



Office of the City Manager

CONSENT CALENDAR  
June 11, 2019

To: Honorable Mayor and Members of the City Council  
From: Dee Williams-Ridley, City Manager  
Submitted by: Philip L. Harrington, Director, Public Works  
Subject: Contract: Zonar Systems, Inc. for Global Positioning System Telematics Program

RECOMMENDATION

Adopt a Resolution authorizing the City Manager to execute a contract and any amendments with Zonar Systems, Inc. for software hosting, installation of hardware, implementation, maintenance and related services for a global positioning system, for an amount not to exceed \$278,698 for the period commencing on July 12, 2019 through June 30, 2024.

FISCAL IMPACTS OF RECOMMENDATION

Funds to cover the cost of this recommendation for FY2020 and FY 2021 will come from the Equipment Maintenance Fund 672. The appropriation of the remaining contract amount of \$157,367 and on-going maintenance in the future fiscal years FY 2022 through FY 2024 is subject to Council approval of the proposed City-wide budget and annual appropriation ordinances. Vehicles and equipment included in the program will be billed to the corresponding departments.

**Funding Breakdown**

<b>Fiscal Year</b>	<b>Funding Amount</b>
FY 2020 / FY 2021	\$170,626
FY 2022	\$36,024
FY 2023	\$36,024
FY 2024	\$36,024
<b>Total FY 2020 Thru FY 2024</b>	<b>\$278,698</b>

CURRENT SITUATION AND ITS EFFECTS

The City has determined that implementation of Global Positioning System Telematics Program (GPS) will produce beneficial business impacts for staff, budget and operations,

to provide improved employee safety and efficiencies in field operations. The GPS system will allow the City to:

- Access real-time data for decision support of operating crews and equipment, especially during disasters.
- Eliminate errors in paper reporting. Departments will ultimately be able to move from paper-based inspections to verifiable and regulatory compliant electronic reports that results in increased vehicle uptime and lower maintenance costs.
- Monitor vehicle idling, speeding and hard braking that may eliminate non-productive driving behaviors that result in immediate fuel efficiency and savings, improve operator safety and build in greater protection and confidence for members of the public.
- Improve vehicle/driver and equipment maintenance communication to allow data-driven real-time vehicle servicing, diagnostics reporting which leads to more efficient and effective maintenance, repair planning and staff time allocation.
- Reduce fuel consumption associated with duplicate or inefficient routing.
- Timely dispatch replacement vehicles in the event of breakdowns.
- Respond to customer needs with historical or real time information which improves customer service.

On November 29, 2018, the City issued Request for Proposals (RFP) #19-11266-C for a Global Positioning System – Telematics Program. The City received seven (7) responses to the GPS RFP by the December 20, 2018 deadline. A committee of Public Works and Information Technology staff conducted a comprehensive evaluation process that included proposal reviews, vendor demonstrations, and reference checks. Staff selected Zonar Systems, Inc. (Zonar) as presenting the most comprehensive, user-responsive, and effective solution for the City's current and future global positioning system and telematics needs.

The global positioning system and telematics program advances the City's Strategic Plan goal to provide state-of-the-art, well-maintained infrastructure, amenities, and facilities.

#### BACKGROUND

The City maintains a large portfolio of over 700 vehicles and pieces of equipment. The initial roll out of the GPS program will apply to 111 vehicles from Public Works, Parks, Recreation and Waterfront, and Parking Enforcement.

The Equipment Maintenance Division is also in the process of implementing a new fuel management solution<sup>1</sup> and is in the process of procuring a new Fleet Management Software solution. Integrations of these other fleet software systems and the GPS system

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<sup>1</sup> Syntech Systems Contract Award -

[https://www.cityofberkeley.info/Clerk/City\\_Council/2018/04\\_Apr/Documents/2018-04-24\\_Item\\_10\\_Contract\\_Syntech\\_Systems,\\_Inc.aspx](https://www.cityofberkeley.info/Clerk/City_Council/2018/04_Apr/Documents/2018-04-24_Item_10_Contract_Syntech_Systems,_Inc.aspx)

will allow for seamless real-time information to be sent to the Equipment Maintenance Division.

The meet and confer process with Service Employees International Union Local 1021 was concluded in November 2018, and the City has agreed to not utilize GPS devices on City Fleet Vehicles as a means to track employee day to day locations for the purpose of monitoring an individual employee's performance. Only as part of an active investigation, that warrants management review and is triggered by something other than the GPS device, may the GPS data be used to support an adverse employment action. Further, any reasonable use of the GPS data specifically for disciplinary or performance related purposes, will be consistent with the existing disciplinary procedures. GPS will be utilized for enhancing efficient routing of vehicles and supporting operational logistics.

#### ENVIRONMENTAL SUSTAINABILITY

The GPS - Telematics program when coordinated with new routing systems will provide for improved routing of vehicles which will reduce greenhouse gas emissions associated with travel time. This supports the reduction of carbon footprint and the goals of the City's Climate Action Plan. Further, the mobile application capability of the new system will eliminate the use of paper currently being used by virtually all field staff thus working towards the City's goal of achieving Zero Waste to landfills by 2020.

#### RATIONALE FOR RECOMMENDATION

Staff recommends Zonar Systems, Inc. as it provides the most comprehensive solution and had the highest scoring in the evaluation criteria as required by the RFP and demonstrations. Zonar's features and functionalities exceed the City's requirements. Furthermore, extensive reference checks confirmed Zonar's ability to deliver a quality global positioning system telematics program on time and within budget.

#### ALTERNATIVE ACTIONS CONSIDERED

None. Currently there is no real-time vehicle servicing, diagnostics reporting on the state of the vehicles. The safety and maintenance benefits are critical to supporting the City's staff and equipment.

#### CONTACT PERSON

Gregory Ellington, Equipment Maintenance Superintendent, Public Works, 510-981-6469

Attachments:  
1: Resolution

RESOLUTION NO. ##,###-N.S.

CONTRACT: ZONAR SYSTEMS, INC. FOR GLOBAL POSITIONING SYSTEM  
TELEMATICS PROGRAM

WHEREAS, the City of Berkeley has identified the need to improve the efficiency of delivery logistics of services; and

WHEREAS, the City of Berkeley desires to procure a Commercial Off-the-Shelf “Turnkey” system for global positioning and telematics for City vehicles and equipment; and

WHEREAS, on November 29, 2018, the City of Berkeley issued Request for Proposal No. 19-11266-C for a global positioning system telematics program and received seven (7) responding bidders; and

WHEREAS, in response to the City’s Request for Proposal, vendor Zonar Systems, Inc. responded with a proposal that was rated as the highest response submitted by competing vendors; and

WHEREAS, the funds to cover the cost of this recommendation for FY2020 and FY 2021 will come from the Equipment Maintenance Fund. The appropriation of the remaining contract amount of \$157,367 and on-going maintenance in the future fiscal years FY 2022 thru FY 2024 is subject to council approval of the proposed city-wide budget and annual appropriation ordinances.

NOW THEREFORE, BE IT RESOLVED by the Council of the City of Berkeley that the City Manager is hereby authorized to execute a contract and any amendments with Zonar Systems, Inc. for software hosting, implementation, maintenance and related services for an amount not to exceed \$278,698 for the projected period commencing on July 12, 2019 through June 30, 2024.