

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Mobile Technology System for Waste Collection Vehicles – RFP No. 21-0015
INITIATED BY:	Finance Department

It is requested that Council approve the purchase of a mobile technology system for waste collection vehicles from GoFleet Corporation (Mississauga, Ontario, Canada). The recommended vendor's cost proposal is within budget.

The vendor will provide and install what will collectively be known as an Integrated Mobile Technology System (IMTS) on the Solid Waste and Recycling Collection Division's current and future fixed route fleet. The contractor will also provide any accompanying stationary systems or equipment necessary, for said technology, at the Solid Waste and Recycling Collection Division's office located in the Public Works building.

The system and equipment will include:

- Vehicle mounted hardware, to include: tablets, cameras, camera recording devices and GPS trackers*.
- Routing software capable of uploading routes to an onboard vehicle device.
- Forward and rear facing cameras with real time video feed and GPS tracking, preferably live feed to show work completed, at least thirty (30) days of archived footage.

* Hardware is included for seventy-four (74) vehicles. Vehicles may be added or removed from the fleet as needed.

The proposed system will provide real-time GPS tracking of vehicles and routes which will increase the efficiency of the fleet. The system will integrate with QAlert, the City's 311 citizen notification and reporting system, to send and receive work request information. Front and rear-facing cameras, which will be located on the inside and outside the vehicles, will ensure safe operation and reduce risk exposure. Additionally, the cameras will provide live-streaming capabilities as well as thirty (30) days of cloud-based storage.

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry, and on DemandStar on October 9, 2020. This RFP has been advertised, opened, and evaluated. Five (5) proposals were received on November 6, 2020.

The responding vendors were:

GoFleet Corporation (Mississauga, Ontario, Canada)

Routeware (Portland, OR)
 Samsara Networks, Inc. (San Francisco, CA)
 Rubicon Global (Atlanta, GA)
 Kahnputers (Lawrenceville, GA)

The following events took place after receipt of the proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Meeting	12/30/20	The Purchasing Manager advised the Evaluation Committee members of the RFP rules and process, and the advisors of the project provided an overview. Proposals were provided to the Committee.
1 st Evaluation Meeting	01/19/21	The Evaluation Committee discussed each proposal and determined clarifications were required from the vendors.
Clarifications Requested	03/01/21	Requests for clarifications forwarded to vendors.
Clarifications Received	03/04/21	Clarification Responses received and forwarded to committee members.
Presentations	03/24/21 – 03/25/21	Each vendor provided a virtual presentation of their proposed system.
2 nd Evaluation	04/12/21	The Evaluation Committee discussed the presentations. The decision was made to shortlist based on the two highest scoring vendors. Further clarifications will be requested from the shortlisted vendors.
Evaluation Forms Sent	04/12/21	Evaluation forms were forwarded to the voting committee members.
Evaluation Results	04/15/21	Evaluation results were forwarded to the Committee for review. The decision to shortlist the top two scoring vendors was confirmed by the Committee. Further clarifications were requested of the shortlisted vendors.
Clarification Requests forwarded to Shortlisted Vendors	05/11/21	Clarifications were requested of the shortlisted vendors. Additionally, vendors were asked to provide a “Best and Final” offer.
Clarifications Received from Shortlisted Vendors	05/13/21	Vendor responses were forwarded to the Committee for review. The Committee requested to convene for further discussion.
3 rd Evaluation	05/24/21	The Evaluation Committee met to discuss the clarifications provided by the shortlisted vendors as well as the “Best and Final” offers. The Committee indicated they were ready for the final vote.
Recommendation Ballot	05/24/21	Ballots were sent to the voters for their recommendation of award.
Ballots Returned	05/28/21	The Committee returned their ballots. The voting members unanimously recommended GoFleet Corporation for award.

Evaluation Committee:

Proposals were reviewed by members of the Evaluation Committee, which consisted of two voting members from I.T. and one voting member from Public Works.

Two representatives from Public Works and one representative from I.T. served as non-voting advisors. A representative from Public Works served as an alternate voter.

Award Recommendation:

The Evaluation Committee, as reflected by their comments provided below, unanimously recommended the award of the contract to GoFleet Corporation (Mississauga, Ontario, Canada) for the following reasons:

- GoFleet’s Zendu Work system, identified in their RFP response, is easy to use and is able to meet the City’s needs.
- The dashboard layout, route optimization and full coverage of cameras are aspects of GoFleet’s proposed system that stood out.
- The vendor gave a well-rounded presentation showing the functionality of the system.

Vendor Qualifications/Experience:

- GoFleet Corporation was established as a partnership in 2007 and specializes in delivering end to end, integrated fleet management solutions (in telematics, maintenance and process design/optimization) for customers across the United States and Canada.
- GoFleet Corporation maintains a strong team of engineers, software developers, dedicated support and account managers to ensure long lasting success for their customers.
- GoFleet Corporation works in partnership with its direct distributor, Geotab, Inc., to design, distribute and support fleet telematics solutions to customers across North America.
- Listed below are recent contracts awarded to GoFleet Corporation:
 - Cascades Recovery (Ontario, Canada) 2015 – Present
Integrated Mobile Technology System
 - Miller Waste Systems (Ontario, Canada) 2017 – Present
Integrated Mobile Technology System
 - CR& R Incorporated (Stanton, California) 2018 – Present
Integrated Mobile Technology System

The City’s Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror(s), no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

The vendor's cost proposal is within budget for this project. Funding for the one-time payment for hardware and first year of monitoring, software licensing and cellular data is budgeted in the FY21 Budget as follows: Integrated Waste Management Fund – Public Works – Solid Waste Collection – Communications Equipment; 0207-260-3510-GARB-7733. Funds will be budgeted in subsequent fiscal years for the Annual Fee for monitoring, software licensing and cellular data as follows: Integrated Waste Fund – Public Works – Solid Waste Collection/Recycling/Recycling-Ft. Benning – Software Lease; 0207-260-3510/3520/3580-6541.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE PURCHASE OF A MOBILE TECHNOLOGY SYSTEM FOR WASTE COLLECTION VEHICLES FROM GOFLEET CORPORATION (MISSISSAUGA, ONTARIO, CANADA). THE RECOMMENDED VENDOR’S COST PROPOSAL IS WITHIN BUDGET.

WHEREAS, an RFP was administered (RFP No. 21-0015) and five (5) proposals were received; and,

WHEREAS, the proposal submitted by GoFleet Corporation met the proposal requirements and was evaluated most responsive to the RFP.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to purchase a mobile technology system for waste collection vehicles from GoFleet Corporation (Mississauga, Ontario, Canada). The vendor’s cost proposal is within budget for this project. Funding for the one-time payment for hardware and first year of monitoring, software licensing and cellular data is budgeted in the FY21 Budget as follows: Integrated Waste Management Fund – Public Works – Solid Waste Collection – Communications Equipment; 0207-260-3510-GARB-7733. Funds will be budgeted in subsequent fiscal years for the Annual Fee for monitoring, software licensing and cellular data as follows: Integrated Waste Fund – Public Works – Solid Waste Collection/Recycling/Recycling-Ft. Benning – Software Lease; 0207-260-3510/3520/3580-6541.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2021 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____.
- Councilor Barnes voting _____.
- Councilor Crabb voting _____.
- Councilor Davis voting _____.
- Councilor Garrett voting _____.
- Councilor House voting _____.
- Councilor Huff voting _____.
- Councilor Thomas voting _____.
- Councilor Tucker voting _____.
- Councilor Woodson voting _____.

Sandra T. Davis, Clerk of Council

B.H. “Skip” Henderson III, Mayor