

AGENDA ITEM REPORT

DATE: March 17, 2026
DEPARTMENT: Solid Waste
REQUESTER: Rebecca Rodriguez
TITLE: Approve Piggyback for Fleet Tracking System License and Service Agreement

I. MOTION REQUESTED

- A. Approve Piggyback No. PB260092SAM to utilize pricing on the Sourcewell Contract No.102924-SAM for Fleet Management Technologies with Related Software Solutions, for the purchase of required licensing and hardware support for the Solid Waste fleet tracking system, in the amount of \$328,384.26, through the contract expiration date of April 23, 2029, and any renewals or extensions approved by Sourcewell, as approved in the departments' annual adopted budgets.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C. Grant the County Manager or designee the authority to renew the contract, and to execute all associated documents, as approved in the department's annual adopted budgets, if doing so is in the best interest of Lee County.

II. ITEM SUMMARY

Awards a piggyback contract to Samsara, Inc. in the amount of \$328,384.26 for a three-year term for fleet tracking software, including all licenses and hardware support. Lee County Solid Waste uses this equipment and data recording service for the purposes of monitoring safe driving habits, equipment fault codes and providing GPS tracking for operational efficiencies in 177 vehicles and pieces of heavy equipment. These products are part of an effort by the Department and Lee County to reduce accidents, enhance asset preservation and improve operational efficiencies.

Using the piggyback method allows the County to take advantage of large-scale contract volume discounts for the required licensing and hardware support of Samsara hardware that the County currently owns and has installed on its fleet. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted. A market analysis was completed and the purchase under this contract will represent savings of 23.82%. Individual purchases greater than \$100,000.00 will be brought to the Board for approval.

III. BACKGROUND AND IMPLICATIONS OF ACTION

On September 10, 2024, Sourcewell solicited a Request for Proposal #102924 that went through the competitive procurement process and negotiations for Fleet Management Technologies with related Software Solutions. The proposal was opened on October 29, 2024, and 78 proposals were received the Proposal Evaluation Committee applied the Sourcewell applied the RFP evaluation criteria and Samsara Inc. offers ELD, vehicles telematics, driver safety, asset tracking, mobile workflow, and industrial process control – all in an integrated, open, real-time, cloud platform. Samsara will provide all software and hardware products and services to Sourcewell participating entities, across all continental US, as well as US Territories, Hawaii and Alaska. For these reasons, the Sourcewell Proposal Evaluation Committee recommended award of Sourcewell contract #102924 to Samsara Inc. 102924-SAM.

A market analysis was completed, and it was determined that the piggyback purchase option provides the highest discounts for the County, with a 23.82% discount off for all the Samsara hardware own by the County.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount:	\$109,461
Included in the Current Budget?:	Yes
Fund:	Enterprise
Comments:	

Is this a revenue or expense item? Expense
 Is this Discretionary or Mandatory? Discretionary

Will this item impact future budgets? No
Program: Solid Waste
Project: N/A
Account Strings: OB5340840100.503460
Fund Type? Enterprise

V. RECOMMENDATION

Approve

ATTACHMENTS:

Samsara Contract, Fleet Technologies - Samsara, Piggyback Summary Form, SAMSARA Service Agreement

REVIEWERS:

Tiffany Wallace, Solid Waste	Created/Initiated - 3/4/2026
Mary Tucker, Procurement	Approved - 3/5/2026
Rebecca Rodriguez, Solid Waste	Approved - 3/5/2026
Anne Henkel, Budget Services	Approved - 3/5/2026
Peter Winton, County Manager	Approved - 3/5/2026
Amanda Swindle, County Attorney	Approved - 3/9/2026
Christine Brady, County Manager	Final Approval - 3/9/2026