

## City Council – Action Request Form

**Date:** August 8, 2022

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**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

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**From:** Johnnie Taylor, Assistant City Manager  
Thomas Kureczka, Chief Information Officer

**Council Action Requested:**  
Resolution Approving a Contract with Forward Thinking Systems for Automated Vehicle Location Services

**Strategic Focus Area:** Service Excellence  
**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness  
**Strategic Plan Action Item:** No  
**Key Work Item:** Yes



**Summary of Information:**

At their March 26, 2018 meeting the Mayor and City Council approved a contract with Verizon for Automated Vehicle Location (AVL) services, and use of Verizon’s Networkfleet global positioning system and cellular air services. The approval was for use of the Verizon services from July 1, 2018 through June 30, 2019, and approval to continue these services, on a month-to-month basis, for two additional years, subject to approved funding through the annual budget process.

The AVL services are used to track the location and status of vehicles in our fleet, helping to realize fuel savings, increased security, and improved employee safety and productivity. This technology enables staff to know the location and status of vehicles in real time, providing departments the ability to easily dispatch a crew closest to a desired service location. Staff receives trend analysis reports that help better understand fleet utilization. Staff has the ability to swap devices between vehicles, register new vehicles, remove vehicles from the fleet, and identify non-reporting vehicles.

**Committee Action:**

<b>Committee</b>	Finance 8/8/22	<b>Action</b>	Approval
<b>For</b>	Unanimous	<b>Against</b>	
<b>Remarks:</b>			

Our current vendor for AVL service, Verizon, has announced that they will stop supporting and will shut down their 3G Network on December 31, 2022. The City's existing AVL devices will stop transmitting on that date.

In response to the planned shutdown of Verizon's 3G network, staff published a Request For Proposals (RFP) seeking to establish a contract with a qualified partner for the replacement of our current AVL solution which will cover approximately 1,376 vehicles. The selected partner will be one that demonstrates improvements in operational efficiency, predictive maintenance, cost control, and data-based decision-making with the implementation of a new AVL solution that best meets our business requirements.

The City received four (4) responses from qualified vendors including one from an M/WBE vendor. The evaluation team reviewed the responses and invited each of the four respondents to provide an in-person presentation of their proposed solution. Following the vendor presentations in June, the evaluation team convened and determined that Forward Thinking Systems be selected as the recommended service provider for the City's AVL needs.

The annual quoted cost of providing AVL services to the City's fleet of approximately 1,376 vehicles by Forward Thinking Systems is \$234,000. This results in a five-year contract cost of \$1,170,000 and will be funded via the annual budget process.

The annual cost of \$234,000 for these services provided by Forward Thinking Systems represents an annual savings of over \$33,000 when compared to our current solution provided by Verizon.

It is recommended that the City of Winston-Salem enter into a five-year contract with Forward Thinking Systems in the amount of \$234,000 per year. Approved funding for the first year is available in the FY 22-23 operating budget.

Final RFP Scoring: See Exhibit A

Bid List and Demographics: See Exhibit B