsibilities. This is done by scheduling and performing preventative maintenance, identifying repairs, and replacing equipment in a timely manner.

The City has been using GPS equipment in fleet vehicles since 2007. Currently, two different asset tracking solutions are being utilized by multiple departments and Fleet Management is recommending consolidating into one citywide system. The existing solutions are end-of-life and relied on 3G cellular systems which have been phased out by cellular carriers. Establishing a citywide onboard fleet management system will provide several benefits, including helping City departments locate vehicles easily, develop optimal routes, and help the City reduce risk by preventing accidents and reducing liability.

This system will allow the Fleet Management Division to enroll in the Bureau of Automotive Repair Constant Testing Program. The California Air Resource Board directive requires diesel vehicles to be tested four times a year or enroll in a Continuous Testing Program. This program will continuously test emissions through the onboard computer (OBD-II) system in lieu of conducting physical inspections, effectively reducing vehicle downtime, and increase opportunities for Departments to provide service. Fleet Management will be notified when there is trouble with the emissions equipment through this system.

The City has noticed affected bargaining units of the centralization of the GPS services and potential installation of a GPS system in City vehicles which currently do not have a system installed and has concluded its meet and confer obligation.

The equipment and service will be purchased utilizing a competitively solicited cooperative procurement process administered by Sourcewell. This price includes the Sourcewell discount applied to city purchases as well as initial installation and set-up. The Purchasing Division and Information Service Department has approved this contract and recommends Council to approve.

ENVIRONMENTAL FINDING

By the definition provided in the California Environmental Quality Act Guidelines Section 15378, the

award of this contract does not qualify as a “project.”

LOCAL PREFERENCE

Local preference is not applicable. The City is not issuing a request for quote for this cooperative purchase agreement.

FISCAL IMPACT

No general funds will be used to purchase this service, valued at \$613,500. The funding to cover the first year of expense has been included in the FY2023 adopted budget under the operations of the General Service Department, Municipal Fleet Division.

Attachments:

RFP

Samsara Contract

Proof of Publication

Proposal of Opening Record

Proposal Evaluation

Comments and Review

Board Resolutions