



864 Broad Street – 4th Floor
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Charlie J. Hannah
President

Kenneth Bradshaw, Ed.D.
Superintendent of Schools

Bobby A. Smith, CPA
Chief Financial Officer

DATE: January 13, 2021

TO: All Board Members

FROM: Bobby A. Smith, Chief Financial Officer

VIA: Dr. Kenneth Bradshaw
Superintendent of Schools

SUBJECT: AVL Telematics Management Services Request for Qualifications RFQ #20-976

Currently RCSS has two AVL and Telematics vendors. Zonar Systems is being used by the Transportation Department on 220 buses and Verizon Network Fleet is being used by the Maintenance Department on 16 vehicles.

Automatic Vehicle Location, "AVL" and Telematics equipment communicate through wireless telephone towers. The tower companies are phasing out third generation, "3G" equipment and using that space for new fifth generation, "5G" equipment. Most of the RCSS-owned Zonar bus telematics equipment is "3G". Zonar asks RCSS to pay \$25,000 to upgrade all "3G" to "4G".

Transportation and Maintenance department staff developed RFQ 20-976 to explore market solutions. Twelve offerors responded. Research revealed that RCSS can improve its AVL and telematics services while reducing overall cost per vehicle and nearly eliminating upfront equipment costs. All proposals were evaluated by a committee of composed of the following 5 school officials: Mr. Dewayne Porter, Senior Director of Transportation; Mr. Paul Abbott, Director of Transportation; Yasser Elsheikh, Technology Specialist at Transportation; Mr. Jimmy Hughes, Assistant Director of Facilities and Maintenance; and Mr. Glenn Todd, Assistant Director of Facilities and Maintenance.

The evaluation Rubric is attached. Administration recommends the Samsara Networks Incorporated located in San Francisco, California be awarded the contract for the requested services. This firm scored the highest out of all the vendors and meets all qualifications requested.



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This will be a joint budget item from both the Maintenance and Facilities department along with the Transportation department; this contract will provide a savings over the current services RCSS is utilizing.

At present the maintenance department tracks 16 service vehicles with Verizon Network Fleet equipment at a cost of \$29.95 per vehicle per month. The cost for the same service with Samsara is \$16.10 per unit per month, Maintenance can have additional vehicles and some non-vehicle assets, e.g. scissor lift, backhoe, trailer covered within their allocated budget.

Presently transportation is covering 157 buses with GPS only for \$21 per month and 64 buses per month with GPS and Digital Communication Capabilities for the electronic tablet used by drivers for pre-trip inspections and routing for \$34 per bus per month. As stated previously the equipment is end of life technology and needs to be updated. Cost for the same service on these 221 buses with Samsara is \$20.83 per bus per month. The cost from Samsara includes updated GPS equipment.

	PRICING 30 POINTS	PUBLICLY DOCUMENTED REST-based API 20 POINTS	CUSTOM REPORTING 15 POINTS	MULTI-FACING AI CAMERA 15 POINTS	WEB-BASED SERVER 10 POINTS	BACKUP BATTERY ENABLING TAMPER DETECTION ALERT 5 POINTS	SUPPORT FOR J1939. K1708 and OBD-II 5 POINTS	TOTAL POINTS
Air Automotive Tracking Inc. 1820 Avenue M Brooklyn, NY 11230	16	0	0	15	10	5	5	51
Digital Ally, Inc. 15612 College Blvd Lenexa, KS 66219	22	0	15	15	10	5	5	72
EnVue Telematics, LLC 405 Enterprise Street Longview, TX 75064	14	0	0	15	10	0	5	44
Focus Fleet and Fuel Management 790 de la Rant Sherbrooke, Quebec	30	0	0	15	10	5	5	65
goFleet 2355 Skymark Ave Mississauga, Ontario	20	0	0	15	10	0	5	50
Lytix, Inc. 9785 Towne Centre Drive San Diego, CA 92121	12	20	15	15	10	5	5	82
MarshallGIS 2915 N. Cole Rd. Boise, ID 83704	8	0	0	15	10	5	5	43

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Merchants Automotive Group, Inc. dba Merchants Fleet 14 Central Park Drive Hooksett, NH 03106	18	0	0	15	10	0	5	48
Samsara Networks Inc. 1990 Alameda St. San Francisco, CA 94103	26	20	15	15	10	5	5	96
Synovia-Cal/Amp 9330 Priority Way West Drive Indianapolis, IN 46240	10	0	0	15	10	5	5	45
ThingTech 3340 Peachtree St. Atlanta, GA 30325	24	0	0	15	10	5	5	59
Zonar Systems, Inc. 18200 Cascade Ave S. Seattle, WA 98188	28	20	0	15	10	5	5	83

EVALUATORS	Dewayne Porter	Senior Director, Transportation
	Paul Abbott	Director, Transportation
	Yasser Elsheikh	Technology Specialist, Transportation
	Jimmy Hughes	Assistant Director, Maintenance and Facilities
	Glenn Todd	Assistant Director, Maintenance and Facilities