



864 Broad Street – 4th Floor
Augusta, Georgia 30901 – 1215
(706) 826-1000 • Fax: (706) 826-4612

JIMMY ATKINS
President

ANGELA D. PRINGLE, Ed.D.
Superintendent of Schools

BOBBY A. SMITH, CPA
Chief Financial Officer

TO: Board Members

FROM: Bobby A. Smith

VIA: Angela D. Pringle, Ed.D.
Superintendent of Schools

DATE MAY 1, 2019

SUBJECT: Telematics & Fuel Management Partner RFP #19-938 with Qualifications

Telematics and Fuel Management Partner RFP was put out by our transportation department to ensure more accountability in our fuel usage. The award of this RFP will install a fuel card reader that will only allow authorized users access to obtain gasoline from the district's fuel pumps. This product is replacing a system that is broken that could not be repaired.

Proposals were received from five (5) different companies. Two of the five vendors did not qualify as indicated on the attached scoring matrix. The three remaining vendors were evaluated as indicated on the attached scoring matrix. The evaluation matrix was included in the RFP documents.

E J Ward scored the best overall and their offered price is within our budget; therefore, Administration recommends the contract be awarded to E.J. Ward, Incorporated located in San Antonio, Texas.

		Fleet Data Systems 655 Skyward Road, Suite 118 San Carlos, CA 94070	Fleet Hoster, LLC 1250 Keys Ferry Court McDonough, GA 30253	Meco Inc. of Augusta 1234 Gordon Park Road Augusta, GA 30901	Teletrac Navman 7391 Lincoln Way Garden Grove, CA 92841	E.J Ward, Inc. 8620 N New Braunfels 200N San Antonio, TX 78217
Selection Criteria	Total Points Available		REJECTED PRICE OUT TO FAR OUT OF BUDGET RANGE		REJECTED NO CLEAR PRICING OR SPECIFICATIONS FROM OFFER	
Years of Experience	10	6		9		8
Future Expansion / Scalability to include Telematics and wireless Interface	25	6		10		20
GPS Capability	15	0		0		0
Integration with ServiceFinder & Veeder Root	15	15		15		15
Automated & Manual Operation	15	15		15		15
Pricing	10	8		10		7
Loss Control	10	10		10		10
Total Points**	100	60	0	69	0	75
		\$ 31,773.00	\$ 185,000.00	\$ 26,939.92	\$ 0.00	\$ 48,710.00
				\$ 8,712.00		\$ (8,050.00)
				* \$35,651.92*		*\$40,660.00*

*Adjusted price to reflect the same
equipment quantity*

Dewayne Porter	Transportation Senior Director
Paul Abbott	Transportation Director
Marion Myers	Transportation Fleet Manager
Yasser Elsheikh	Transportation Technology Specialist
Glenn Todd	Maintenance Asst Director Energy Management

** Total Points is the average of all evaluators' individual assigned scores.