



# Visalia City Council

Visalia City Council  
707 W. Acequia  
Visalia, CA 93291

## Legislation Details (With Text)

**File #:** 22-0073 **Version:** 1

**Type:** Consent Item **Status:** Agenda Ready

**File created:** 2/15/2022 **In control:** Visalia City Council

**On agenda:** 3/7/2022 **Final action:**

**Title:** Authorize the City Manager to award a sole source three-year contract, with the option to renew for two additional years, for city-wide web hosting and connectivity for fleet Geo Positioning System (GPS) to Cal/Amp for an amount not to exceed \$35,910 per year.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. CalAmp Price Proposal

Date	Ver.	Action By	Action	Result
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### Agenda Item Wording:

Authorize the City Manager to award a sole source three-year contract, with the option to renew for two additional years, for city-wide web hosting and connectivity for fleet Geo Positioning System (GPS) to Cal/Amp for an amount not to exceed \$35,910 per year.

**Deadline for Action:** None

**Submitting Department:** Public Works

### Contact Name and Phone Number:

Jason Serpa, Public Works Manager, jason.serpa@visalia.city, 713-4533

Wyndi Ferguson, Interim Public Works Director, wyndi.ferguson@visalia.city, 713-4186

### Department Recommendation:

Staff recommends that Cal/Amp be awarded the annual web hosting and GPS connectivity contract for a not to exceed amount of \$35,910 per year. This is a sole source recommendation due to the existing GPS units that are currently installed city-wide.

### Background Discussion:

Since 2010, Cal/Amp has provided GPS hosting for our city-wide fleet that includes various departments and divisions including Solid Waste, Parks, Buildings, Streets, Wastewater, Airport, and Animal Services. Currently, the City has 127 active GPS units throughout the City fleet.

Due to a mandatory upgrade for 5G network capability and updated pricing, the City can take advantage of lower monthly hosting fees and no replacement costs for obsolete GPS units. Under the old contract, each GPS unit cost the City \$28.00 per month for connectivity. With the new contract pricing, the cost will be lowered to \$19.95 per month per GPS unit. In addition, the GPS

units that must be replaced to upgrade to 5G capability would have cost the City \$295 per unit. These 48 obsolete GPS units will be replaced at no additional charge during the first year under the new contract. . Any additional GPS units that are added in future years would cost \$125 per installation.

In order to take advantage of the lower pricing and no charge for the GPS unit upgrade, the City will need to enter into a minimum of a three-year initial contract with the provider as described on the attached price proposal.

The not to exceed amount of \$35,910 is based on 150 GPS units to allow for fleet growth in the later years of the contract. The old and new contract amounts are broken down below:

	Old Contract	New Contract	Savings
Per Unit Monthly	\$28.00	\$19.95	(\$8.05)
Per Unit Annual	\$336.00	\$239.40	(\$96.60)
Total Contract Annual	\$48,720.00	\$35,910.00	(\$12,810.00)
Per Unit Swap for 5G	\$295.00	\$0.00	(\$295.00)
Future Per Unit Install	\$295.00	\$125.00	(\$170.00)

The proposed annual contract for GPS hosting is estimated to be less than the current contract by \$12,810. The GPS hosting service is budgeted in the various departments' operating budgets and will not need a budget amendment.

**Fiscal Impact:**

The cost for city wide GPS will be paid out of the operating budgets within the various funds for each department/division for which the services are being rendered.

**Prior Council Action:**

None

**Other:**

[Click or tap here to enter text.](#)

**Alternatives:**

Reject staff recommendation and solicit for bids for a City-wide GPS contract. Staff does not recommend this option due to the existing units already installed and being hosted by current provider.

**Recommended Motion (and Alternative Motions if expected):**

I move to authorize the City Manager to award the City-wide annual web hosting and GPS connectivity sole source contract to Cal/Amp of Irvine, CA for an amount not to exceed \$35,910 per year.

**Environmental Assessment Status:**

N/A

**CEQA Review:**

N/A

**Attachments:**

Cal/Amp Price Proposal