



# City Council Report

**Date:** June 8, 2026  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Dollar Limit Increase to Use of the Cooperative Term Contract for Route Planning and Management Solutions as Requested by the Solid Waste Department and Department of Innovation and Technology **(Citywide)**

## Recommendation

Council is requested to approve the contract amendment as recommended.

The Solid Waste Department, Department of Innovation and Technology, and Procurement Services recommend increasing the original dollar limit with Wastech Corp./Routeware, Inc. by an additional amount of \$480,320, which includes \$138,375 for installation services and \$341,945 for two and a half years of annual subscription fees for a revised total contract amount not to exceed \$807,820.

## Background / Discussion

On August 19, 2024, Council awarded use of the City of Tucson's S.A.V.E. cooperative contract for obtainment of Route Planning and Management Solutions. The Routeware Route Planning and Mapping Solution provides the tools needed to manage refuse routes in a more efficient and timely manner. This route management solution includes hardware, software, databases, and other devices and equipment used to measure, generate, store, manage, and transfer data and incident occurrences involving Solid Waste field related operations.

A dollar limit increase is needed to implement an AI-enabled camera system. Solid Waste currently utilizes external, legacy vehicle camera systems to support safe fleet operations; however, the existing system no longer meets operational needs. Solid Waste completed a pilot program using next generation Samsara 4K AI-enabled cameras on three vehicles and received positive feedback from staff regarding performance and usability.

The Samsara system provides improved image quality, real-time AI alerts to the Solid Waste driver for pedestrians and hazards, and cloud-based video storage and access which eliminates the need to physically retrieve and reinstall hard drives from vehicles to view video, which is currently required with the existing labor-intensive system. The Samsara system also reduces hardware issues and enables remote management capabilities, which are currently unavailable with the current system.

Implementing the Samsara 4K AI camera system will improve operator awareness, support proactive safety coaching, enhance and expedite post-incident review capabilities, and improve overall operational efficiency and public safety.

The City of Tucson S.A.V.E. cooperative contract has been competitively bid and meets the City's procurement requirements. Utilizing Tucson's contract allows the City to receive competitive rates based on a formally solicited agreement. The City believes the price is fair and reasonable and soliciting for this product would not result in the City receiving more favorable pricing or terms.

**Purchase Information**

Action: Amendment  
 Procurement Type: Cooperative Contract Use  
 Contract Number: 2024180  
 Contracting Agency/Contract Numbers: City of Tucson/230200-01  
 Initial Contract Term: Four years  
 Possible Renewals: Up to a maximum of six years, subject to Administrative review and approval  
 Funding Source: Solid Waste operating budget through the Solid Waste Vehicle Tablet Integration Lifecycle Project Fund

<b>AWARD RECOMMENDATION</b>	
Co-term Annual Subscription Fee: 7/1/2026 – 10/31/2026	\$48,849.16
Annual Subscription Fee: 11/1/2026 – 10/31/2027	\$146,547.48
Annual Subscription Fee: 11/1/2027 – 10/31/2028	<u>\$146,547.48</u>
Total Subscription Cost:	\$341,944.12
Installation Services: Camera Install (123 trucks)	\$116,850.00
Installation Services: Old Equipment Uninstall (123 trucks)	<u>\$21,525.00</u>
Total Installation Services:	\$138,375.00
Total Solution Cost through 10/31/2028	\$480,319.12

Dollar Limit History

Original Award Amount Y2 (8/19/2024):	\$295,000.00
Administrative Increase (11/19/2025):	<u>\$32,500.00</u>
New Contract Amount (Years 2 – 4):	\$327,500.00
This increase request:	<u>\$480,319.12</u>
New Contract Amount through 10/31/2028 (Years 2 – 4):	\$807,819.12