

AGENDA ITEM REPORT

DATE: May 5, 2026
DEPARTMENT: Fleet Management
REQUESTER: Schecyl Santiago-Lugo
TITLE: Approve Piggyback Purchase of GPS Tracking Subscriptions

I. MOTION REQUESTED

- A. Approve Piggyback No. PB260162CFC to utilize pricing on the Sourcewell Contract No. 102924-NWF for Fleet Management Technologies with Related Software Solutions, for the purchase of telematics devices and services for fleet management on an as-needed basis, through the contract expiration date of April 20, 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 for up to three additional years, 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.

II. ITEM SUMMARY

Approves a piggyback purchase to utilize pricing on the Sourcewell Contract for Fleet Management Technologies with Related Software Solutions for the purchase of telematics devices and services for fleet management, on an as-needed basis, through the contract expiration date of April 21, 2029, and any renewals or extensions approved by Sourcewell, as approved in the departments’ annual adopted budgets. The estimated annual expenditure is \$182,913.

This piggyback contract will be utilized by multiple departments on an as-needed basis, to support real-time vehicle monitoring, enhance operational oversight, and improve overall fleet efficiency. Implementation of this solution will strengthen driver safety, ensure compliance with County policies, and improve response times for critical operations and service delivery. Additionally, this initiative will provide departments with enhanced data visibility, enabling more informed decision-making, improved resource allocation, and increased accountability. It also supports a standardized, countywide approach to fleet management technology.

A market analysis was completed comparing various Sourcewell pricing to an off-contract quote. Purchases under this contract will represent an annual savings of 63%, or \$220,640.64, compared to off-contract pricing or an annual savings of 24%, or \$42,623.76, compared to competitor pricing on Sourcewell. Using the piggyback method allows the County to take advantage of large-scale contract volume discounts. The County benefits from a shorter timeframe because a competitive procurement process has already been conducted.

III. BACKGROUND AND IMPLICATIONS OF ACTION

This piggyback contract will be utilized by multiple departments on an as-needed basis, in accordance with their approved budgets, to support real-time vehicle monitoring, enhance operational oversight, and improve overall fleet efficiency. Implementation of this solution will strengthen driver safety, ensure compliance with County policies, and improve response times for critical operations and service delivery.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount:	\$182,913
Included in the Current Budget?:	Yes
Fund:	Various department funds.
Comments:	

Is this a revenue or expense item? Expense
 Is this Discretionary or Mandatory? Discretionary
 Will this item impact future budgets? Yes

Program: N/A
Project: N/A
Account Strings: Multiple Department Accounts
Fund Type?

V. RECOMMENDATION

Approve

ATTACHMENTS:

Item Summary Form , Verizon Connect Piggyback Agreement

REVIEWERS:

Schecyl Santiago, Fleet Management
Mary Tucker, Procurement
Schecyl Santiago, Fleet Management
Anne Henkel, Budget Services
Peter Winton, County Manager
Amanda Swindle, County Attorney
Amanda Condomina, County Manager

Created/Initiated - 4/22/2026
Approved - 4/23/2026
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