



Finance Committee

Meeting Date: 6/9/2026

Approve Vehicle Tracking Vendor Contract – Samsara – Cooperative Agreement

Department:	Utilities, Risk Management, Fleet Management
Presenter:	Wes Byne - Utilities; Judy Blackstone - Risk Management; LaQuona Porter - Fleet Management
Caption:	Approve Vehicle Tracking Vendor via a Sourcewell Cooperative Agreement Contract to Samsara. The term of the contract is for a three year term with an option to extend for 2 additional one years terms.
Background:	<p>Augusta’s current Vehicle GPS Tracking contract is coming to an end and a multi-department evaluation of Vehicle GPS tracking was conducted to identify the best solution for Augusta moving forward. The goal of this effort was to identify and evaluate a range of solutions for GPS tracking of Augusta vehicles and also small equipment that is considered a capital asset due to cost. This evaluation included staff from Risk Management, Fleet, Utilities, and Procurement departments as well as the Sherriff’s Office. The team received detailed vendor presentations from four vendors, evaluated each of the offered solutions based on performance, technical solutions, integrations with Augusta’s existing software, and cost of the provided services. Based on this evaluation the interdepartmental group has decided that Samsara offers the solution that will best serve Augusta moving forward.</p> <p>This solution offers a modern solution for GPS tracking of Augusta vehicles and small assets including web-based tracking and system management dashboard, native mobile applications for both management and drivers, and offers a much more robust service than what is currently used. This solution also includes the ability to include dash cameras as part of the vehicle tracking solution which will lead to an improved and more robust safety program for Augusta. The initial deployment will include the GPS tracking solution only; discussions continue with the General Counsel regarding the best way forward to implement camera use in Augusta vehicles and the requisite policy updates and approvals that will be required to move forward with cameras. We include approval of the contract pricing to lock in the cost of the cameras now for when we are prepared to move forward with this.</p> <p>This solution was procured through the use Cooperative Contracting, using a Sourcewell contract that have been previously selected through a competitive RFP</p>

process conducted by the cooperative contracting agency, documentation for which is available. Additionally in order to identify the vendor from those that have contracts with Sourcewell, we did conduct a strong, inter-department selection process that evaluated the four vendors on a variety of factors including technical solutions, pricing, and strength of the offering.

Analysis:

The identified solution is a leap forward in awareness of Augusta assets and employee safety as compared to our previous solution. The cost of the solution for the GPS tracking only is also less than that of our existing solution despite the increase in capabilities. The per-device monthly cost of the solution for the various offerings is:

Vehicle Tracking	Vehicle Tracking w/ Camera	Powered Asset Tracker	Battery-Powered Asset Tracker
\$15.60	\$46.80	\$8.84	\$8.55

The Powered and Battery Powered asset trackers are for non-vehicle equipment including lawnmowers, generators, and other valuable small assets. For comparison, the cost of our current solution for GPS tracking of vehicles only is \$15.92 monthly, per device. All costs are software services only, there is no charge for the hardware or the installation of the hardware.

Financial Impact:

Tracking for 686 Augusta vehicles is \$128,491.20 annually. Tracking for 275 additional Sherrif's vehicles is \$51,480.00. Tracking for 243 non-vehicle small assets is \$24,931.80

Alternatives:

None

Recommendation:

Approve contract with Samsara for vehicle tracking solution.

Funds are available in the 611015211 / 5316210 following accounts:

REVIEWED AND APPROVED BY:

N/A