



**AGENDA ITEM REPORT**

**DATE:** March 7, 2023  
**DEPARTMENT:** Solid Waste  
**REQUESTER:** Douglass Whitehead  
**TITLE:** Approve Piggyback for Fleet Tracking System License and Service Agreement

**I. MOTION REQUESTED**

- A) Authorize purchases under Piggyback No. PB230063LND, Master License and Service Agreement for Samsara Fleet Tracking System, to utilize pricing on the Sourcwell Contract No. 020221-SAM for Fleet Management Technologies with Related Software Solutions, from Samsara Inc., for the purchase of the necessary licensing, hardware, and accessories needed for fleet tracking system, in the amount of \$79,358.80 for the first year, and \$77,128.80 each year for years two and three.
- B) Authorize future expenditures for the addition of other needed services available on the Sourcwell contract to accommodate planned growth, through the contract expiration date of March 26, 2025, and any renewals or extensions approved by Sourcwell, as approved in the departments' annual adopted budgets. Individual purchases in excess of \$100,000.00 will be brought to the Board for approval.
- C) Authorize the Chair to execute the contract documents.
- D) Grant the County Manager authority to renew the contract and to execute all associated documents, as approved in the departments' annual adopted budgets, if doing so is in the best interest of Lee County, and there are no cost increases associated with the renewal.

**II. ITEM SUMMARY**

Equips 76 vehicles with Samsara fleet tracking technology to reduce operating costs and accidents through real-time tracking of a vehicle's mechanical and maintenance status while also analyzing the surroundings and movement of the vehicle. A free demonstration period showed the system's onboard computing and outward-facing camera improved driver feedback, protected drivers from 3rd-party accident claims and provided enhanced maintenance data. The program costs \$79,358.80 for the first year and \$77,128.80 for two additional years.

**III. BACKGROUND AND IMPLICATIONS OF ACTION**

- A) Board Action and Other History
- B) Policy Issues
- C) BoCC Goals
- D) Analysis

The goals and benefits of this program are to improve overall employee safety and reduce operational costs through real-time monitoring and safe driving prompts designed to encourage safe driving habits and to reduce overall accidents and injuries. Additionally, this system provides early identification of running powertrain faults in vehicles and equipment before they become costly failures. This project will be budgeted annually by the Solid Waste Department, however, it is expected that these budgeted costs will be off-set by a reduction in costs related to avoidable accidents and injuries. It achieves this through direct connections of a micro-computer to the engine harness, movement sensors, a GPS, and an outward-facing camera on 76 vehicles.

This contract provides the necessary equipment and data tracking software designed to monitor and encourage safe driving habits, maximize hauling efficiencies, and monitor/alert fleet of running equipment fault codes. The products and services provided in this contract are part of a continual effort by Lee County to improve safety, reduce accidents, enhance asset preservation, and to improve operational efficiencies. During a free demonstration period the system used onboard computing and outward-facing camera view that improved driver feedback and protected drivers from 3rd-party claims, plus provided the maintenance team real-time fault and usage information. The system has been reviewed by the Risk and IT teams with full agreement.

The program costs \$79,358.80 for the first year, and \$77,128.80 two additional years; these costs are less than the cost of a single major accident. The contract through the Sourcwell piggy-back contract with Samsara Inc. includes a damage cap that has been approved by staff and County Administration.

- E) Options

**IV. FINANCIAL INFORMATION**

A)	Current year dollar amount of item:	\$79,359
B)	Is this item approved in the current budget?	Yes
C)	Is this a revenue or expense item?	Expense
D)	Is this Discretionary or Mandatory?	Discretionary
E)	Will this item impact future budgets? If yes, please include reasons in III(D) above.	Yes
F)	Fund: 40100 Program: Solid Waste Project: Account Strings: OB5340840100.503460	
G)	Fund Type?	Enterprise

H)	Comments:
----	-----------

**V. RECOMMENDATION**

Approve

**VI. TIMING/IMPLEMENTATION**

**VII. FOLLOW UP**

**ATTACHMENTS:**

Description	Upload Date	Type
<a href="#">Samsara Service Agreement</a>	2/7/2023	Agreement
<a href="#">Piggyback Agreement for PB230063LND</a>	2/7/2023	Agreement
<a href="#">Piggyback Summary Form</a>	2/7/2023	Backup Material
<a href="#">Samsara Revised Quote</a>	2/7/2023	Backup Material
<a href="#">Samsara Damages Cap</a>	2/7/2023	Backup Material
<a href="#">Market Analysis Summary</a>	2/7/2023	Backup Material
<a href="#">Sourcewell Contract</a>	2/7/2023	Contract

**REVIEWERS:**

Department	Reviewer	Action	Date
Solid Waste	Tucker, Mary	Rejected	2/22/2023 - 4:04 PM
Solid Waste	Hutcheson, Thanh	Approved	2/23/2023 - 9:38 AM
Solid Waste	Tucker, Mary	Approved	2/23/2023 - 1:45 PM
Solid Waste	Whitehead, Douglass	Approved	2/23/2023 - 2:14 PM
Budget Services	Guttery, Angela	Approved	2/24/2023 - 1:22 PM
Budget Services	Winton, Peter	Approved	2/27/2023 - 9:30 AM
County Attorney	Swindle, Amanda	Approved	2/27/2023 - 9:57 AM
County Manager	Salyer, Glen	Approved	2/28/2023 - 10:09 AM