

MEMORANDUM



TO: VICTOR CARDENAS, CITY MANAGER
FROM: MEGAN MIKUS, DEPUTY DIRECTOR OF PUBLIC WORKS
SUBJECT: NEW AUTOMATIC VEHICLE LOCATION (AVL) SYSTEM
DATE: JUNE 25, 2026

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 had delays in uploading route completions during winter weather events, which hinder 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.

GPS-only Service Cost Comparison (Like-kind):

Current- Precise's monthly per unit is \$23.00. This is for 156 vehicles and trucks.

Samsara's monthly cost per unit is \$19.55. This is for 140 light-duty vehicles.

Samsara's monthly cost per unit is \$31.00. This is for 16 heavy-duty trucks.

Net Total Difference is -\$355 per month for all 156 units.

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.

Total Annual Cost Comparison:

Precise (current- GPS only): \$43,056.00

Samsara (proposed- GPS & Camera capabilities for snow fleet): \$44,365.40

Net Difference: \$1,309.40

This item will be presented to City Council for consideration at the July 13 meeting. If approved, the goal is to have all vehicles switched over in the fall before the next winter season.

Samsara Examples of Camera Capabilities

