

Pilot program overview



What is it?

The opportunity for municipal governments to test Rubicon's core solid waste technology solution, RUBICONSmartCity, for three months on up to 10 solid waste vehicles within your City. RUBICONSmartCity digitizes operations, enhances customer service, and provides operational cost savings.

What does it cost?

Rubicon's pilot program is entirely cost-free. The key to a successful partnership is adoption of technology by users in the field and in the office. Rubicon conducts in-person training to ensure anyone that interacts with RUBICONSmartCity feels comfortable and understands how the platform can best enhance their daily operations. Rubicon handles installation, external hosting in a secure cloud environment, data charges, equipment, travel, software licensing, etc.

How long is the pilot?

Rubicon conducts pilots for three months at no cost.

How long does it take to launch?

Rubicon can be fully launched within 30-60 days after execution of the pilot Memorandum of Understanding (MOU).

What are the City’s responsibilities?

- Make participating waste service vehicle operators and supervisors available for initial training;
- Provide reasonable access to designated City waste vehicles for installation of agreed upon Rubicon technology;
- Provide route and customer data to populate the City’s Rubicon Portal and driver application;
- Provide clear and substantive feedback about experience with Rubicon;
- Assign dedicated project team to communicate with Rubicon’s project team regularly;
- Plan to incorporate Rubicon into operations on a daily basis;
- Encourage driver adoption and utilization of technology.

Partner cities

Rubicon has been rolled out in over 75 cities to date, including, Houston, TX; Baltimore, MD; Washington, D.C.; Kansas City, MO; Roseville, CA; Montgomery, AL; Memphis, TN; and Spokane, WA, among others.



Return on investment



Kansas City, MO

\$2 million reduction in costs and 17% increase in customer satisfaction.



Spokane, WA

Through digitization alone the City saved \$25,000 in annual printing costs.



Atlanta, GA

Saved \$300,000 in annual costs through a fleet optimization.

Rubicon features

- Service verification
- Exception flagging (bin not out, contamination, overflowing bin, broken bin, etc.)
- Fully digitized pre/post trip reporting, weight ticket entry, and routing
- Turn-by-turn navigation
- Two-way communications
- Enhanced customer service (reduction in 311 calls)
- Engine diagnostics and vehicle health information/alerts
- Driver performance reporting
- Route performance reporting
- AVL/GPS/breadcrumb trails
- Identify city insights (potholes, graffiti, low hanging branches, broken streetlights, etc.)
- Cloud based, app-based
- Inventory/asset management
- Supervisor application for in-field monitoring
- Route optimization
- Unlimited portal users
- Free upgrades/updates
- Software-only option allows city to operate off existing/purchased phones/tablets
- Dynamic routing
- Operational cost savings (efficient routing, time-savings, insights)
- SOS button for emergencies
- Route assistance
- Holiday planner
- Work order management
- Route builder
- Preventative maintenance and fleet alerts
- Route, facility, and custom geo-fencing and alerts
- Route recommendations
- Fault code notifications
- Safety gains
- Reduced go-backs
- Fuel usage and fuel efficiency

To learn more and sign up for a free pilot, visit:
Rubicon.com/cities

