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**TO:** Board of Contracts and Awards  
**FROM:** Michael P. Slevin III, P.E., Director, Environmental Services  
Lewis Griffith, Division Manager, Solid Waste Management  
**COPY:** City Council, City Manager, City Clerk, SBE Coordinator, LEAP Coordinator,  
Joe Breer, Collections Supervisor, Solid Waste Management, and Samol Hefley,  
Finance/Purchasing  
**SUBJECT:** Purchase an Automatic Vehicle Location Collection Management Solution –  
Request for Proposals Specification No. SP-ES17F-RFP-  
SWMCollectionsManagementSystem – January 29, 2019  
**DATE:** January 14, 2019

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**RECOMMENDATION SUMMARY:**

The Environmental Services Department, Solid Waste Management Division, recommends a contract be awarded to Seon System Sales Inc., Coquitlam, BC, in the amount of \$1,405,600, plus applicable taxes, for an initial two-year term with the option to renew for five (5) additional two-year terms, for a projected total of \$2,955,600, budgeted from Environmental Services Solid Waste Fund 4200, for the purchase of an Integrated Automatic Vehicle Location Collections Management Solution, including all hardware, software, maintenance, and support for approximately 100 collection vehicles and equipment.

**STRATEGIC POLICY PRIORITY:**

- Strengthen and support a safe city with healthy residents.
- Ensure all Tacoma residents are valued and have access to resources to meet their needs.
- Assure outstanding stewardship of the natural and built environment.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

The Automatic Vehicle Location (AVL) solution reduces fuel consumption through improved routing and service verification. Increased communication platforms decrease administrative time spent on data entry and diminishes the use of paper. Heightened accountability and visibility encourage safe driving habits and allows access to information that expedites the claim process and protects the City from unsupported claims. Reporting capabilities allows City staff to proactively identify and respond to nuisance issues that contribute to blighted communities.

**BACKGROUND:**

**ISSUE:** The proposed comprehensive AVL solution will replace the limited Global Positioning System (GPS) solution procured by Solid Waste Management in the summer of 2011 and later discontinued in the summer of 2016. The proposed system utilizes “Smart Truck” technologies to improve fleet safety, sustainability, efficiencies, maintenance, and customer service using vehicle telematics. It is anticipated the purchase will provide easy access to detailed data and real-time communication that will assist with safe efficient operations and protect the City from unsubstantiated liabilities. Improved routing and service verification technology contributes to reduced vehicle emissions, erosion of City streets, and blighted neighborhoods.



**ALTERNATIVES:** Alternatives include operating without AVL/GPS technology on collection vehicles, purchasing a lower cost solution with limited functionality, or piecing together multiple technologies that provides Solid Waste Management with the metrics needed to manage operations effectively. The alternatives inadequately support Environmental Services’ strategic efforts to operate using best practices and innovation to meet changing environmental and community needs.

**COMPETITIVE SOLICITATION:**

Request for Proposals Specification No. SP-ES17F-RFP-SWMCollectionsManagementSystem was opened June 8, 2018. Seventeen companies were invited to bid in addition to normal advertising of the project. One submittal was received and determined to meet all the requirements outlined in the RFP. Solid Waste Management performed an extensive evaluation process to confirm the lone submitted solution, Seon System Sales Inc., would meet the needs of Solid Waste Management. The evaluation process included an onsite demonstration of the product, several question and answer sessions with haulers currently utilizing the system, and an in-person viewing of the Seon System Sales Inc. technology presently used on other haulers collection vehicles. The opportunity to view the solution in person included feedback from staff using the technology daily. The Seon System Sales Inc. system specializes in the waste collection industry and provides the functionality desired by Solid Waste Management.

<u>Respondent (RFP)</u>	<u>Location</u>
Seon System Sales Inc. (FleetMind)	Coquitlam, British Columbia

**Pre-bid Estimate:** \$950,000

The recommended award is 48 percent above the pre-bid estimate.

**CONTRACT HISTORY:** New contract

**SUSTAINABILITY:** The AVL solution reduces fuel consumption through improved routing and service verification. Reporting capabilities and increased communication platforms decrease administrative time spent on data entry and diminishes the use of paper. Heightened accountability and visibility encourage safe driving habits and allows access to information that expedites the claim process and protects the City from unsupported claims.

**SBE/LEAP COMPLIANCE:** Not Applicable.



**FISCAL IMPACT:**

**EXPENDITURES:**

FUND NUMBER & FUND NAME *	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
ES Solid Waste Fund 4200	ENV-00116	Various	\$1,095,580
ES Solid Waste Fund 4200	Various	5330100	\$ 310,020
<b>TOTAL</b>			<b>\$1,405,600</b>

\* General Fund: Include Department

**REVENUES:**

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
ES Solid Waste Fund 4200	512000	Various	\$1,405,600
<b>TOTAL</b>			<b>\$1,405,600</b>

**FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$1,405,600**

**ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes**

**IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED.**