



Agenda Item

Meeting Date: October 21, 2025

SUBJECT: VERIZON CONNECT SERVICE AGREEMENT

Item: Enter into a service agreement with Verizon Connect for vehicle tracking services.

Department: POLICE / PUBLIC WORKS

Presented By: Chief James R. Westerfield Jr.

Summary:

We request that a service sales order with Verizon Connect be initiated to provide vehicle location services (GPS) for the City's Police and Public Works vehicles.

Nearly one year ago, the City entered into a vehicle tracking agreement with GeoTab since it could integrate into the Enterprise Fleet Maintenance platform. When functioning properly, the GeoTab devices will send certain telemetry to Enterprise (mileage data, engine codes). It additionally has an interface for customers to track vehicle locations.

However, the GeoTab platform has not performed to expectation. We've dealt with a high rate of device failure, which leaves us unable to track affected vehicles. We not only use GPS devices for accountability, but also to locate officers if they are not responding to radio. We depend on these devices as part of our safety equipment, so we must demand a reliable product.

It is our hope to enter into an agreement with Verizon Connect and cancel the service from GeoTab.

Resource Impact:

This will be paid through our regular budget under 5040.52.3900 (Other Purchased Services). We anticipate a reduction in cost due to this change. The monthly charges are as follows:

- \$19.25 per month per vehicle with GeoTab (current vendor)
- \$15.98 per month per vehicle with Verizon Connect (proposed vendor)

Attachments/Exhibits: Verizon Connect Services Order Form

Requested Action: Approve and sign services order form to initiate change of service.

5055 North Point Pkwy
Alpharetta, GA 30022-3074
Fax: (781) 577-4793

SERVICES ORDER FORM

Customer Service: 1-844-617-1100
Customer Service:
www.verizonconnect.com



GENERAL INFORMATION

Order Date: October 7, 2025	Customer Reference Number:	VCF Salesperson Name: Adam Rose	Region: CA
Company Name: City of Stone Mountain		Officer or Owner: Bob Hillis	Telephone: 7708794980
Address (Mailing or Invoicing Address): 875 Main Street		Officer/Owner Email Address: bhillis@stonemountaincity.org	Cell Phone: 472753030
City: Stone Mountain	State: GA	Zip Code: 30083	Installation Contact if other than Officer/Owner: Telephone:
Please advise your VCF scheduler if there are multiple shipping or installation addresses		Accounts Payable Contact, if other than Officer/Owner:	Telephone:
		Email:	

SUBSCRIPTION SERVICES:

QUANTITY	DESCRIPTION	MONTHLY PER UNIT FEE	MONTHLY TOTALS
30	Vehicle Tracking Subscription	15.98 USD	479.40 USD

TOTAL MONTHLY AMOUNT		479.40 USD	
Agreement Length: 12 Months from the Subscription Start Date. The "Subscription Start Date" is the earlier of (i) the date of installation of any Equipment or (ii) passage of 90 days after the date of shipment. The monthly bundled rate for is invoiced monthly on the first of the month following the month of the Subscription Start Date if Customer elects to be invoiced monthly. If Customer elects to be invoiced annually, the monthly bundled rate for twelve (12) months is invoiced as a lump sum on the first of the month following the month of the Subscription Start Date. Billing for each ordered subscription shall start at the earlier of (i) the date of installation of the applicable Equipment or (ii) the passage of 90 days after the date of shipment.		Excludes Applicable Taxes and Fees	
This promotion is available to new and existing Reveal Sourcewell contract customers; excluding GSA, OEM customers, Seasonal contracts, Month to Month contracts, Annual billing, Networkfleet customers, and migrations. Purchasers of Reveal Vehicle Tracking Subscriptions, may qualify for a \$50 Bill Incentive Credit, to be applied in \$6.25 increments over 8 months. Application of this promotional discount will commence on the 4th billing cycle from the date of shipment. Purchasers of Reveal Road-facing AI Dashcams or Dual Channel AI Dashcams, may qualify for a \$75 Bill Incentive Credit, to be applied in \$9.38 increments over 8 months. Application of this promotional discount will commence on the 4th billing cycle from the date of shipment. Purchasers of both Reveal Vehicle Tracking Subscriptions and Road-facing AI Dashcams or Dual Channel AI Dashcams, may qualify for a combined \$150 Bill Incentive Credit: a \$75 Bill Incentive Credit will be applied to each Subscriptions Product, to be applied in \$9.38 increments over 8 months. Application of this promotional discount will commence on the 4th billing cycle from the date of shipment. Minimum purchase of 5 units each product required to qualify for promotion: 5 Reveal Vehicle Tracking Subscriptions, 5 Road-facing AI Dashcams or 5 Dual Channel AI Dashcams, or 5 of both Reveal Vehicle Tracking Subscriptions and Road-facing AI Dashcams or Dual Channel AI Dashcams. Minimum 12 month subscription. Promo credits end if eligibility requirements are no longer met. We reserve the right to charge the amount of the credit to your account if you cancel service or drop a qualifying service during the credit period. May not be combined with any other offers or promotions; must be purchased from a Verizon Connect representative; subject to credit review and a deposit may be required; excludes unit rewrites. Early cancellation or termination fees and other taxes, fees and terms may apply. In the event of a conflict between the terms of this promotion and the terms in the customer contract, including but not limited to terms regarding minimum purchase obligations, the terms in the customer contract govern. Offer valid through December 31, 2025 or while supplies last. (c) 2025 Verizon			
ONE-TIME FEES (per Occurrence):			
QUANTITY	DESCRIPTION	AMOUNT	EXTENDED PRICE
Total One-Time Fees		0.00 USD	

5055 North Point Pkwy
Alpharetta, GA 30022-3074
Fax: (781) 577-4793

SERVICES ORDER FORM

Customer Service: 1-844-617-1100
Customer Service:
www.verizonconnect.com



COVERT INSTALLATION: Unknown

EXCLUDES APPLICABLE TAXES AND FEES

ORDER TERMS:

Customer agrees that the purchase and/or licensing of the products and/or services set forth in this order is subject to the terms and conditions in the contract between Verizon Connect NWF Inc.(VCN) (formerly Networkfleet, Inc.) and Sourcewell (formerly NJPA) (Contract #020221-NWF) that are in effect as of the date the order was received by VCN ("Sourcewell Contract"). The Sourcewell Contract terms and conditions are available at <https://www.sourcewell-mn.gov/cooperative-purchasing/020221-nwf>. If, in accordance with the terms of the Sourcewell Contract, Customer and VCN have executed an additional separate written agreement ("Customer Addendum") with respect to the products and/or services set forth in this order, the terms and conditions set forth in the Customer Addendum shall also apply with respect to the products and/or services set forth in this order.
Unless otherwise specified, this Order Form is valid for 30 days after the Order Date. Please remit a signed copy of this Order Form to your VCF Salesperson within the validity period.

INSTALLATION NOTES (not valid for changes to billing, payment or other contract terms):

Customer Name:
City of Stone Mountain

By (signature)

Date: