



CITY OF NOVI CITY COUNCIL
JULY 13, 2026

SUBJECT: Consideration of the purchase of an Automatic Vehicle Location (AVL) System through Samsara Inc via the Sourcewell cooperative purchasing contract for a three-year term of \$134,439.

SUBMITTING DEPARTMENT: Department of Public Works- Fleet Division

KEY HIGHLIGHTS:

- The proposed expenditure supports the vehicle location devices on all City vehicles.
- The new dash cameras added to the 16 heavy-duty trucks in the snow fleet will result in a total annual increase of \$1,309.40 when compared to our current vendor.
- The installation of GPS and camera equipment on DPW vehicles is planned for completion by the end of October, so DPW can start leveraging the technology this winter.

FINANCIAL IMPACT

	FY 26/27	FY 27/28	FY 28/29	Total
EXPENDITURE REQUIRED	\$ 45,708.26	\$ 44,365.40	\$ 44,365.40	\$ 134,439.06
BUDGET				
General Fund (134 vehicles)	\$ 40,546.84	\$ 39,203.98	\$ 39,203.98	\$ 118,954.80
PRCS Fund (2 vehicles)	\$ 469.22	\$ 469.22	\$ 469.22	\$ 1,407.66
Water & Sewer Fund (20 vehicles)	\$ 4,692.20	\$ 4,692.20	\$ 4,692.20	\$ 14,076.60
APPROPRIATION REQUIRED	\$ 0	\$ 0	\$ 0	\$ 0
FUND BALANCE IMPACT	\$ 0	\$ 0	\$ 0	\$ 0
Year 1 costs are higher because it includes shipping the hardware costs.				

BACKGROUND INFORMATION:

Since 2008, the City has used an Automatic Vehicle Location (AVL) system in all city vehicles, which provides real-time location mapping. Beyond being an asset risk management tool, the AVL system is valuable during winter maintenance events to see where trucks are and which routes have been completed. Additionally, the Police Department utilizes the AVL system for historical patrol records.

Our current vendor, Precise, has experienced delays in uploading route completions during winter weather events, hindering the supervisor's ability to manage drivers' routes in real time. The DPW-Field Operations Division initiated an evaluation of AVL vendors to determine which would best provide operational enhancements. Samsara stood out as several Michigan road commissions and neighboring municipalities have transitioned to their platform.

With Samsara, we are requesting that the 16 heavy-duty trucks in the snow fleet be equipped with outward-facing cameras. These cameras allow the winter event supervisors to see live weather conditions and can be used to enhance operator training. The DPW-Field Operations Division has demoed this equipment over the past weather season and found it to be beneficial to operations. The additional monthly cost per truck for camera capabilities is \$29. The savings from the light-duty vehicle costs would offset the increased costs for the enhanced heavy-duty snow fleet. The new dash cameras added to the 16 heavy-duty trucks in the snow fleet will result in a total annual increase of \$1,309.40 when compared to our current vendor.

The installation of GPS and camera equipment on DPW vehicles is planned to be completed by the end of October, so DPW can start leveraging the technology this winter.

RECOMMENDED ACTION: Approval to purchase an Automatic Vehicle Location (AVL) System with Samsara through the Sourcwell cooperative purchasing contract. The three-year contract amount is \$134,439.06.