



COUNTY OF SAN MATEO
Inter-Departmental Correspondence
Public Works



Date: February 5, 2014
Board Meeting Date: March 11, 2014
Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: James C. Porter, Director of Public Works

Subject: Agreement with GPS Insight, LLC for Global Positioning System Tracking Devices on County Vehicles

RECOMMENDATION:

Adopt a Resolution authorizing an agreement with GPS Insight, LLC for the installation of GPS tracking devices on County vehicles for the term of March 11, 2014 through March 10, 2017, in an amount not to exceed \$750,000.

BACKGROUND:

On November 15, 2011, your Board adopted Resolution 071717 authorizing the installation of a vehicle reservation system on up to 370 County cars, and the installation of a Global Positioning System (GPS) on all County vehicles, using General Funds in the amount of \$950,000, through the SMCSaves program.

DISCUSSION:

We have determined that very few firms offer a combined reservation and GPS system. As a result, the Department proceeded with the preparation of separate Requests for Proposals for a vehicle reservation system and a GPS tracking and reporting system. Your Board awarded a contract for the reservation system to Asset Works on December 11, 2012.

Through the subsequent Request for Proposal process, we received two offers of service for a GPS vehicle tracking system— one from GPS Insight, LLC and the other from Radio System Integrators. We have reviewed the proposals and interviewed each of the vendors and believe that the proposal from GPS Insight more completely meets the County's goals relative to a GPS vehicle tracking and reporting system.

The Department contacted all vehicle users to advise them of the GPS installation project. The Sheriff's Office and District Attorney's Office chose to not participate in the

project. The Probation Department is doing a partial installation. The remaining 593 County-owned vehicles will be outfitted with the GPS units.

Entering into an agreement with GPS Insight will allow approximately 593 County vehicles to be outfitted with GPS technology, allowing for improved vehicle management tools and resulting in direct savings associated with more efficient vehicle use. It is anticipated that increased use efficiencies could result in annual fuel savings of \$350,000 or more and that the technology will be instrumental in enabling the County to reduce its overall fleet size and realize savings commensurate with the management of a smaller and more effective fleet.

The contractor has agreed to comply with the County's Contractor Employee Jury Service Ordinance, as well as all other contract provisions that are required by County ordinance and administrative memoranda, including but not limited to, minimum insurance requirements, hold harmless clauses, and non-discrimination and equal benefits policies.

County Counsel has reviewed and approved the Resolution and Agreement as to form.

Approval of this Agreement contributes to the Shared Vision 2025 outcome of an Environmentally Conscious Community by reducing overall fuel consumption and eliminating older and less efficient vehicles through a fleet right sizing analysis.

FISCAL IMPACT:

The GPS tracking and reporting system, including implementation, management and reports on up to 593 County vehicles, is anticipated to cost approximately \$750,000. The term of this agreement is from March 11, 2014 through March 10, 2017. The General Fund committed \$950,000 towards Fleet initiative improvements through the County's SMCSaves program. The Vehicle Reservation System, expected to be fully implemented this spring, is anticipated to cost approximately \$375,000, leaving \$575,000 for the GPS system.

We anticipate \$575,000 from the SMCSaves fund balance will finance system implementation and service fees for one to two years. Individual departments, in accordance with the number of their vehicles outfitted with GPS, will finance system costs and associated on-going fees, approximately \$175,000, in excess of the SMCSaves grant.