

**RESOLUTION APPROVING CONTRACT WITH VERIZON
FOR AUTOMATED VEHICLE LOCATION SERVICES**

WHEREAS, in August 2017 City Council approved the renewal of a contract with RMJ Technologies (RMJ), a Verizon third party reseller, for the Networkfleet Automated Vehicle Location (AVL) global positioning system and cellular air services; and

WHEREAS, the Networkfleet services have been utilized to track the location and status of vehicles, realize fuel savings, increase security, and improve employee safety and productivity; and

WHEREAS, the Networkfleet services provide trend analysis reporting and tools to manage activities such as swapping devices between vehicles, registering new vehicles, removing vehicles from the fleet, and troubleshooting; and

WHEREAS, Verizon has informed staff that they are moving away from their business model of using third-party resellers for the sale and provision of these services, and that customers are now required to work directly with Verizon for these services; and

WHEREAS, with this change the City needs to cancel the existing contract with RMJ and execute a new contract with Verizon; and

WHEREAS, Verizon has provided a General Services Administration (GSA) pricing quote for a one-year contract at a unit cost of \$18.95 per vehicle per month for the bundled air time and support services, and at the end of the one-year contract the City will be on a month-to-month billing basis at the same unit rates; and

WHEREAS, the combination of the elimination of third-party resellers and GSA pricing results in a yearly savings of \$64,000 for the City, based on the current number of 1,171 fleet vehicles; and

WHEREAS, approval is requested to enter into a one-year contract with Verizon for the Networkfleet services at the cost of \$266,285.40; and

WHEREAS, it is further requested that authorization be provided for the option to continue with these services on a month-to-month basis for two additional years at the same unit rates, subject to approved funding through the annual budget process.

NOW, THEREFORE, BE IT RESOLVED by the Mayor and City Council of the City of Winston-Salem that a contract for the Verizon Networkfleet services at the cost of \$266,285.40 is hereby awarded to Verizon.

BE IT FURTHER RESOLVED that the City Manager is hereby authorized to execute the contract on behalf of the City.

BE IT FURTHER RESOLVED that funds are available for this purchase in the approved FY17-18 operating budget.