



## Legislation Text

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**File #:** 21-6364, **Version:** 1

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**Department:** Purchasing

**Department Head/Elected Official:** DeWight Dopslauf

**Regular or Supplemental RCA:** Regular RCA

**Type of Request:** Contract - Award

**Project ID (if applicable):** N/A

**Vendor/Entity Legal Name (if applicable):** Rarestep, Inc. dba Fleetio

**MWDBE Participation (if applicable):** N/A

**Request Summary (Agenda Caption):**

Request for approval of a sole source exemption from the competitive bid requirements and that the County Judge execute an agreement with Rarestep, Inc. dba Fleetio in the amount of \$240,759 for subscription, licenses, warranty, upgrades and support of Fleet Management Software produced by Fleetio for Universal Services for the period of November 30, 2021 - November 29, 2022, with four (4) one-year renewal options.

**Background and Discussion:**

On March 26, Court approved a sole source exemption from the competitive bid requirements for Rarestep, Inc. dba Fleetio. Subsequently, Precinct 2 began using Fleetio's fleet management software. After seeing the successful use of Fleetio at Precincts 2 and 4, Universal Services - Fleet Services began investigating Fleetio as a replacement to its current fleet management software, FleetWave. Fleet Services is unhappy with the current vendor product and services because FleetWave provides poor customer service, the product has technical bugs, and the product delivery is not compatible with Fleet's business needs and process. Fleet Services has reviewed and tested the services and have determined the product to be the best fit for their fleet management system.

**Expected Impact:**

FleetWave is an on-premise software solution that requires Universal Services team members to maintain. Migrating to Fleetio will allow for better product support while freeing up Universal Services employees to focus on other projects, such as PeopleSoft upgrades. During testing, Fleet Services found the Fleetio workflow to be more compatible with Fleet's business process and more in-line with industry practices. Fleetio offers better scalability than FleetWave because Fleetio is designed to be able to easily integrate into other products. For instance, Fleetio has a ready integration into Fuelman, which will allow Fleet Services to easily pull in fuel usage data.

**Alternative Options:**

If Fleet Services is not able to migrate to Fleetio, the division will continue to rely on a substandard product that is negatively impacting its ability to effectively manage workorders and parts inventory. Management will have difficulty doing vehicle lifecycle management of the fleet to determine when vehicles should be replaced.

**Alignment with Goal(s):**

- ☐ Justice and Safety
- ☐ Economic Opportunity
- ☐ Housing
- ☐ Public Health
- ☐ Transportation
- ☐ Flooding
- ☐ Environment
- ☒ Governance and Customer Service

**Prior Court Action (if any):**

Date	Agenda Item #	Action Taken
03/26/2021	278	Approval of a sole source exemption from the competitive bid requirements for Rarestep, Inc. dba Fleetio, in the estimated amount of \$55,244 for the period of March 30, 2021 - February 28, 2022.

**Location:**

Address (if applicable):

Precinct(s): Countywide

Fiscal and Personnel Summary				
Service Name		FY 21-22	Estimates	
			FY 22	Next 3 FYs
<b>Incremental Expenditures</b>				
Labor Expenditures		-	-	-
Non-Labor Expenditures		\$82,919	\$138,110	\$710,280
<b>Total Incremental Expenditures</b>		<b>\$82,919</b>	<b>\$138,110</b>	<b>\$710,280</b>
<b>Funding Sources</b> (General Fund, PIC Fund, Debt or CP, Grants, or Other - Please Specify)				
Existing Budget	Fleet Fund	\$362,850	\$211,663	\$1,088,550
	-	-	-	-
	-	-	-	-
<b>Total Current Budget</b>		<b>\$362,850</b>	<b>\$211,663</b>	<b>\$1,088,550</b>

Additional Budget Requested	-	-	-	-
	-	-	-	-
	-	-	-	-
Total Additional Budget Requested	-	-	-	-
Total Funding Sources	-	-	-	-
<b>Personnel</b> (Fill out section only if requesting new PCNs)				
Current Position Count for Service	-	-	-	-
Additional Positions Requested	-	-	-	-
Total Personnel	-	-	-	-

**Anticipated Implementation Date:** Anticipate implementation to begin early December 2021 and complete March 31, 2022.

**Emergency/Disaster Recovery Note:** Not an emergency, disaster, or COVID-19 related item

**Contact(s) name, title, department:** Joshua Pascua, Operations Coordinator - Universal Services

**Attachments (if applicable):**