

MEMORANDUM

TO: ROBERT A. KUNTZ, CITY ADMINISTRATOR

FROM: GARY R. KRAMER, P.E., CITY ENGINEER/DIRECTOR OF PUBLIC WORKS *GJK*

DATE: APRIL 15, 2014

SUBJECT: VEHICLE TRACKING SYSTEM

The 2014 budget includes funds for a vehicle tracking system to be installed on 20 dump trucks and the mosquito fogging pickup truck. This type of system tracks where the vehicle is currently, where it has been, if the plow is up or down, and if salt spreader is on or off. We field tested systems from five vendors. Since each system has different features a performance based specification was used.

On March 28, 2014, seven bids were received and opened. The table summarizes these bids.

Bidder No.	Bidder	Equipment Costs & Training	Recurring Annual Costs	Alternate Bid #1 Extended Warranty Per Year	NOT RECOMMENDED Alternate Bid #2 Installation	TOTAL WITH ALT. #1 ONLY
1	Teletrac	\$0.00	\$7,557.48	\$0.00	\$0.00	\$7,557.48
2	Agilis Systems	\$2,100.00	\$5,793.48	Included	N/A	\$7,893.48
3	Cal Amp	\$3,779.79	\$6,045.48	\$420.00	\$1,785.00	\$10,245.27
4	Manning Navcomp	\$7,170.00	\$5,783.40	\$588.00	\$2,625.00	\$13,541.40
5	Location Technologies	\$12,575.00	\$2,515.80	\$525.00	\$3,570.00	\$15,615.80
6	Force America/Precise MRM	\$10,164.00	\$7,560.00	\$1,260.00	\$5,775.00	\$18,984.00
7	Webtech Wireless	\$25,595.00	\$8,569.00	\$315.00	\$6,510.00	\$34,479.00
	BUDGET					\$16,100.00

Bidders 1, 2, 3, and 6 do not offer route completion mapping for multiple periods. This feature displays plowing and/or salting status.

Manning Navcomp, Location Technologies, and Webtech Wireless are the only vendors that provide real-time colored coded maps based on plow down/up and spreader on/off. Besides being the highest cost, we also found Webtech Wireless to not be user friendly.

Though Location Technologies' initial cost is higher than Manning, their annual recurring cost (including extended warranty) of \$3,040.80 is significantly lower than Manning's \$6,371.40.

IS Manager Paula Reeds has reviewed Location Technologies' proposal and takes no exception as there will be no impact to Ballwin's data network and requires no extra staff hours and hardware/software resources.

RECOMMENDATION: We recommend awarding the contract including Alternate #1 (extended warranty) to Location Technologies for a total cost of \$15,615.80 and an annual recurring cost of \$3,040.80 (includes annual extended warranty cost). Installation will be in-house.