



# County of San Mateo

## Inter-Departmental Correspondence

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**Department:** PUBLIC WORKS

**File #:** 20-241

Board Meeting Date: 4/21/2020

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**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 waiving the Request for Proposals process and authorizing an agreement with GPS Insight, LLC for monthly global positioning system subscription fees through April 20, 2023 for a maximum fiscal obligation of \$577,671 with optional annual extensions through April 20, 2025 for a not-to-exceed total amount of \$921,117 for a five-year agreement.

**BACKGROUND:**

The County distributes internal grants, through the SMCSaves program, to fund and support countywide cost-saving measures. The Department of Public Works (Department) submitted a proposal for an online vehicle reservation system to optimize fleet usage and provide data that will validate the County's vehicle needs, and installation of Global Positioning System (GPS) devices for all County-owned vehicles.

On November 15, 2011, your Board adopted Resolution 071717, which approved the Department's proposal and provided \$950,000 towards the Reservation System/GPS Installation project.

Through research, the Department found very few firms offered a combined reservation system and GPS tracking and reporting system. The Department proceeded to issue Requests for Proposals for both systems.

On March 11, 2014, your Board adopted Resolution 073067, which authorized an agreement with GPS Insight, LLC for the installation of a GPS tracking system on County vehicles.

On April 11, 2017, your Board adopted Resolution 075139 authorizing an amendment to the agreement, increasing the amount of the contract to \$1,298,755 and extending the duration of the contract through March 10, 2020.

Currently, there are 641 GPS devices installed on County vehicles. The data collected from these devices over the past five years has allowed the County departments to better establish their vehicle needs and more effectively manage their vehicle use. There has been a 10 percent reduction in miles traveled per vehicle and a 12 percent reduction of idle time per vehicle resulting in an overall reduction in fuel consumption as a direct outcome of this data and vehicle maintenance cost reductions due to the decrease in usage.

**DISCUSSION:**

GPS Insight, LLC has been an excellent partner with the County and continuing services with them will allow for continued vehicle tracking metrics that will enable informed decisions with the County's future fleet needs. Since the County already has GPS Insight's devices in their vehicles, entering into a new contract with GPS Insight, LLC will ensure considerable savings in continuing to collect vehicle metrics by avoiding the need for implementation costs associated with removing current devices and installing new devices on all GPS tracked vehicles.

In addition, continuing with GPS Insight, LLC, as opposed to going through a formal RFP, will allow for uninterrupted monitoring of the County's vehicles, which is especially important now while we are in the process of evaluating vehicle usage for the purpose of making adjustments to the fleet.

The County of San Mateo's Information Services Department has reviewed and approved the information technology component of this agreement.

County Counsel has reviewed and approved the resolution as to form. The Contract Compliance Committee has approved the sole source justification.

**FISCAL IMPACT:**

The term of this agreement is from April 21, 2020 through April 20, 2023 for a not to exceed total of \$577,671 and with the option of annual extensions, through April 20, 2025, for a new not-to-exceed total amount of \$921,117. Funding for this agreement is included in the FY 2019-2020 Adopted Budget.

There is no impact to the General Fund.